

Welcome to the Green Okanogan 2020 Annual Membership Meeting.

This virtual meeting is in text, posted on our website, with print copies available at 3 Rodeo Rd, Tonasket. So many people, including some GO Board members, do not have video conferencing capability, and many members do not have daily access to the web; therefore this 'meeting' is open for the week of Sunday, December 6 thru Sunday the 13th.

Everyone is welcome to read and give feedback, you need not be a member—just as our in-person meetings are always open to the community and those wanting to know more about us. We currently have 137 members. As always we ask that only GO Members vote for our Board, but everyone is encouraged to ask questions and give ideas and feedback in an email to info@greenokanogan.org by end of 12/13 (or write on paper and drop off at 3 Rodeo Rd by Saturday 12/12.) Of course you may join or renew your [membership online](#), or in person when we are open on Tuesday, Thursday, and Saturday from 10am- 4pm. Let's begin!

Meeting Agenda

- I. Opening Greeting
- II. Attendance
- III. 2019 Annual Meeting Minutes
- IV. Financial Report
- V. Annual Report
- VI. Election of Board Members
- VII. Recommendations from the Members

I. Welcome – by Mariah Cornwoman

We have had a challenging but successful year, and I want to tell all you faithful recyclers about it. As we all know, the 800-pound gorilla in the room this year was the arrival of Covid 19 on US shores. We had done so well, and there were so many plans for 2020. The Board of Directors had a Retreat in February to plan for another great year. Our Annual Meeting was originally scheduled for the end of March to tell you all about the plans and invite you to participate. With the shutdown of gatherings the week before, we thought we would be able to reschedule for later in the year. As the pandemic is still ongoing, we have decided to take that meeting online, as have so many organizations. The board can't run the organization alone. We need your input. Members must elect board members, and the directors serve at the behest of the members. We report to you, and get your recommendations for next year.

II. Attendance Who's present? This virtual meeting will be read by all GO Board members and GO's web person (Patrice Belzer). We cannot see who else is reading, but will note (in the meeting minutes for 2020) the number of people who reply by email and drop-off paper forms at 3 Rodeo Road during the meeting week, as well as the names of those members who voted and any non-members who choose to fill in their name.

Your GO Board of Directors is:

- President – Mariah Cornwoman - joined Board in 2014, re-elected 2017, current term expires 12/20
- Vice-President – Janet Culp - joined Board in 2015, re-elected 2018, current term expires 12/21
- Secretary – Carol Lanigan - joined Board in 2014, re-elected 2017, current term expires 12/20
- Treasurer – Sarah Gelineau - Joined Board of Directors in 2017, current term expires 12/20
- Doug Bovard -- joined Board in 2019, current term expires 12/22
- Phillip Christy -- joined Board in 2018, current term expires 12/21
- Marcy Hunt – joined Board in 2019, current term expires 12/22
- Susan Shaddox -- joined Board in 2018, current term expires 12/21
- Julia Sanderson – Interim Board Member since 1/20

III. Minutes of the 2019 Annual Membership Meeting

Held: November 24, 2019 at the Community Cultural Center of Tonasket.

Present: Carol Lanigan, Doug Bovard, Marcy Hunt, Susie Shaddox, Phil Christy, Sarah Gelineau , Mariah Cornwoman, Janet Culp, Julia Sanderson, Paul Gelineau, Suzanne Howard, Nicolas Oving, Sandy Vaughn, and Rob Thompson.

2018 Minutes: Phil moved to accept minutes from 2018 membership meeting with one correction. (Minutes should say 375 tons of material recycled to date, not year to date.) Janet seconded. Passed unanimously.

Sarah Gelineau, treasurer went over the Financial Statement of Activities:

- Operation manager left in March and since product sales were decreased we decided not to hire an operations manager. Product sales were \$4,427.81 compared to \$13,231.00 last year. Store brings in more than \$1000 per month. We didn't spend money on facility maintenance this year. Finances are doing well due to not paying staff. More volunteers needed on Thursdays and Saturdays.
- Net income from Jan-Oct. \$11,978.20 in comparison to \$3006 from last year. Doug mentioned Phil and Sandy's commitment to volunteering is why we are able to manage without paid staff. Statement of Financial Position (balance sheet) Total Assets for 2019 \$224,491.79 as compared to \$211,091.48 from 2018. Building equity faster than usual due to our USDA mortgage.

