

# Soil Born Farms Board of Directors

October 14, 2020

Zoom Meeting

In Attendance:

Janet Zeller

Shawn Harrison

Callie Urner

Laurel Smith

George Cook III

Sara Minnehan

Jared Dong

Maria Thomas

Kevin Barri

George - Currently PPP Loan forgiveness. Talks of more stimulus money coming down the line.

Janet - As soon as anything becomes available to us we want to know.

Kevin - Funds are tight everywhere.

## Financial Check-in

- For the 2021 fiscal year, we will release a budget for the first quarter first (Oct-Dec).
- Will come out with the rest of the fiscal plan once we have a better idea of the situation.
- **Proposed Timeline** (finance committee approved)

### Q1 Budget:

- **10/23/20** - Send Q1 budget (Oct-Dec 2020) to the Finance Committee.

- **10/27/20 Finance Committee Meeting** – Review Quarter 1 budget.

Resolve any questions. The Finance Committee will recommend Q1 budget to BOD for an email vote.

- **By 10/31/20** - BOD submits email votes for Q1 budget

### Fiscal Year Budget:

- **12/4/20** - Send budget for remainder of Fiscal Year (Jan 2021-Sept 2021) to Finance Committee for review. Resolve any questions.

- **12/9/20 BOD meeting** - Present Fiscal Year budget to the BOD.

- **By 12/16/20** - BOD submits votes on the Fiscal Year budget.

- Areas where we are impacted most from Covid: Events, tours, classes, youth ed, field trips, camps.
- Want to be notified as soon as any new funds/stimulus money becomes available

## Co-Directors Report

- Staff Update
  - Reduced down to 21 staff (14 full time, 7 part time)
- Site Development Update
  - Almost done with water utility updates.

- Very close to beginning construction of driveway and parking lot
- \$900,000 coming from the Wildlife Conservation Board and \$500,000 from the City of Rancho.
- Hoping to get it started before the rains come, but expect delays with working with city government
- Hopefully complete by late spring.
- New renderings for farmstand & animal barn (haven't raised money for this yet)
  - Farmstand. green roof
  - Conceptual design of animal barn. Unique design idea, public can walk up on roof for a birds eye view. Thermal insulation.
- Online Marketplace
  - Very successful. High demand.
  - Able to work with 20 plus small businesses.
  - Received grants from Blue Diamond, Wells Fargo and Sacramento Region Community Foundation
- Greenhouse micro business
- Progress on outdoor classroom spaces
- Producing educational gardening videos
- Youth Ed
  - Currently doing online curriculum and online teacher trainings
  - Won't do anything physically at schools in the winter
  - Doing a cost analysis to see if smaller class sizes is worth it/ feasible
- Culinary Arts
  - Prepared foods sold at Marketplace to use up extra produce accompanied by nutritional info and recipes.
- Farmhouse Kitchen
  - Commercial kitchen renovation/upgrades
  - Waiting on dollar amounts. Were able to get some deals and pick up equipment from restaurants that are closing down.
- Micro business activities help relieve our dependence on donations and grants
- Develop more self revenue generation during this time of uncertainty. Unique opportunity for us that many nonprofits don't have.

### **End of the year Fund Drive**

- Please share our blasts, promote marketplace, looking for corporate sponsor of community square (signs/acknowledgements)
- Gift cards for marketplace now available