

**DRAFT - UKIAH NATURAL FOODS
(A.K.A THE HOMESTEAD EXCHANGE)
MINUTES OF THE BOARD OF DIRECTORS**

The regular meeting of the Ukiah Natural Foods Board of Directors was convened on Monday, April 18, 2022, at 5:30 PM via Teleconference through Zoom.

BOARD DIRECTORS PRESENT: MaryLou Leonard (President), Larry Mayfield, Steve Oliveria, Tim Dolan, John Bailey (Treasurer), Angie McChesney (Secretary), Leo Buc (Vice President), and Beth Salomone

STAFF PRESENT: Lori Rosenberg (General Manager), Yvonne Boyd (Marketing Manager), Anne Wright (Accounting Manager)

GUESTS: Gideon Burdick

President Leonard called the meeting to order at 5:32 P.M.

1. Introductions and Check-Ins:

2. Brief Announcements; Confirm Agenda:

President Leonard stated that the Auditor's Review will be moved to number six and then the Marketing Plan will be number seven.

Treasurer Bailey **MOVED to approve the agenda with the revisions as presented.** Seconded by Board Member Mayfield **MOTION PASSED.**

Yes: Board Members;
Oliveria, Mayfield, Bailey, Salomone, Leonard, Dolan, McChesney, Buc

3. Seat New Board Member

Board Member Mayfield **MOVED to approve the application and seating of Gideon Burdick.** Seconded by Board Member Oliveria. **MOTION PASSED.**

Yes: Board Members;
Oliveria, Mayfield, Bailey, Salomone, Leonard, Dolan, McChesney, Buc

4. Board Application – Angie McChesney

Board Member Dolan **MOVED to approve the application and reseating of Angie McChesney.** Seconded by Vice President Buc. **MOTION PASSED.**

Yes: Board Members;
Oliveria, Mayfield, Bailey, Salomone, Leonard, Dolan, Buc

5. Consent Agenda:

Vice President Buc **MOVED to approve the consent agenda.** Seconded by Treasurer Bailey.
MOTION PASSED.

Yes: Board Members;
Oliveria, Mayfield, Bailey, Salomone, Leonard, Dolan, McChesney, Buc, Burdick

6. Auditors Review

Accounting Manager Wright stated that she sent the final review out to everyone along with the written report of the year end. Accounting Manager Wright gave some highlights from the report, see the report for further information.

Treasurer Bailey stated that going forward we should see 1% to 3% net profit. We are seeing a lot of sales from our food-to-go area but then that is also costing more.

7. Marketing Plan

Board Members can ask Marketing Manager Boyd any questions on the Marketing Plan. There were discussions on social media marketing strategies as it related to the plan.

8. Beth Salomone's Finance Committee Application

Board Member Mayfield **MOVED to approve the Finance Committee application for Beth Salomone.** Seconded by Board Member Oliveria. **MOTION PASSED.**

Yes: Board Members;
Oliveria, Mayfield, Bailey, Leonard, Dolan, McChesney, Burdick
No: Buc

9. Delegate Strategic Plan Priorities

This was already covered at the last meeting. No discussion, each committee will discuss at their committee meetings.

10. GM Report:

Board Member Salomone inquired as to when the GM report would change. GM Rosenberg stated that this is the first report and that feedback from the board will be helpful. Board Member Dolan stated that he enjoyed the reporting.

GM Rosenberg stated that she will be attending the NCG conference, this is the first time since the pandemic that the conference has been held. GM Rosenberg stated that there have been some issues with panhandlers and that she has had to call UPD as some members have complained and expressed concern when shopping.

11. Nominations & Selection of New Board Officers

The following nominations and selections are as follows.

President - Leo Buc
Vice President - MaryLou Leonard
Secretary – Steve Oliveria
Treasurer – Tim Dolan

Board Member Mayfield **MOVED to approve the selection of new board officers; President - Leo Buc, Vice President - MaryLou Leonard, Secretary – Steve Oliveria, Treasurer – Tim Dolan**
Seconded by Board Member Bailey. **MOTION PASSED.**

Yes: Board Members;
Oliveria, Mayfield, Bailey, Salomone, Leonard, Dolan, McChesney, Buc, Burdick

12. Committee Assignments

The following committee assignments were made.

Finance Committee

Tim Dolan – Chair / Leo Buc / Beth Salomone – Member-Owner / Angie McChesney

Board Development Committee

Larry Mayfield – Chair / MaryLou Leonard / Tim Dolan / Gideon Burdick/ Steve Oliveria

Owner Relations Committee

Steve Oliveria – Chair / Gideon Burdick / Larry Mayfield

General Manager Evaluation Committee

Leo Buc – Chair / MaryLou Leonard / Larry Mayfield

Farmer Loan Committee

Angie McChesney – Chair

13. Annual Member Meeting

Marketing Manager Boyd stated that the annual report will be sent out here soon. We did another video and turned out well. It will be sent out to the members like it was last year and then hopefully next year we will have an in-person member meeting.

14. Committee Reports:

None at this time.

15. Little Questions:

Board Member Burdick inquired about the Action Response committee and what it is. GM Rosenberg explained what the committee does.

GM Rosenberg inquired about the days and time of the committees and if they will be the same. It was stated that each committee will review the days and time and have a discussion, it will be up to the committee.

MaryLou Leonard thanked John Bailey and Beth Salamone for their service to the Board. They will be missed.

16. Topics for Next Month:

- None Presented

17. Closing and Evaluation:

President Leonard adjourned the meeting at 6:53 P.M.

Next Meeting **May 16th, 2022**, via Zoom

Submitted by Erica Ramirez, Board Administrator