

Saturday Market Annual Meeting Minutes

December 3, 2014

Attendance: Colleen Bauman (Chair), David Hascall, Anna Lawrence, Sue Hunnel, Paulette Richards, Dennis Westfall, Teresa Pitzer Excused: Dave Lee,

Members: Lynn Brown, Alex Lanham, Alan Pointer, Paula Marie Gourley, Peter Bilt, Ritta Dreier, Kelly Durian, Mary Flowerday, Rege Shaw, Maggie Quinlan, Bonnie Boone, Willy Gibboney, North Shininger, Lori Shininger, Jan Bullock

Staff: Kim Still, Kimberly Cullen
McWhorter

Recorder: Diane

Introductions: Around the room: Board members were asked to tell why they joined the Board. Most said they were asked, and felt it was time to find out how the Market was run, and make their contribution. There is always a need for new leadership.

Announcements: Elections the weekend of Dec. 13 & 24, four positions open (one is a short 12-month term to finish that of a member who resigned.) Teresa and Sue are terming off (Thank you!), and Dennis will run again. Candidates include Dennis Westfall, Kate Whitehorse, Maggie Quinlan, Willy Gibboney, Paula Gourley, and Alex Lanham.

Reading and Approval of Board Minutes: meeting of November 5

***Motion: Approve the minutes (Teresa/Dennis) All in favor 6-0-0

Agenda Review: As written

***Motion: Approve the agenda (Anna/David) All in favor 6-0-0

Kareng Fund Presentation: Alex gave the short history of the KF Board, begun in 2002-3 by the vision of Judi Vanderpool, who sold the crafts left by member Karen Buxton to start an emergency relief fund for members. The organization just received official 501(c)(3) status as an independent nonprofit. Over the last 11+ years over \$20,000 in grants has been provided and about \$20,000 remains in the fund, all from donations from members. The annual basket drawing and auction with percussive interludes will be held in the last week of HM, and donations are needed for the baskets. The first public event, Art Bingo, will be held February 8, 2015, at Cozmic from 5-7 pm. Applications for grants are available at the office, and you can apply for yourself or reach out to someone else who may need one. Keep an eye out for your neighbors. You can round up your payments on your envelope to make an easy donation to the KF.

Committee Reports: Holiday Market: David gave the report; he and Deb Schussler are the co-chairs. Their work for the year is finished, but they felt good about the work this season, making a smooth transition between General Managers and the Park Blocks and the Fairgrounds. Suggestions from members are always welcome, and the

evaluation meeting will be held Jan 14 at 5:00 pm. The backdrop and the bag project both generated lots of interest.

Sustainability: Teresa and Caroline Dunn are the co-chairs. The committee is inactive, though still interested in an independent bike valet parking arrangement. The Market went through the RETHink program with BRING, and won the Alice Soderwall Recycling Award last year.

Standards: Lynn, Teresa, and Dave Lee are co-chairs. Lynn reported on the hardest-working SM committee, which meets twice a month. There are only three main standards: that the items be handmade, grown or gathered, that the handmade components outweigh any commercial components, and that the products meet basic expectations of durability and safety. The other more specific guidelines address the details of each type of craft. The nature of craft is evolving, with new technologies emerging to make manufacturing easier, but part of the mission of the SC is to protect the handcrafted artists and the craft selling opportunities we offer. The Annual Standards Review will be held Jan 14 at 3pm, a mandatory meeting for Standards members, which all Board members are encouraged to attend. All of the guidelines are reviewed and the work plan set for the year from issues that arise.

Food Court Committee: Ritta reported on the committee activities, sharing a few anecdotes about how customers are dedicated to our food booths and become friends and community. Committee meetings are flexible and the committee meets with Standards co-chairs to approve additions to the menus. They act as liaisons between food vendors and the Board and staff, and are a resource for the health department due to the long experience of the temporary restaurants most food booths run. They monitor the food court and equipment for safety and cleanliness.

