

Salida Business Alliance Minutes
5/17/18

Attendance

Donna Cole – Kal toys
Linda Frances – Four Winds Gallery
Katy Gether – Mixing bowl
Jim Balaun – Su Casa
Nicole Balaun – Su Casa
Pip Carvad – First St. Flooring
Lori Roberts – Chamber
Michael Varnum – City of Salida
Deborah Fields – D fields Design
Ken Brandon – Box of Bubbles
Jeanne Herrick-Stare – Central Colorado Conservancy
Allie Stevens – Monarch Mountain
Teresa Casey – Yolo
Patti Arnold – Ander and Hughes

Donna: Vicki Sue is on vacation, so you're stuck with me today. The fixed round shuttle is going to start on Sunday, so here's a flyer. It's only Friday and Saturday. It's going to start in Poncha at the old truck stop (big horse sculpture). Employees can pick it up at 9:45am and it ends at 7:30pm. To get started, we have Patti Arnold here who going to give us a presentation.

Patti: By training, I'm a tax attorney. I have a master's in accounting. I was one of those crazy people in law school. I've been practicing for almost 30 years. Mostly, I represent nonprofits. I represent a very few amounts locally and many of them are around the country. Most of my clients, I haven't met face to face. Everything is electronic and that's how law has changed over the years.

Since the SBA is comprised of community leaders, almost everyone here has been on a board for a nonprofit at some point. So, I thought I'd give a presentation to help you guys out on managing growth.

What we'll talk about is how board members and officers can ensure their organization stays in compliance with state laws.

Here's the basics, nonprofits tend to not keep good records. I have some clients that are so focused on program services, but they are a mess! Out of compliance with secretary of state filings and don't have an address.

First step you can take is check the SOS website regularly. They used to send a postcard and now they send an email. So, if leadership changes emails, there's no way to get it. Periodic report is due once a year. They just updated to TEOS to ensure appropriate Federal taxes exempt status has not been revoked.

If the organization received more than \$25,000 they need to file a Charitable Registration statement with the state and if they don't, they are penalizing with interest.

Once everything looks good, you need to focus on encouraging growth. Develop a strong board that has experience and is forward thinking. If the founders had a great idea, they need to be pushed aside to have the organization run by a competent board. Get someone who's a banker because they know what they are doing and will stay focused. I see this a lot with organizations like humane societies. They forget that it has to be run like a company because they are so passionate. Lastly, look for large grants. Once you get the first one, they come in like crazy.

Hire an experienced CPA to file the 990-EZ or 999 annual return. Hire an attorney to help with any issues. It may seem expensive and it is, but it offloads all of the boring things to the professionals so that you can focus on what you need. \$1000-\$1500 a year to upgrade your nonprofit.

The Salida Business alliance is now a 501C6. This is what they are at the chamber as well. You can advocate if you choose. I can put together a presentation about a 501C6 if you guys would like.

Nicole: We have products that we sell for fundraising. Do we need a tax-exempt number?

Patti: I can get one of those for you, but it won't be tax exemption because they only give those for the C3s. But we can do something. You won't be able to get the product yourself as tax exempt.

Guest: I just want to say that this is a huge service that Patti is providing for us! This organization is so lucky to have you. So, thank you so much!

(everyone claps)

Donna: Alright, open discussion for the rest of the meeting. What's going on with the recycling bins?

Guest: There's not enough room to put them where they were after the construction. Our staff ended up having to sort them. We'd like to take a step back and focus on education. People put their garbage anywhere. So, we're still looking into it.

Jim: The last plastic load that was sent to California was rejected at the port and we had to put them in a landfill in California and pay for it.

Guest: The only thing that has value anymore is aluminum.

Jim: Everything is still being recycled but plastic film.

Donna: We found a company that makes bags that are from recycled materials. If there is some place here in the US that would take our bags, we should look into it. And it might involve paying to have them take the bags. Last time the subject of reusable bags came up and we chatted about how it could be a marketing idea. Are we interested in using some of our beautification money for this? It would be more affordable if we went in as a group.

Nicole: It would have to go to a vote if we want to use money for that. It was still pretty expensive to buy, \$3-\$5 dollars a bag. \$4-\$5 dollars a bag if you want to make a statement. This pricing is for the canvas because it's what I like better. Should we go individual or as a group?

Donna: Are we selling them or are we giving them away? Where did we get those other ones?

Nicole: 4 imprint, I think?

Lori: We got 400 more from a business that is closing. Has anyone contacted another county to see what they are doing?

Donna: This is what Breck is doing (shows flyer). BYOB, bring your own bag. I'm assuming this is a city-wide bag. Buy them in bulk and sell them in stores. Does the chamber have any more money in the budget to help with this?

Michael: Not in the budget, but we may be able to find something.

Nicole: We got compostable bags for our pillows. So, we have to educate our customers. They're from greenworks.com. Something like that.

Lori: We do the same. We should talk to Breck and see where they are having their bags made.

Donna: The first things is educating people to bring a bag with them.

Deb: Do you want me to call Breck to see what they are doing? I'm happy to.

Lori: That would be an easy thing to copy so we could save some time.

Deb: Maybe we can find a sponsor or local businesses can put their logos on it.

Jeanne: The conservation groups in town may be able to help with storage and distribution.

Nicole: It would be nice if the business didn't have to buy them so that we can sell them at a small amount. So that they don't take them for free and fly off the shelves. More people will participate if they don't have to buy upfront

Donna: Should we vote on this next meeting?

Nicole: I think so.

Guest: Is the city doing an ordnance?

Michael: Cheryl and Justin are working on this.

Lori: It would make since to have them in on the conversation

Donna: Bring samples next meeting.

Lori: We need to get all of the groups that are talking about this together. PT is spear heading this which I think will help our message.

Michael: There may be money from the council's budget

Linda: As a gallery owner, I hope they don't ban all plastic bags because I use the heavy reusable bags and I have lots of different sizes.

Guest: I might just throw it out there. Looking at pricing with and without printing because we could print them at Box of Bubbles and have a fun night of it. Everyone would have to be involved. Have a "print the bag night." Design wise wed want to keep it simple.

Michael: I'm a little concerned that if it's a city ban and not a county band. If Walmart moves outside of the city we would get killed with the sales taxes we'd lose.

Donna: We'll vote next time about this, banners, and posters, As well as barrier for the parade.

Nicole: \$300 sponsorships are available for the bands.