



Feeding South Dakota
Board of Directors Meeting Minutes
Tuesday, February 21st, 2017
Conference call

Present: P. Mahon; M. Sandlin; L. Jarding; R. Thompson; R. Aguilar; D. Birath; C. Halverson; J. Schmitz Jensen; S. Erpenbach; B. Bonhorst; B. Bird; T. Worsley Matt Gassen **Absent:** R. Englund; T. Sharp; E. Beck **Guests:** Kerri DeGraff; Emilie Goben; Chad Olson;
The meeting was called to order by 9:00 am CDT

I. Consent Action Items

- A. Approval of the February 21st, 2017 Agenda *M) D. Birath; S) S. Erpenbach ; Approved Unanimously*
- B. Approval of the January 16th, 2017 Minutes. *M) J. Schmitz Jensen; S) D. Birath; Approved Unanimously*

II. New Business

A. Board Chair Report (M. Sandlin)

- i. Executive Committee postponed their meeting due to the Cattlemen's press conference
- ii. Strategic Goals (Chad)
 - a. The number of underserved counties dropped to 14 counties. (Aurora and Sanborn)
 - b. Our foods to encourage percentage in January was 48% and the trailing 12 months is 60%.
 - c. Food Distribution for the month of January totaled 1.3 million pounds which was 8% higher than budget. Year-to-date distribution totaled 7.7 million pounds which is 10% below budget.

B. Governance Committee Report (C. Halverson)

- a. Board Education: Lesa shared a power point with the board about "What makes a good board member." This is the beginning of a three month education piece from the Governance Committee. Slides were provided to follow along with.

C. Programs Committee (R. Aguilar)

- i. Board Metrics Dashboard
 - a. Attached with the meeting information was an excel sheet labeled 'Dashboard Metrics.' It included 12 graphs to represent key metrics. There were 6 metrics with two graphs side by side representing a month graph and a yearly graph. Each graph also included a narrative.
 - b. The committee has provided two different graph styles, and will later vote on which one the group prefers for readability. It was also discussed to include a monthly actionable item to highlight from what these graphs were telling the board.

D. Finance Committee (R. Thompson)

- i. January Financial Results
 - a. The finance committee met on February 17th via conference call and approved the FY16 Form 990 and it has been filed.
 - b. Finance Committee discussed our First Premier Investment Portfolio mostly including CDs and reviewed the fees. More discussion will be brought forward as to what we will do with these accounts.
 - c. The net operating fund surplus for the month of January was \$95,710. This was \$87,510 higher than the budgeted surplus of \$8,200. We incurred an operating fund deficit last January of (\$58,055).
 - d. January operating expense (excluding in-kind and depreciation) totaled \$425,573, which was down 4% as compared with budget and 5% higher than one year ago.
 - e. Operating Revenue for the first seven months of Fy17 totaled \$3.3 million, down 6% from budget.



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- f. Operating Expense for the first seven months of Fy17 totaled \$2.9 million, which reflected a favorable variance of 3% as compared to budget.
 - g. Cash and Investments totaled \$2.6 million, increasing approximately \$150,500 from prior month.
 - h. Year-to-date capital expenditures totaled just under \$400,000.
- E. Public Relations & Development Committee (K. DeGraff)**
- i. Marketing – February Events have been sent out along with a list of media stories
 - ii. Share Your Love event brought in \$5,600 and sponsored over 90 students with the Backpack prg
 - iii. Empty Bowls Event raised over \$5,300 for the Mobile Food Pantry
 - iv. Cattlemen’s Press Conference announced their goal of \$150,000 for their event on June 17th. Feeding South Dakota has reserved two tables this year. Tickets are \$120 for dinner and concert. Please email Kerri if you would like tickets.
 - v. PBR Rodeo is offering a grant match for our monthly donor program through the month of March. Funds can be matched up to \$6,250.
 - vi. Family Volunteer Night on March 29th at the Sioux Falls Food Pantry/Food Bank.
 - vii. Summit League Fan Fest in the Sioux Falls Arena – early March.
 - viii. Development team has put bids out across the state for digital marketing partners and follow up with the board when we get those back.
- F. Organizational Update:**
- i. Rapid City Collective Impact Update: Have interviewed 3 candidates and will interview 2 more next week.
 - i. Staff Updates: Monica Leitheiser has taken the position of Food Industry Partnership Manager
 - ii. Chad is receiving applications for the Western Operations Manager in Rapid City.

Moved for adjournment at 10:00 am CDT *M) S. Erpenbach; S) P. Mahon; Approved Unanimously*
Next Meeting: Conference Call on March 21st, 2017
Respectfully Submitted, Emilie Goben, Executive Assistant
Approved by Lesa Jarding