**Village Bountiful, LLC**

**Board Meeting Minutes**

**Meeting Date:** Tuesday, March 2, 2021

**Meeting Location:** Zoom

**Present:**

 Board of Directors:

 Bobbie Armour, President

 ~~Dave Welch, Vice President~~

 Sherry Mott, Treasurer

 Jamie Berkeley-Hartjen, Secretary

 ~~Ed Frazier~~

 Lois Green

 Jakkie Bickos

 Membership: Donna Bond, Dorothy Sokol, Chris Berkeley-Hartjen

**Old Business:**

A. Approval of February 2 minutes.

 B. Capital

 1. SBA Loan

 a. Jakkie has sent a bunch of information to the SBA to verify eligibility.

 b. We need a motion to apply for the SBA loan for $8300.

 1. Sherry made motion, Bobbie 2nd, carried.

 c. Jakkie Bickos designated as authorized person for signing loan.

 d. To clarify:

 1. This is a loan, not a grant.

 2. We must start paying in 1 year, but can pay at anytime.

C. Online Sales.

 1. Program we were looking at is now free.

 2. Jakkie is working with it to get it set up.

 3. If it works, it will work with a link on the website and facebook.

 a. This would avoid the need to switch the website away from Weebly.

 b. This may allow us to pay less for Weebly website by avoiding e-commerce.

 **New Business:**

A. Store Manager Report

 1. It has worked well having a part-time employee.

 2. Meat

 a. Beef order:

 1. We made $200 profit on preorder

 2. We now stock beef

 a. We have made $450 profit on beef to date.

 b. We have made 59% profit on beef.

 c. We can still get other cuts of beef on request

 b. We are looking for new suppliers for chicken in order to lower the price.

 3. Sherry recommends asking for 30 day terms from more of the suppliers.

 4. We will begin Easter baskets.

 a. We are looking for suppliers of chocolates.

 5. Some members have expressed interest in volunteering once they receive their vaccines.

 6. Sales on produce are down.

 a. Some products coming in are not good and are going on immediate discount.

 7. With new contacts, Donna may be out of the store more often. We may need to increase budget for part-time employee.

 8. Janet Povlock has donated birds for a raffle.

 a. May donate more memberships for April or May.

 9. Consignment

 a. What restrictions should we place on consignments.

 1. We should save space for groceries and not allow consignments of other

 crafts.

 2. Must be a member.

 10. Jakkie recommends opening the store on Sunday for a few hours as spring approaches.

 a. We would only have to break even with what we pay an employee for it to make sense.

 1. Sherry suggested we could possibly shortening hours in the week to add hours on Sunday.

 b. Sunday is a good sales day.

 c. Perhaps start in April or May or maybe berry season.

B. Treasurer's Report

 1. For first 6 months

 a. Budget similar actual numbers.

 b. .82% profit.

 2. Bank balance is low.

 a. Anonymous loan of $5,000 nearly depleted.

 3. Will need to pay quarterly taxes at end of March.

 4. All bills are paid in full.

 5. We will continue with a $40 advertising budget.

 6. Payroll

 a. Part-time employee started working in February but wages have gone to complete payment for membership. Normal pay will begin in March.

C. Advertising

 1. Advertise what meat we have available and note that special orders are available.

 2. Add pictures of products to advertisements.

 a. Put advertisements on facebook on Thursdays.

 b. Send to Jamie on Tuesday or Wednesday.

 3. We should have a landmark on each advertisement. People are still having difficulty finding the store.

D. Membership committee

 1. Jamie proposed having a goal for memberships. I.e., we need to sell x number of memberships to purchase a freezer.

 2. Try to revive old membership committee.

 a. Elaine Eaton will serve on committee but will not chair it.

 b. Jakkie will check with Chuck D'Imperio

 c. Dorothy Sokol will serve on committee in the future.

 3. Bobbie suggeted having farmers market.

 a. That would compete with other markets in the area and make us look less like a grocery store.

 4. Jakkie suggested a chicken barbeque.

 a. With some other people not doing it this year, it might get a lot of people.

 b. Perhaps it could be combined with a fire department fund raiser.

 c. Perhaps we could combine it with an artisan brewery also.

 1. Would people object?

 2. It would be take-out

 5. Bobbie suggested a membership party where members would come and bring a non- members.

 a. It would have to be after Covid.

D. Other

 1. Bobbie asked Jakkie if it is possible to park a car in front of the store to make sure there is always a car parked there.

E. Next Meeting

 1. Tuesday, April 6, 2021

 2. Should we revisit meeting time to make it easier for Ed and Dave to attend?

 a. Jakkie will reach out.

 b. Be sure to check with all Board members.

Submitted on April 6, 2021

Signed Jamie Berkeley-Hartjen, Secretary

info@villagebountiful.com

PO Box 191, Unadilla NY 13849