

**MANNA FoodBank  
Board of Directors Meeting**

<b>Date: August 21, 2019</b>	<b>Begin Time: 5:00</b>	<b>End Time: 7:00</b>	<b>Total Time: 2 hr</b>
<b>Members Present: Judy Butler, Keith Collins, Mary Davis, Melody Dunlop, Ron Edgerton, John Forsyth, Bud Hughes, David Jenkins, Kip Marshall, Jim Mathews, Steve Metcalf, Louise O'Connor, Cindy Piercy, Jerry Prickett, Calvin Tomkins, Sage Turner, Ed Zaidberg</b>			
<b>Former Members: Marjorie Ulin plus one</b>			
<b>Location: Laurel's Kitchen</b>			
<b>Staff Members Present: Nancy Flippin, Jill Hansen, Mary Nesbitt, Hannah Randall</b>			
<b>Members Absent: Karen Olsen, Robert Simmons (on leave)</b>			
<b>Topic/Member</b>	<b>Discussion/Recommendations/Conclusions</b>	<b>Notes FRAC</b>	
Call to Order	Steve Metcalf called the meeting to order and presided. He called on Ed Zaidberg to state the mission and vision of MANNA FoodBank		
Consent Calendar	The minutes of the June board meeting, previously distributed, were as written.	Approved	
Fiscal Highlights, Hannah, Nancy	From a printed report as one of the documents, Hannah and Nancy spoke of several highlights. The audit is underway, and there is a reorganization of the website as part of a transition from Windows 7 to Windows 10. Hannah mentioned that there were false gmails being sent and received. The approach is to use Hannah or another MANNA person to solicit funding for non-existent projects. She encouraged being vigilant but pointed out that generally the requests were obviously bogus. MANNA has 11 incentive workers from the Women's Correctional Facility. Calvin spoke of the nutrition clinics that are being established. MANNA backpacks continue to thrive in most places but need a closer look to ensure that the contents are on the list of foods that students like. Hannah also distributed a print-out of highlights that had been presented as a slide show.		
Finance Committee Report, Mary, Nancy	Mary and Nancy called attention to a printed overview of Financial Statements, which began with the good news that the combined balances of Cash and Operating Revenues in our investment accounts give us slightly over a six month reserve for the fiscal year end.	Budget approved	

	<p>2018 wholesale donated value in dollars per pound dropped to \$1.62 per pound, down from 2017 of \$1.68.</p> <p>Contributions and Grants were 8:5% over budget for the year. Successfully piloting pop-up markets at 13 locations as a precursor to the new Mobile Pantry program. Managing a 133% increase in the TEFAP program which included weekly deliveries of fresh milk while maintaining all other product distributions and inventory.</p> <p>Successfully filled/backfilled 26 positions during the year which included 12 internal transfers/promotions without any slow down in operations or fundraising.</p> <p>See attachments for other highlights.</p>	
<p>Annual Sourcing Report, Jill Hansen</p>	<p>Jill presented a color-coded report of Food Receipts and Distribution. Pounds distributed from MANNA were up 13% where other food banks were down 19%. Other areas where MANNA had gains were in total distribution (8%) and produce distributed in WNC (10%). MANNA is heavily dependent on donations. 82% comes from donors.</p> <p>Half of the food received came from local sources. TEFAP, Purchases, and National Donors with WNC locations. TEFAP is an enormous challenge.</p> <p>In the Receipts Category Comparison, most of the comparisons showed modest gain or loss, except for TEFAP which was 131% increase. Altogether the total was 20,626, 167.</p> <p>One concern is that there are more 3<sup>rd</sup> part vendors in the mix.</p>	
<p>Development, Jim Mathews</p>	<p>Jim began his report by pointing out that it takes \$24,000 a day to run MANNA. He followed by pointing out significant programs and events that are significant as income sources. September is Hunger Action Month with numerous opportunities for raising funds, perhaps most importantly, the Empty Bowls and Sweet Dreams (46 hotels have signed up to support this fund raiser which last year produced \$42K.)</p> <p>A new event, Chow Chow, will include MANNA as part of the program, with plans for MANNA to have the new Mobile Kitchen in a prominent place.</p> <p>Bank of America is not having the “match” of donations but are having grants which MANNA hopes to benefit from.</p>	

	<p>Kat Bloomquist moving to United Way in Hendersonville and Jonsie will be moving to Shelby, significant losses on both counts.</p>	
<p>Membership and Governance, Judy</p>	<p>Judy, Membership and Governance chair, said that board candidates for next year will be presented for vote in November.</p> <p>The bylaws are being revisited and will be finalized soon.</p>	
<p>President's Report, Steve</p>	<p>Steve announced 100 % of the board made a contribution. He alluded briefly to the Strategic Plan meeting that occurred prior to the board meeting today. He expressed great optimism in the results which will be determined in January. Staff and board are involved.</p>	
<p>C.E.O.'s Report, Hannah</p>	<p>Hannah spoke about the Dogwood Trust, a fund that is the result of Mission selling all of their assets to HCA, a for profit hospital corporation.</p> <p>DT has named a CEO from Washington state.</p> <p>A very significant amount of money, \$650 million, will be spent in a three-year study to determine if there are significant factors beyond medicine to insure a healthy community. MANNA will be integrally involved in this study. There are 2-4 regions to be in the study, one of which is a 9 county service area, all of which are in MANNA territory. Glenn Wise will be chairing the Food Security sub-committee.</p> <p>A program, NC 360, is forming as a bridge foundation, and will be transformative for MANNA. It includes a free software platform.</p> <p>Hannah went on to talk about the kickoff today of the Strategic Initiatives. Primarily, Senior leadership, the Executive Council, Jim Mathews and John Forsyth will be the team working on this project. 100% of the board participated in a survey that will be used to establish priorities. There will be 4 meetings of the SPC which will lead to a November board meeting.</p> <p>There will be other meetings involving all employees, and there will be work groups along the way. There will be a stakeholder survey review. All of this is looking into the 2023 realm.</p> <p>The 5 Key Strategic Issues are Managing Volatility, Infrastructure and Food, Population Health, Analytics, and Diversity, Equity, and Inclusion.</p>	

Handouts	Meeting Agenda, Highlights Print Out, Food Receipts and Distribution, Strategic Initiatives, Financials	
Adjournment	7:00 P. M.	
<b>Next Meeting</b>	<b>At 5 P.M. in Laurel's Kitchen, 627 Swannanoa River Road, October 16, 5 pm – 7pm</b>	

000Submitted September 20

Jerry Prickett, Secretary