

Brownsville Co-op

Minutes August 16, 2006

Present: Anne Stein, Steve Brenner, Becky Graber, Cheryl Haworth, Marilyn Peterson, Jake Jacobsen, Laura Holbrook, Betty George, Margy Riggs, Trish, Don Lyon, Marlene Logan, Rhonda Horner

Minutes: approved as read

Brownsville Co-op: Steven Brenner

Steve reported that we have 28 members now, are registered with the state and the IRS. and have a functional checking account. In the process, we had to change our officer's titles to Chairman (Cheryl), Secretary (Anne) and treasurer (Steve).

We need to work on Bylaws next. We have a copy of Corvallis' 1st Alternative Co-op, but we need a committee to work on them. Steve will lead it. Margy volunteered. Anne Stein said she would help after Farmers' Market is over for the year.

Buyers' Club Steven Brenner

Buyer's Club Committee of Steven Brenner, Donna DiPietro, Jake Jakobsen and Don Lyon

1) Ordering: they are going to mix the ideas of a CSA and individual ordering

2) There will be two categories of ordering:

a. **Produce:** We will use **Organically Grown** in Eugene when we begin. Steve and his committee have made progress on the forms and process, but it will undoubtedly continue to evolve through several cycles of ordering before they get them finalized. They have wholesale prices and a \$100 minimum. We decided to wait until after the Farmers' Market ends in October or November to start to avoid competing with our own Farmers' Market. Cheryl says they hope to visit Organically grown next week.

b. **Non-produce;** Steve thinks **Azure Standard** will be a better supplier because, although they are not wholesale priced, they will deliver twice monthly and they have a very flexible ordering system. We will use Penny Bridgeman's place on North Templeton for delivery and pickups. (She has a tent that can be delivered to and picked up from in her front yard.) They have both a paper catalogue and one on-line. Steve will link Azure Standard to the Brownsville Co-op website for ease of ordering. People order on-line with a credit card before Tuesday, letting them know you're with the Brownsville Co-op, and email the dollar total to Steve. There is a \$40 individual minimum and each individual order builds toward the \$465 group minimum for free delivery. Penny says she hopes to be ready to order in three weeks, so Steve hopes to get the 1st order in on the first Tuesday of September.

Eventually, when we achieve minimum orders of \$1000.00, we may be able to switch over to United to get wholesale rates.

Farmers' Market Anne Stein

Farmers' Market committee of Anne Stein, Marilyn Peterson and Jake Jakobsen.

1) The first 3 markets:

Anne reported that the first markets went quite well. Her plan is to do almost *anything* to make the vendors happy, assuming that if we have high quality vendors, we'll also have happy consumers who keep coming back. We have had a nice mix of vendors: organic and conventional produce, flowers and herbs, live plants, seeds and seed potatoes, baked and sewn items, high quality wool and cotton for knitting, honey, and prepared foods like jams, syrups, vinegars. The **vendors** are very happy. Several small independents are committing to chose us over Albany, Corvallis, Lebanon or Eugene because we are very helpful and friendly, non-bureaucratic, charge nothing (so they can make money), are closer and don't seem ideological to them. They are spreading the word too. **Our one rule** is to avoid selling items Randy sells, so as not to compete with him.

NEEDS: We still need to recruit as many vendors as possible – either for this year or the next. Remember that if you know a grower, **you** can bring produce for them and either set up an independent booth *or* sell it in the Community Booth with 15% going to the Co-op. Give names to Anne Stein (466-5081 or scottanne@proaxis.com)

Thanks to the recruiting you've already done, Anne has heard from several larger growers who want to plant more for next year's market. Also Kristy Glaser of KD Plants in Shedd has excess greenhouse capacity and is eager to work with any of our growers to start plants for and with us so that we will have plenty of produce *early* and can begin the market in April or May instead of July (assuming the building is ready).

In the consignment **Community Booth**, we still don't have as much quantity or variety of produce as we would like, but that is building as the season goes on and more things come ripe. Volunteers are helping to set up the Community Booth, checking vendors in and out, selling, taking down the booth and helping to tally up at the end. Marilyn Peterson (466-3137 or mzpeterson@gmail.com) is recruiting volunteers and we'd sure like more, so that it not too large a task for any one person and every one can take breaks. The learning curve is steep, but each week we're improving both our procedures and efficiency.

NEEDS: We mainly need more volunteers, now that we know better what we're doing.

For fun:

Randy hired a lovely guitarist/singer two weeks ago who really added to the atmosphere. Anne Sattler (466-3138) wants to organize a “Godzilla Zucchini Contest.” Call her if you’re interested in participating.

Signs:

Anne Sattler agreed to repaint CCs’ old sandwich Board and work on our canvas one which is falling apart. Laura Holbrook will try to get her sign in an old pick up truck to park on Hwy 228.

Insurance:

Anne reported that it would not be possible to arrange insurance through the Chamber unless it became a member or owner, which isn’t possible. However, the Insurance agent who carries the rest of the Farmers’ Markets in the state said the cost would only be between \$150 and 200. She strongly recommended that we go ahead and buy it. We really need to see that Randy as neighbor, Willow, Penny and Suzanne as landowners and the city are protected from lawsuits. She move and Anne Sattler seconded that we apply for and buy liability insurance for the Farmers’ Market. The motion passed unanimously. At Marlene’s suggestion, she will also investigate and buy if we can afford it, a general liability policy for the Co-op.

Expansion Sites:

This year if we overflow the parking lot or when Randy hosts a concert as on August 26th, we will use the hotel lot across the street. Next year after the hotel is built, we ought to talk to the city about also using the Moyer House yard and the parking lot in front of the small Fire Truck bays after the new Fire Station is built and they have moved out of those bays.

Community Gardens: Cheryl Haworth

Community Garden committee: Cheryl, Carla Gerber, Laura Holbrook and Rhonda Horner The committee will be responsible for establishing rules, laying out and seeing that the plots are tilled, contacting people on the list about their options and collecting needed gardening equipment.

Eric wants a few changes in the lease agreement, so it still needs to go before the City Council again.

Co-op Financial report; Marlene Logan

Crystal Beaver gave her a copy of QuickBooks, which she has been learning. She has also consulted Cindy Parker (Pioneer Bookkeeping) about how to best set up our records. She had two decisions that needed to be made: would we operate on a calendar or fiscal year? and would we use and accrual or method of accounting? On her advise, we chose to be on a **fiscal year** starting on July 24th when we technically organized, and we will use an **accrual method** of accounting.

That decided, she reported that we have a Checking Account balance of \$702.62 and \$115.75 in petty cash (for change for the Market); a total of **\$818.38**. **\$617.20** we got as membership fees and \$201.18 has been earned as consignment fees.

Next Meeting will be on **Monday** evening, **September 11th** at Penny Bridgeman's **Brambles Restaurant** on north Templeton past Norm's Electric (off Hwy 228).