2019 Annual Report: Mariah Cornwoman, president, talked about how much progress we have made, and that we

- have reached 1 million lbs of recyclables including 992,615 that have been shipped, and we have 8000 lbs on site that hasn't been shipped.
- We are an all-volunteer staff doing all the work. Have not had paid staff since March, except for an occasional baler. We had 5500 volunteer hours for the year.
- Students are recycling. School district and other businesses are bringing in their recycling.
- Financial Status -- We rely on a number of income streams, including the thrift store which is doing well, and receiving a lot of good donations. Thrift store pays the mortgage and most of the expenses. Trashion Show is an annual Earth Day fundraiser.
- Recycling line canopy is falling apart and a grant from the Community Foundation of North Central WA will help us pay for the building of a permanent intake shelter. Conditional Use Permit is needed before we can start to build the intake shelter.
- Community Foundation of North Central WA gave us \$7000 and we are trying to raise \$3000 more through their online crowdfunding program. Give NCW will start online on Thanksgiving and run to Dec. 31.
- Off site contracts - Barter faire contracts take 1000 labor hours for the 2 barter faires. Good source of income but tons of work.
- Look forward to another successful year.

Discussion about:

- state recycling market incubator bill, and the need for more manufacturing of product. Renewology makes diesel fuel out of plastics. Phil said there is someone in Brewster trying to set up a similar program.
- Okanogan County is only accepting batteries on Saturdays 10-3 in Okanogan (Rob Thompson wanted to know where to take his batteries.) Janet offered to take batteries to Okanogan if we bring them to GO.
- Folks were invited to our monthly board meetings 2nd Tues of the month 4-6pm.
- Marcy read our mission statement to the group and talked about education at farmer's market.

(2019 Minutes continued)

Board Elections: Susie nominated Marcy Hunt and Doug Bovard to be reelected for an additional term on the board. Seconded by Janet. Passed unanimously. Term will end 2022.

Board members stated what they do at Green Okanogan.

- Susie bales and did the farmer's market booth; she also writes our thank you notes.
- Marcy does education on the line. She works weekly on Saturdays; just keeps believing in our mission.
- Janet does the GO Again Thrift Store.
- Doug takes care of the garbage and is our night watchman. He also picks up yard sales donations and does yard maintenance.
- Phil is the current operations manager and bales product.
- Sarah is the treasurer, handles finances, and takes care of the line on Thursdays and spends a limited time on the yard.
- Carol is the secretary and manages shipping and writes grants.

Julia Sanderson talked about what she would be willing to bring to the board. She is good at talking to people and asking for donations and likes to help with the store. Janet suggested that she come to our board meetings before she decides if she wants to be on the board.

Meeting adjourned at 5:30 and videos started. Group viewed TED talk on single use plastics and Ocean Cleanup video.

ANYONE PRESENT AT THE 2019 MEETING
is encouraged to use their feedback and vote email to approve or amend the 2019 Meeting Minutes

IV. 2020 Financial Reports -- by Sarah Gelineau, Treasurer

Statement of Activities January through November 2020 ([see Full pdf Report attachment](#))

Synopsis: Total Income \$64,971.52; Total Expense \$29,602.54;

Net Income \$35,368.98

Statement of Financial Position as of November 30, 2020 ([see Full pdf Report attachment](#))

Synopsis: Total Liabilities \$113,192.05; Total Equity \$110,527.64;

Total Liability & Equity total \$223,719.69

Recycling Sales By Item YTD January 1-November 20, 2020 ([see Full pdf Report attachment](#))

Synopsis: We sold a total of 262,232 pounds of *9 materials for \$7,586.22

Over half of this was cardboard (*tin and aluminum cans, electronic waste, #1 and #2 plastics, cardboard, mixed paper, newspaper, office paper)

IV. Green Okanogan Annual Report 2020 – by Mariah Cornwoman, President

Organizational Growth

- All board seats are filled at this time, with 9 members, pending the membership election. The current election includes renewal of three directors, and the confirmation of another that has been acting as interim director, filling a prior vacancy. We always take nominations, if you know of someone who may want to serve.
- We are still a “working board” (no manager), with faithful member-volunteers, and only very occasional need for day labor to help us get caught up on some projects. With almost no events and outreach activities, there has been less demand for volunteers (see operation statistics below).
- The current standing committees are Education, Finance, Human Resources and Membership. If you are interested in serving on a committee, let us know. We love having your input
- Our membership is down this year to about 140, as some folks’ tight budgets got even tighter. However, we have a number of new members, and want to welcome them with a virtual hug for joining our crew of planetary heroes. We also have a heart full of thanks for those that have hung in there with us for all these years.

Recycling Center Operations

- The **Recycling Center shut-down for the Covid 19** pandemic on March 19th, and reopening with Covid safety measures on May 2nd, was truly the largest challenge of the year. It added another layer of complexity to operations. The reopening came with a number of new rules for both staff and customers. You can click to read a .pdf file of our GO Covid-19 Safety Policy, or we can get you a printed copy. Green Okanogan has also taken the Okanogan County Health District Covid 19 Safety Pledge. A number of businesses in the county have joined in to assure their customers that we are making a good faith effort to keep everyone healthy.

