

Minutes - November 12, 2018 Board of Directors Meeting

- **Introductions** – Board, Affiliates, Owners, Visitors
 - **Board Members:** Marshall Clabeaux, John Reich, Stephen Gasteyer, Michele Bridges
 - **Owners:** Kirk Green
 - **Staff and affiliates:** Peggy Cunniffe, Anbareen Shefa
- **Approve 10/15/18 Board meeting minutes:** Draft minutes are posted on the Google drive and website (under the “Governance” tab). Approved unanimously.
- **Staff Update:**
 - **Weekly expenses report; credit union balance -- account sits at \$106,012**
 - **EMBA – Accessing final project report**
 - Saturday, November 17. Lunch is at noon. Opportunity to see poster summary of student projects, including ours! If you are interested, Peggy will contact EMBA director Greg Janicki on your behalf.
 - Erin Pierce needs to know our December board meeting date so the team can discuss its findings with us as a group.
 - **MIFFS “Meet the Buyers” reception reminder:** event takes place on Tuesday, Dec. 4 in Grand Rapids at the GLEXPO conference (December 4-6). This is an opportunity to meet growers of all kinds. Contact: <<https://glexpo.com>> for more info. – May not send someone this year...
 - **Economic impacts of the Food Safety Modernization Act on small farmers:** John presented information on this. We can expect greater difficulty with farmers staying in business due to the cost of compliance.
 - **MSU Center for Community & Economic Development’s Thinkers and Doers Forum** – Nov. 15, 5:30pm – Panel members each to do informal presentation on topic of “Urban Agriculture: Cultivating Community Connections” -- with Laura DeLind, others, etc. Consider partnerships in this context.
- **Michigan Good Food Summit – 10/22/18:** what did we learn from this?
 - **Notes on Flint Fresh’s experience forming partnerships and working with partners** (breakout session) emailed to Board by Peggy on 10/24/18 – Lessons learned are very similar to the approach we have already laid out. Most notably, be very clear about what the goals are for each partnership. Moreover, speaker believes having a formal (signed) partnership agreement is crucial and guides the entire relationship.

- One example is Flint Fresh's partnership is with a private retail business called The Local Grocer (run by Erin Caudell). The Board is agreed that we might want to talk about this initiative. Peggy will reach out to Erin Caudell.
- Flint Fresh mainly features two programs: one is a mobile market (truck) that moves from location to location (typically visiting private business parking lots). The other, which is more successful, is a veggie box program, which is about getting food to people via home delivery. (A truck was purchased using funding from the Flint water crisis.) Consumers do pay for the food, although SNAP, etc. can be used.
- **Other notes on certain Good Food Summit's breakout sessions**, including lightening talks & on using data, were emailed to Board by Anbo on 10/30/18.
- **"Making It in Michigan"** trade show was held on November 8. Marshall & Peggy attended and reported on this MSU Product Center-sponsored event featuring lots of value-added Michigan products/vendors. – Interesting event. If we opened, we could select from many Michigan vendors. While there was very little organic food at the show, there was a lot of "natural" – and lots of hot sauce and salsa. Many other food items as well (drinks, oils, pasta, cookies and sweets, granola, syrup, etc). Not that many vendors were from mid-Michigan – most were from southeast, southwest, west, and northern Michigan. Peggy & Marshall estimated that 3 out of 5 vendors admitted to having no delivery system other than "self-delivery" – so we will need to think about issues of delivery and access.
 - In the context of potential vendors, Michele mentioned **Trillium farms** whose owners (sisters) were interviewed recently on State Side WUOM. They now sell "natural" meats among other things. We will be in touch with them as we move further down the road.
- **Buying Clubs: report on meeting with Kirk Green on October 29.**
 - Notes on this meeting were emailed to Board by Peggy on 11/2/18; Anbo's were emailed on 10/30/18; Marshall's emailed on 10/31/28. Agreed on a next meeting at 7pm on 11/19/18.
- **Partnerships & networking (See email with attachments from Peggy dated 9/14/18 and resent on 10/15/18.**
 - We need to clarify goals of project, since partners must be selected based on their capacity and willingness to help us meet very specific objectives arising out of our vision for the project. Does Board want to clarify and/or expand the project vision to include:
 - EMBA final report could influence our vision/objectives

- Buying clubs (Kirk's idea or a variation of it)
 - The buying club idea could help us realize our food equity goal because we'd be reaching into neighborhoods.
 - ELFCO owners were asked in early 2017 if they were interested in a buying club, but received very little feedback on this. (This question was separate from the long survey ELFCO sent to owners and other interested parties in 2017, which had a large response and revealed great support for opening another retail store.)
- "Project Challenges/Partners with Solutions" – briefly reviewed a few of the goals we set out in this document. Among most important:
 - **Helping community achieve food security and food justice:**
 - Look into partnering with GL food bank; Cristo Rey; MiFFS; ANC
 - What can we offer – partnering on grant together
 - MSU – Center for Regional Food Systems (CRFS)
 - MSU Organic Farms
- Discussed prioritizing potential partners and setting up meetings with each.
 - Who are the people we need to talk to first: Laura DeLind, Rich Pirog, Joan Nelson, Erik Schertzing
 - We need to start developing questions for partnerships...
- Advisory panel: It was felt that an advisory panel might grow organically from the partners we reach out to.
- **Store location:** Provide a venue to connect farmers and consumers (the Argus model) – getting more people to get more locally sourced food.
 - Kirk says we may want to look at the Walter French Academy (Mt. Hope and Cedar Streets), with Capital Area Housing Partnership. This location would put us in or near neighborhoods in need of fresh food, and might be helpful in applying for the MEDC grant. On the other hand, it is not very near the East Lansing/east side of Lansing where the majority of our owners live.
 - Potential: South Lansing Community Development Association?
 - MSU Product Center?
 - ANC?