



Feeding South Dakota
Board of Directors Meeting Minutes
Tuesday, October 18th, 2016
Conference call

Present: P. Mahon; M. Sandlin; L. Jarding; R. Thompson; R. Aguilar; D. Birath; C. Halverson; J. Schmitz Jensen; R. Englund; S. Erpenbach; B. Bonhorst; B. Bird; T. Worsley; M. Gassen **Absent:** T. Sharp; E. Beck **Guests:** Kerri DeGraff; Emilie Goben; Chad Olson; Sally Yan; Margaret Sumption

The meeting was called to order by 9:00 am CDT
Invocation said by Matt Gassen

I. Consent Action Items

- A. Approval of the September 18th & 19th, 2016 Minutes. *M) R. Thompson; S) S. Erpenbach; Approved Unanimously*
- B. Matt made a motion to amend the agenda to include an action item under the Finance Committee Report to include "New Brokerage Account" *M) P. Mahon; S) R. Aguilar; Approved Unanimously*
- C. Approval of October 18th 2016 Agenda *M) S. Erpenbach; S) R. Thompson; Approved Unanimously*

II. New Business

A. Board Chair Report (M. Sandlin)

- i. 2015-2016 Strategic Goals
 - a. The number of underserved counties is expected to drop 2 or 3 counties in the next report.
 - b. Increase the percentage of foods to encourage, in September was 67%, and trailing 12 months is 64%
 - c. Distribution for the month of September totaled 1,038,807 pounds, which was 30% higher than September of last year. The monthly distribution level was down 17% from the 1,246,200 pounds budgeted for the month.

B. Governance Committee Report (C. Halverson)

- i. Board Education: Child Hunger Programs (Sally Yan)
 - a. Goal is to increase meals served to children
 - b. A community needs assessment discovered that our Backpack Program was mostly targeting elementary school children while missing a large population of adolescent students
 - c. Implemented two school pantries in Yankton SD and Axtell School in Sioux Falls. Yankton does a distribution twice a month and Axtell School is open during school hours.
 - d. We have an obligation in providing nutritious food especially to children and adolescents. We are helping guest choose healthy options through our nudge principles. We provide healthy food in multiple locations including the beginning of the shopping aisles and the end of the shopping aisles.
- ii. Strategic Plan Update: Margaret shared the 4 strategic priorities with the board and the steps it will take to accomplish these goals in three years. A draft of the plan was sent to the board, if any questions arise, please reach out to Matt or Margaret. This will be finalized and approved at the November Board meeting.

C. Programs Committee (R. Aguilar)

- i. Committee will be working on the Charter of work and preliminary dashboard for the board metrics.

D. Finance Committee (R. Thompson)

- i. The Finance Committee has reviewed and accepted the auditor's findings and recommend the staff to move forward with the auditors recommended changes. The audit was sent to the full board.



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- ii. New Brokerage Account - "Whereas this Corporation is duly authorized and permitted by its Charter and By-Laws to deal in stocks, bonds, and other securities, therefore be it resolved that this Corporation open an account in its name with LPL Financial LLC and that the authorized officers named in section 11 or any one of them or their successors in office, may, on behalf of this Corporation, (1) give orders in the said account for the purchase, sale or other disposition of stocks, bonds, and other securities, (2) deliver to and receive from LPL Financial LLC on behalf of this Corporation monies, stocks, bonds and other securities, (3) sign acknowledgements of the correctness of all statements of accounts and (4) make, execute and deliver under the corporate seal any and all written endorsements and documents necessary or proper to effectuate the authority hereby conferred; the within authorization to each of said officers to remain in full force and effect until written notice of its revocation addressed to you and delivered at your office at LPL Financial LLC."

M) B. Bird; S) R. Englund; Approved Unanimously

- iii. September Financial Results

- a. The net operating fund deficit for the month of September was (\$193,661).

E. Public Relations & Development Committee (K. DeGraff)

- i. Fund Development

- a. Have brought new and large partners into tour our new Sioux Falls facility including Dale Larson and his board of directors.
- b. Avera Grant was received for \$25,000
- c. Have not received the Invest An Acre disbursement as we did last year
- d. In October we sent acquisitions outside of the blackout areas and are getting responses
- e. Working on donor recognition pieces and will be asking for the Boards help in delivering
- f. Interviewing direct mail providers for the next fiscal year
- g. The Audit is done and now finishing up the Annual Report and will be sending that out
- h. Sanford is donating a play area in the Sioux Falls Pantry kids area
- i. First part of November will be pushing for funding for Childhood Hunger programs

- ii. Marketing – October Events have been sent out along with a list of media stories

F. Organizational Update (M. Gassen)

- i. Staff Updates- Peyton Dary, Rapid City Food Pantry Associate; Keith Sands, Warehouse Associate; Jennifer Beck, Sioux Falls Pantry Associate
- ii. Facility Updates- Sioux Falls is working on fixing a few more leaks
- iii. Wind Cave National Park will be providing elk meat to be distributed on South Dakota reservations. 2/3 of the meat will be distributed to the reservations from the Mobile Food Pantry, Rapid City will distribute in Shannon County, and Sioux Falls will distribute to their agencies. One third of the meat will be distributed through the Rapid City food pantry.

Moved for adjournment at 10:02 am CDT *M) P. Mahon; S) R. Aguilar; Approved Unanimously*

Next Meeting: Conference Call on November 15th

Respectfully Submitted, Emilie Goben, Executive Assistant

Approved by Lesa Jarding