

Friends and Farmers Board of Directors Meeting Minutes, July 19, 2017

Present: Jeremy Bean, Daryl Sinn, Michael Pipe, Casey Warner, Roy Sletson, Chris Rand, Sara Carlson, and Mark Maloney (member)

19:00 JB calls the meeting to order.

Online Market: DS comments that invoicing compliance has not been great. About 30% of vendors have given an invoice. 8% discount will be taken off how much the OLM pays vendors per new policies. Raylene is cutting checks tonight for the last market week on the old system (6-28-17). Only one vendor has asked about vendor fees, Jay Young. Village Eating House has left the OLM. Linda Stewart has offered to transport goods to the OLM from Boalsburg, cutting the need for a van rental.

JB will send Jenn's budget update to the board with regard to the grant and a partnership with The Barn.

Plow to Plate Dinner: CR reports that he has tickets to sell, informational posters from Jim E. He needs some help with content/media generation for a splashy post. Dinner is \$35/person, kids under 12 eat free.

The Barn: JB & CR visited with Brian and Jonah at The Barn. They currently have an eclectic mix of local vendors. Brian is a member of FF. There could be potential to negotiate based on equipment use, foot traffic, etc... He's looking for a cooler/vegetable mister for produce. Mark suggests that he might have a working one that he would be willing to part with. The Barn staff could lend hands for the OLM when they have down time. Are we ready to negotiate with them?

RS suggests that we could procure a small retail space and run the OLM out of the Barn.

MP makes a motion to create a task force to look at budget and logistics of partnering with The Barn, and to bring back information to the board regarding findings.

Discussion: MP says it would be a missed opportunity if we don't at least look into it.

CW - we currently have no narrative without the OLM. How can we sell the idea of the coop to the local food community? CW likes the incubator idea with a small location like this one.

MM - Farmer's Markets lose money all the time. He would split the rent with us in order to have another sales outlet.

DS - What about moving the OLM to the Barn and seeing how it goes? This could be the beginning of what we were hearing at the special Member Meeting in April.

CR suggests shutting down seasonally. JB wouldn't want to remove access to the OLM. RS says that the OLM is a winner in the community.

MM - if the staging area isn't appropriate, Mark has double the amount of space at his farm. We could move forward with the OLM having a staging space at his farm and a distribution point at the Barn.

JB closes discussion. CR seconds the motion. All in favor. Motion to form Task Force passes.

OLM

Adam, interim market manager will be done on Aug 7, 2017. We need someone ASAP. MM will post on Food Jobs and Indeed. SC will compile a list of previous job applicants to reach out to. JB will speak with Elisabeth Crisfield to see if she's able to help.

JB motions to adjourn at 21:12.

**Supplemental info:**

SC and Jim Eisenstein visited the Barn property in May 2015 and spoke with the owner of the space, Patricia. The following are Sara's notes from the visit.

Sq ft:

3500 up - 1 bath, not ADA

1500 down - 2 bath, not ADA but update planned

1 bath, not ADA.

HVAC updates 15 years ago, including 3 mitsubishi wall units.

Cost:

Looking for a 3 year lease of \$3500 for upstairs (plus \$2500 Triple Net) and \$1500 for downstairs (plus \$1200 TN). Patricia states that she would be willing to consider \$2500/month if the tenants covered the triple net cost (taxes, building insurance, and maintenance). College Township has expressed a willingness to work with her in order to revitalize the space.