A lot of the difficulty was not yet knowing how the virus really spread, or how best to keep us safe and still function. We followed the state Emergency Management guidelines for our type of business. We limited recycling customers to 2 cars at a time, with masks and social distancing, and most were very patient. GO Again Thrift Store customer access was limited to entrance by the back door. This kept customers out of the work areas for staff safety. We were cognizant of sanitizing for both people and surfaces, especially those that are touched frequently.

Staff staggered breaks and limited their access to the break room. Eating meals were encouraged out of doors where we could social distance and safely, temporarily, remove our masks. Hand sanitizer was provided at all work areas, customer areas and the bathroom building. Volunteers were screened for symptoms, signed a release at the beginning of every shift, and were asked to go home, self-quarantine and/or be tested if symptoms occurred or they knew that they had been exposed. Any volunteer has always been able to refuse to perform unsafe work, which now includes any hazard created by COVID-19. We only ask people to work within their comfort zone.

Our volunteer hours are estimated to be down only about 15% from last year at about 5000 hours, with our nine board members putting in 70% of that. But customer visits look to be down by nearly 35% to about 5500.

- Though the visits were down, their generosity was greater. (see comments in the financial status section.)
- We got a Helping Hands Grant to pay for the multiple hand washing/sanitizing stations around the facility, PPE available for customers and volunteers that didn’t have any, and written notices were printed and posted in visible locations. The hot water in the bathroom is really nice! Kudos to Mikkel for the installation.
- We successfully completed the Conditional Use Permit process in May, and finally obtained the building permits in October for finishing our CFNCW grant-funded pole building that will cover the totes and bins of recyclables. Whew! The new concrete is poured and we are waiting for the pre-made trusses that will arrive shortly. We are so glad we are almost done. We’ve gone through so many car canopies; a permanent structure over the receiving area will be so nice!

(Annual Report 2020, Recycling Center Operations continued)

- The equipment has performed pretty well this year. The Ford is still waiting for another Barter Faire, but the Dodge pickup is hauling cardboard from local stores, and taking truck and trailer loads to Wenatchee and occasionally to Spokane. We got a new side rail, so it is easier to climb into. We will need new tires for the truck soon, but it is still running well.
- After several attempts to get the crankiness out of the forklift, it seems to be running fine. We still need to think down the line to new equipment, but it seems it will hold till then.
- The baler continues to press its little heart out. It is actually classified as a stockroom baler, so we have used it well. Phil makes bales that look like layer cakes. Puts the competition to shame. But the goal is to have compact bales that travel well, and we are accomplishing that.
- Cardboard continues to be the largest volume of product received and sold. We have a broker who helps to market the product for the best price. Other paper products are sold within North Central Washington.
- Plastic markets are still limited. We still only take #1 and #2, and they go farther afield to remanufactured into other products.
- Metals go to vendors in Spokane, and thankfully the aluminum, though only paying half of its previous pricing, still covers the cost of hauling.
- E-Cycle continues to be shipped about once a month, with about 10 pallets-full of product. We still have no equipment that is serviceable for crushing the remainder of the glass bottles we used to accept. And though we have been approached by people who have plans to put a processing plant in Okanogan County, nothing has materialized yet. We will keep trying to find a market or a use.
- **The GO Again Thrift Store was the saving grace this year.** Many people had time at home to sort through closets and garages and bring in a number of wonderful donations. The store has been quite full. We have both the "Annex" outdoor section with building supplies and outdoor equipment. Then the indoor "store" has household items, including furniture, appliances and lighting. We also were able to help with some of this year's fire victims to find household items for their rebuilding. We are happy to help our community in so many ways. People have wanted to shop in safe places, so the Covid 19 safety measures have helped to create that environment. We have a four-person maximum, with masks and social distancing required. A hand sanitizing station and extra masks are by the door. It has worked so far, and sales are up around 25% over last year. Like most retailers, we have a festive holiday section that we hope will help to keep us solvent for 2020. Please come see what we have; there are so many special treasures with prices you'll like- a donation! We also have things for sale listed on the local buy-sell-trade site, so check for extra special items.

Markets

Pricing for recycled products is still low compared to three years ago, when China closed its doors to product coming from the US. Our annual volume is down due to the spring closure, though not by much. (See the financial statement for recycling totals year to date.)

Some markets are coming back as on-shore remanufacturing starts to develop. That is the long-term solution anyway, reducing the carbon footprint of recycling. We also have some new vendors, and Carol diligently keeps an eye on current pricing. As with all marketing, we need to stay flexible in a constantly changing world. This a good strategy for life in general.

