



IFM Meeting of the Board and Member Churches, October 22, 2019 at 9:00 a.m.

Board Officers

Phil Alonso, Executive Director
Naomi Cabral, Development Director
Bob Thurman, President
Rick Kahil, Vice President
John Brusher, Treasurer
Robert Emmett, Assistant Treasurer
Karen Holt, Assistant Treasurer - **Absent**
Maxine Palmer, Secretary - **Absent**

Board Members

Tim Gizzi, Calvary Bible
Janet Kelley, Christian Science Church - **Absent**
Marnie Ratkovsky, Emmanuel Episcopal
Debi Johnson, First Baptist Church - **Absent**
Gaye Rogers, Grace Lutheran - **Absent**
Cheri Eckholt, Grass Valley United Methodist
Eleanor Kenitzer, Nevada City United Methodist
Jim Schroeder, Peace Lutheran
Diane Chang, Seventh Day Adventist
Sharon Ross, Sierra Center for Spiritual Living - **Absent**
Joan Denzler, Sierra Pines Methodist
Pam Sufleski, Sierra Presbyterian
Jeff Hebert, St. Canice
Nancy Koring (Jeff Hebert), St. Patrick's
Judi Wade, Twin Cities
Anne Lyon, Unitarian Universalist

A big thank you to Diane Chang for taking notes at the October meeting in my absence. Maxine

Diane Chang led the group in prayer.

It was confirmed we had a quorum.

A motion was made by Jeff Hebert to approve the September minutes as presented. Cheri Eckholt seconded the motion. The motion was approved.

Q3 Financial Review - John Brusher

- Overall it was a good Q3. Cash flow up from last year.
- Q3 Profit and Loss shows individual donations are \$14K over budget, fundraisers are \$19,000 over budget and grants are over budget. Expenditures are a little over budget, including food, due to paying for eggs, local tortillas, and additional food options but net loss is less than budgeted because Q3 was a good quarter.
- YTD Profit and Loss (Jan.-Sept.) shows revenue almost \$46K over budget. Q4 is historically the largest revenue month. Rick Kahil mentioned that turkeys for the holiday distributions will be over budget but John felt food should be close to even by year's end. Operations are over a bit due to fundraiser timing. There is, however, a smaller net operating loss than budgeted.
- Expectations are to be on budget for revenue and near budget for expenses.
- Q3 Cash Flow was negative, as expected, but should be good by year end because historically Q4 is the best quarter- we hope that trend continues but can't take the generosity of the community for granted.
- Goal has been to increase revenue from grants, so an increase was budgeted for 2019. So far YTD, grants have exceeded the total for 2018.

Q3 Client Stats - Rick Kahil

- Q3 Stats reveal 86% of reporting clients indicate they have medical insurance. Reactivated clients was 16%, up from the usual 1%. Average clients per day is 170. There was a 10% increase in grocery bags given—consistent with the increase in food budget use.
- 105-106K food bags are expected to be distributed for 2019 (not including bags of food taken from the client area).
- Client visits from 2013-2018 show 40-42% visited 3 times or less per year, 77-79% visited 12 times or less per year, and <5% visited every time they were eligible.
- 2012 to date, IFM has served 8,335 different client families (average size 2.35) and 721,424 individuals.
- Busiest distribution day was 347.

Fund Development - Phil Alonso and Naomi Cabral

- **Newman's Own Grant** was received and designated for the senior grocery bag program through Meals on Wheels. IFM is waiting to hear from the Sierra Nevada Memorial Hospital Foundation for a grant award and for coordination with a nutritionist for implementation.
- **Wells Fargo (\$5K) and Savemart Grant (3.5K)** will be used for the 20/25 Initiative—the purchase of locally grown food.
- **Sponsor a Family for the Holidays** fundraiser provides \$20 Gift Cards that covers the cost of both the Holiday meal and the regular food distribution. We also have cards that donors can purchase that say “The gift of a Holiday Meal has been Donated in Your Name...”. Board members should check the file box at IFM for cards and envelopes.
- **Day of Giving Open House** is Tuesday, December 3rd from 11:00 a.m.-4:00 p.m.
- **Paulette's Spaghetti Fundraiser** October 25th is ready with a good group of volunteers. Dessert donations can be dropped off at IFM ahead of time.
- **Hunger Run** at Alta Sierra involved significant effort by Naomi, Phil and a commitment of funds and volunteer resources to make this a signature event. Nancy Koring shared that friends who participated enjoyed the Alta Sierra venue and especially enjoyed the breakfast. Phil noted a slight drop in runners but that Sunday was the only option and it affected the numbers of people available to participate.
- The Board will begin to evaluate effort and return for all of our fundraisers.

Operations - Phil Alonso

- During **Power Outages**, IFM plans to stay open. Will gather volunteer cell phone #'s to contact to fill gaps. Zero food loss from prior outage as freezer and refrigerator kept food cold.
 - o The Board and Officers are very thankful for the significant effort on the part of Phil and all the volunteers who have worked to keep IFM open for our clients during the recent power outages.
- **Volunteers Needed** for drivers, Ray Moore back-up, Cal Fresh, facility management, and Phil administrative support.
- **20/25 Efforts** have shown an increase from 3% (Feb.-Apr.) locally produced items to 13% (May-August), including tortillas, River Hill produce, Wild River produce and butternut squash from Johansen Ranch.
- **Client Nutrition Program** is continuing with Wendy providing tasting samples and recipes.

Personnel Discussion - Bob Thurman

Board Members and Officers only.

Next meeting November 26th. No December meeting.
Meeting adjourned.

Respectfully submitted,
Maxine Palmer
IFM Secretary