Budget: Lynn (Treasurer) reported that our Market is healthy and solvent, with no long-term debt. The bottom-line has been in the black this year, though the additional GM expenses will likely turn the year's profit into a slight loss. Market has healthy savings to cover that. The years which ended in the red were only slightly so, and as a nonprofit there is an effort to end the year with no surplus, so when there is extra money it is generally spent on equipment improvements or salaries. Insurance costs are still in flux. Strong negotiating of our contracted expenses (security, bathrooms, rent, copier, etc.) keeps costs down, as well as the great performance of our staff in handling the city contract.

Volunteer of the Year: Paulette Richards served above and beyond as a member of the Board, Standards, and Personnel/Search Committees. Congratulations, Paulette, and thank you!

State of the Market: Kimberly gave the report, printed from her file:

Hello everyone, I'm glad you're here during this busy Holiday Market season. Each year, we pause briefly, to reflect on the events of the year and to look forward to the future. It's been a little over a year since the last State of the Market Address, and I'm happy to be carrying on our tradition.

This year, we have a healthy number of 561 Market members, 375 of who are selling at Holiday Market. Once again, we welcomed in many new members and found ways to support long-time vendors as age-related circumstances arose.

In 2014, we maintained membership fees of \$50 per year as well as keeping Reserve fees at \$150/year, the daily fees of \$10 + 10% of sales for an 8'x8' and the \$20 Food Booth fee for not attending a Market. Holiday Market fees also have held steady.

While we experience a tight-knit community of artists and crafters, at the same time we are exposed to the realities of our larger community and world each Saturday on the Park Blocks, when we create a public marketplace. These realities include the good, like creative and kind spirits coming together and strengthening our community, and the bad; such as, the violence, illegal activity, and disruptive behaviors that we have witnessed.

For many years, we have had our Information Booth on the Free Speech Plaza and we have been good stewards of this County land – using our own staff to clean this space each Saturday. Increasingly, it became more and more difficult to serve our customers from this location and to keep our staff safe. Then the straw that broke the camel's back occurred the last week in June of this year, when a stabbing occurred just feet from the Information Booth – it was time to release our strings tying us to the Free Speech Plaza.

On July 5th, the Information Booth opened for business at its new location on the South Park St. sidewalk corner, just south of East Park Block and east of Oak St. The positive impact of the move was felt immediately. Our grateful customers quickly adapted to our new location and were genuinely happy to see us somewhere more conducive to business operations. As someone who has worked in the booth for 4 seasons, I can say that there was an overall sense of relief from staff that we were now able to work in an environment apart from where aggression and tension built to a breaking point each Saturday. I heard countless positive remarks from customers, vendors and staff as we continued to provide excellent customer service without missing a beat.

This Park Blocks season, we were fortunate to have a site crew and booth crew made up of primarily returning employees, and we have only two site workers and one booth worker who are working their first Holiday Market this year. This is a very strong team, with a lot of muscle memory. And I can tell you as your new General Manager, how grateful I am for that.

We, as vendors and staff, take pride in creating a one-of-a-kind marketplace. We prepared equipment and stocked supplies for the Park Blocks season; we unveiled a beautiful new stage backdrop, enhanced our decorations and made new signs for Holiday Market. We shifted from a banner across the street, to digital billboard advertising. We marveled as 300 youth from the Pacific International Children's Choir Festival filled our food court with singing this summer, and were delighted when Zombies visited us on a grey, October afternoon. We experienced the surge in out-of-town sales as visitors from Track and Field Events and folks on vacation discovered our Market. And we made new friends as Andean musicians found a welcoming community far from home.

2014 marked our first full year in our current office. Like any move, adjustments were made by staff, vendors and customers. We have settled in nicely. In addition to things like a work environment that lends itself to higher productivity and a healthier workspace, the office has proven to be a good place to serve our vendors and also program participants in the Downtown permitting programs that we administer in satisfying our contract with the City. This contract continues to provide the Market with another revenue stream while fostering relationships with community members, including small business owners and City employees.

