

A-OK Vegetable Marketing Cooperative  
February 7, 2005 Board Meeting

Board Members present: Chair John Smith, Vice Chair Clay Buford, Larry Thompson, Sam Hancock, Sarah Cox

Board members absent: Steve Robbins

Also present: Brent Cecil, Manager; Daryl Gentry, CES; Thelma Powers, KCCD

Chair John Smith called the meeting to order at 6:07pm.

Clay Buford moved to approve the agenda, Sarah Cox seconded. Motion passed.

Larry Thompson moved to accept the minutes as received. Clay Buford seconded, motion passed.

Brent Cecil gave the financial report. The co-op has received \$1000 in dues, to date. That's 40 percent of our expected membership for the year. He presented the operating statement and balance sheet as of March 7. He also presented an aged accounts receivable report, which he explained that he is still having problems collecting the \$3000 from XYZ. The owner claims that they have paid the co-op but they have been unable to provide proof of that payment. Clay moved and Sam seconded to start charging interest on outstanding A/R. It is recommended that interest be charged make it the same amount that the co-op is paying on their loan. Clay amended his motion to include that the interest to be 2% month. Motion passed. Motion made by Clay, and Larry second to receive and file financial report. Motion passed.

General Manger's Report by Brent Cecil. Anticipated acres is as follows. (Not everyone has signed a contact) 26 acres cabbage, 60 acres green peppers, 75 acres seedless watermelon, 20 acres broccoli. A grower recruitment meeting will be held at the Hardin Co Extension Office Feb 21<sup>th</sup>. Brent recently traveled to Top Notch Co-op to see if their growers have any interest in growing cantaloupe. He thinks there may be 10-12 acres grown for A-OK.

Old Business:

a. Replacement of Board member. Chair John Smith discussed current board members Steve Robbins. Steve has signed a contract with someone other than the co-op to sell his produce to. He may not be growing for the co-op. He was not able to be reached today to confirm his status as a member. May need to consider his replacement on the board

b. 2005 budget and acres. Our goal is to have 30 acres of cabbage, 100 acres of green peppers, 75 acres of seedless watermelons, and 35 acres of broccoli. Still need some additional acres to be signed.

c Proposal to the Ag Development Board. Brent met with KCCD staff to work on the proposal. Brent later presented our ideas to David Bratcher and Bill McKloskey, with GOAP. We are asking for \$75,000 to cover out operating losses for 2004. Brent requests that all board members read this document. We did not have time for all board members to review this before it was sent. Co-op should stress working with other co-ops to grow crops for other co-ops. Also note to read this for

the open house to be discussed later. Sam moves to accept and Sarah seconds the proposal to the Ag Development Board. Motion passes.

d. Cabbage Contract. Brent has one and recommends not signing it. It is a good price, but we may not be able to meet its production demands. It would take all the acres contracted to fill it. We may still be able to do business with the company if contract is not signed. Sarah moves and Sam seconds following the manager's recommendation not to sign. Motion passes.

#### New Business:

a. New market opportunities. Through KPAA, a meeting with Meijers has been set up. They are interested in seedless watermelons and broccoli. They are looking at ways of promoting KY products. Brent, being on the KPAA board has been designated as the KPAA representative to work with this program.

b. Open House. April 22, 2005. John requests that Daryl put together a PowerPoint that will continuously run to show on the wall. The Board is willing to spend a little money to make it nice; possibly roast a hog. Invite locals, farmers. Recommend getting some cantaloupe to put on the line.

c. Manager's job description. Brent presented the board with a possible job description. He has asked the board to review this job description and discuss it at the next meeting. Daryl recommends that an evaluation tool may be used to go along with this. KCCD will see if an evaluation tool exists at other cooperatives.

Announcements: Daryl Gentry made an announcement on an upcoming extension workshop.

Next board meeting is March 7<sup>th</sup> at the Co-op.

Sam moved and Larry 2<sup>nd</sup> to adjourn the meeting. Motion passed and meeting adjourned at 9:10pm.