

# Soil Born Farms Board of Directors

May 12, 2021

In Attendance:

Shawn Harrison

Janet Zeller

Sara Minnehan

Dr. Robert Azevedo

Mary Hogarty

Kevin Barri

Callie Urner

Laurel Smith

Robert motion to approve minutes from last meeting. Kevin seconded.

## Financial Report - Callie

- \$43,000 raised from BigDOG this year
- \$50,000 need to raise by the end of the fiscal year in donation category
- Grants - \$100,000 - \$150,000 of uncertainty on income side
- Marketplace outperformed
- Expected positive net income this fiscal year
- Applied for Employee Retention Credit (\$200,000 potential payroll tax funds could come back to us)
- 1920 990 tax return - reviewed by financial committee last week and was filed

## American River Ranch Development - Shawn

- In final review with the city of Rancho Cordova - Estimating July start. Finish by early fall.
- City of Rancho Cordova recommended us for another round of measure H funding
- Utilities - Updates to water system, potable water system, sewer lines, electrical system, gas lines
- Farmhouse Kitchen Rebuild - Hope to complete by the fall - Priority
- Greenhouse Garden Shop - Greenhouse construction completed - Plant sales have increased. Plans to sell at other outlets
- Sustainability Square - Construction started. Opportunity for lower level sponsorships.

## Road to Recovery

- Keep the Online Marketplace going - Add in other elements
- Primarily pre-registered activities
- Volunteers - Continuing Saturday & Wednesday. Add corporate groups.
- Fall Gardening Clinic - August 28th Save the Date
  - Opening up the Greenhouse for shopping, ribbon cutting, invite donors, board, reps from SMUD
- Family Nights - Start in June

- (approx 75-100 people) - Themes to bring people into what's happening at the farm
  - Summer Day Camp
    - Modified 6 week program on Thursdays (7-11 year olds)
  - Teen Job Training Program Continues
    - Marketplace & Phoebe's snack bar. Funding from US Bank
  - Autumn Equinox - Planning for Saturday, September 18th
    - Wineries have fared well - make it more of a beer/wine tasting event
    - Boxed up prepared meals
    - Partner up with other nonprofits
    - Raley's - new One Market Eldorado Hills - Reach out potential partnership
  - SAFE Credit Union - Received \$20,000 grant for veteran farmer training and working with veteran service organization to arrange work days - Video on Safe Credit Union Linked In
  - June 15th state opens up (next 3-4 weeks vital) - race between vaccinations.
- By September things will definitely be opening up. Dr. Azevedo can continue giving advice.