Earlier this year, the City and County discussed a possible land swap that would facilitate the expansion of Lane County Farmers Market into the current Butterfly Lot. The Farmers Market has considered multiple options for expansion, and although a specific course of action has yet to be decided, this issue will certainly be one that their Board and membership will continue to explore in the coming year. As neighbors and supporters of Farmers Market, we continue to work together, Board Chairs with Board Chairs, and Managers with Managers, to realize a future in which two robust Markets continue to provide a place for artisans and farmers to earn a living, and for community members to shop locally.

And continuing on the theme of important partnerships, Saturday Market would like to congratulate the Kareng Fund on their recently acquired 501c3 nonprofit organization status. Although a fledgling organization, Kareng Fund has a dozen years of history providing relief to artisans and will continue to have strong ties to our Market community. 2015 will be an exciting year in which the Kareng Fund can spread its wings and come into its own.

In looking at our own Market's history and future, the Saturday Market thanks former General Manager, Beth Little, for her 15 years of service to the Market. Her announcement of resignation created waves in our Market and left many vendors with sadness in their hearts, while at the same time, wishing her well in her new job. Always keeping the "Big Picture", Beth unfailingly ensured board policies were carried out, relationships were made stronger, finances were managed carefully, and guidance was given compassionately.

As we write this new chapter of the Market together, I look forward to building on the experience and strengths this organization possesses. I will continue to work closely with community partners towards shared goals. I will listen to our Board and our membership community, as we shape our own future. I will work together with you as we address concerns, such as: appealing to new generations of vendors, staying relevant in an age of online communication and sales, navigating how we support our vendors aging in place and plan for solvency of our Market.

Already on the agenda, we will be making decisions on what proposals we bring to the Holiday Market contract- negotiating table in regards to stock in booths. I will sit down with the Deputy Fire Marshall to go over new requirements regarding booth weights and wind readings. We will take a look at our current practices in welcoming nonprofit booths into our Saturday Market and Holiday Market and see if these practices continue to serve the purposes we have outlined for our organization. Your Board of Directors is thoughtful and its members bring hard-earned perspectives to their decision-making. You can be sure that they will carefully consider the consequences, both positive and negative, as they vote on proposed policy changes in the coming year.

I would like to take a moment now, to acknowledge the sorrow we shared and the lives we celebrated in the passing of Scientific Illustrator, Stephanie Korschun, Tie Dye Artist, Dotti Smith and Woodworker, Richard Doheman.

We welcomed Violet Carol Rae, daughter of puppet and caricature artist, Candice Westberg and Anthony Ambrose; Quinn Gordon, son of polymer clay artist Erica Gordon; and bead worker, Lexi Stein-Moore's baby.

We are not just individual small businesses, but a Market Family, we cry together, laugh together and love together, and yet, we still honor the uniqueness of the individual. Our diversity is our strength. Your Board of Directors recognizes this and strives to serve ALL members, by making room in our policy structure to evaluate individual vendor circumstances. As we continue in Holiday Market and into the New Year, I find it helpful to remember what we have chosen as our organization's purpose as stated in the Original Articles of Incorporation:

- 1) To promote the public appreciation and advance the awareness of local art and artisans;
- 2) To promote and advance the growth and development of new business and successful local artisans;
- 3) To promote and advance the arts and sciences;
- 4) To promote community education and networking;

5) To promote the social welfare of the community by encouraging the interaction and cross-cultural exposure of diverse components of the community, including their food and customs, and thereby eliminate prejudice and discrimination based on social class, race, disability and cultural orientation.

I'll leave you with this final thought, a quote from Woodrow Wilson,

“You are not here merely to make a living. You are here in order to enable the world to live more amply, with greater vision, with a finer spirit of hope and achievement. You are here to enrich the world, and you impoverish yourself if you forget the errand.”

Questions from the audience included one regarding the city contract job that Kimberly has done, which she will address in January, probably hiring a new staff person. Tuesday Market was mentioned as a successful return to co-selling with the farmers. There were no new citations this week for Market members leaving stock in booths.

A reminder that most Board and Committee meetings are open to the public and new members or interested guests are welcome.

Next Board Meeting will be January 21, at 5:15 pm.

***Motion: Adjourn (Anna/David) All in favor.