Education

This portion of operations was severely limited by the pandemic. There is a long list of things we were not able to do this year:

- Our farmers market booth and GO T-shirts and reusable bag sales
- No use of the Harvest Node

(Annual Report Education, continued)

- No city-wide cleanups
- No parade or rodeo
- No county fair
- No Garlic Festival
- Limited contact with the school district (though one faithful high schooler did come to volunteer on some Saturdays this summer and dream the future of recycling, until her family felt she should stay home)

Other plans were put on hold like

- Trashion Show, dinner and auction
- Summer Environmental Film Festival
- Plastic Palooza educational fair
- And, of course, no face-to-face Annual Membership Meeting .

Though we had a board retreat for us to plan the future of recycling in the Okanogan, our goal ended up being to get through the year in the black. Which we miraculously did, at least in part to generous donations. Like many other organizations, our main public presence (other than the recycling center) is, for now, on the internet with our website and public Facebook page.

Financial Status

This was the second biggest challenge of the year. With the closure early in the year, we were concerned about income, with projects in the works that needed completing. We have been successful because of diverse income streams, but some of them weren't possible this year due to restrictions with gatherings.

Budgeting: We had a board meeting in April to address potential financial issues. We identified areas where we could work on tightening the belt, and other areas to maintain as critical to our success. It looks like it worked. We anticipate maintaining our rainy-day fund into next year, with all bills paid.

Recyclables: Though volume is down some, prices continue to creep back up, and may compensate for some of that loss. This is the core reason we exist. We will keep the faith that the world will continue to work on keeping these items out of landfills and oceans.

Go Again Thrift Store: Store sales are consistently one of the core sources of income. 2020 sales are on track to exceed 2019 by about 20%.

Fundraising: We usually have several opportunities to fund raise, but this year we have far less. We have a Give NCW drive through Community Foundation of North Central Washington, that will last through the end of the year. We have a listing on [Amazon Smile](#), where GO can be designated as a recipient of a 0.5% rebate with every purchase. Microsoft has listed GO as a beneficiary for their employee charitable giving program, where they will match the gift. But the Trashion Show would have been way more fun.

Off-site Recycling Contracts: Though both Okanogan Family Faires were cancelled, we did complete one objective: we now have a storage shed to keep our supplies from getting wet, blowing away, or just disappearing. When there are gatherings again, it will serve us well with no hauling back and forth to town. This was funded by a Barter Faire Grant that served them as well as us. (There's that circular economy thing.)

Grants: The Barter Faire Grant, Helping Hands Grant and CFNCW Grant, all help to fill specific needs for better operations. Great thanks to Carol for being such a great grant sleuth.

(Annual Report 2020 continued)

Memberships: We hold our membership drive in May and June. Since memberships seriously flagged during the drive, we made another ask in September, and got more of our members to renew. Thanks to all that responded. Every single one helps.

Cash Donations: Though we ask people to join or donate when they visit the recycling center, this is usually only a small portion of our total income. But there were surprises this year as people anonymously or otherwise, chose to keep recycling alive and well. They amounted to about \$6500 more than 2019, which makes up for many of the lost events.

Fiscal Accountability: We are always transparent about our finances. Year to date income and expense figures are in the financial statement. And our board meetings are always open. If you have an item to add to the agenda, call ahead so we can make sure you have time to present your ideas.

VI. Green Okanogan Board Member Election

There are three board directors seeking renewal, and one who has been filling a vacancy as an interim director seeking confirmation. The motion is to approve the slate of all four candidates. Members in good standing may vote by email here (or drop off a written paper at GO Recycle) between December 6 and 13, with your name, and typing the word Yes by "Approve the Motion" in the meeting response email. Or members may vote "No" by approving candidates individually and/or submitting write-in candidate(s).

The Motion: Susie Shaddox moved, and Janet Culp seconded, that Green Okanogan Board Members Mariah Cornwoman, Sarah Gelineau, and Carol Lanigan be re-elected for a 3-year term each; and that Interim Board Member Julia Sanderson be elected for a 3-year term.

VII. Help Us Dream a Green Okanogan Future – by Mariah Cornwoman

GO members and non-members, please take a moment to help us build a better mousetrap. We continue to blow the roof off of what we thought we could do in the upper Okanogan Valley to keep garbage out of the landfill, and to keep the circular economy going here in our neck of the woods. We are so far from those who buy recyclables, and what they pay is still so low. These were the reasons given by the county for not doing more. But with a volunteer crew, and access to grants only available in the non-profit sector, we have made it possible. If you have a bright idea, please share it by email.

Thank you for reading this Annual Membership Meeting presentation and responding between December 6 and 13, 2020. You are helping keep Green Okanogan GOing in 2021.

(this report amended 12/7/20 to fix an error on page 6 where Amazon Smile program rate was missing a decimal point; percentage changed from 5% to 0.5%)