

**Oneota Community Co-op
Minutes for Regular Board Meeting
March 25, 2014 5:30 PM**

Luther College Campus, Valders Hall, Room 367

Board Members Present: Steve McCargar, Deneb Woods, Brita Nelson, Mike Bollinger, Anne Dykstra, Lora Friest, Gary Hensley

Board Members Absent:GM Present: David Lester

Co-op Staff :

Member/Owners Present: Jeanine Scheffert (Bd Admin Asst)

6:28 Alicia Trout, candidate for the board, introduced herself

1. Call to Order

Steve McCargar called the meeting to order at 5:33 PM

2. Board Learning - Training Possibilities

Summary: Board decided to focus this coming six month's board learning on policy governance, member linkage and store expansion. In learning about policy governance, we will also directly study our own board policies. We will have junior board members pair with senior board members so that they can learn and practice reporting for meetings. We would also like to bring a CBS person in to talk about store expansions that involve a second site.

3. Member Comments:

none

4. Disposition of Member Comments:

no member comments

5. Agenda Review

Motion: Friest moved, Hensley seconded to **approve**

amended agenda by adding 10. New Business Discussion of White Paper about Lanesboro, Next Monitoring 11.2 D4 Makeup - McCargar, 11.3 G10 Secretary's Roll - Dykstra, 13. Executive Session: Property Matter, and Add Approving February Executive Session Minutes to next meeting. Motion **passed** with a vote of 7 aye, 0 nay.

6. Approve Minutes from February

Motion: Hensley moved, Dykstra seconded to **approve minutes, not including executive session from February.** Motion **passed** by a vote of 7 aye, 0 nay.

no discussion

6.1 Amend January Minutes

Motion: Bollinger moved, Dykstra seconded to **approve January minutes amendment.** Motion **passed** by a vote of 7 aye, 0 nay.

The amendment included the approval of Deneb Woods and Alicia Trout as board member candidates.

7. Consent Agenda

7.1 D Global Governance Management Commitment

Motion: Hensley moved and Bollinger seconded to **approve consent agenda.** Motion **passed** with a vote of 7 aye, 0 nay. We were noncompliant because we missed the D4.

8. Reports

8.1 GM Report

GM Report

Financial Snapshot: Our financial report looks good. We have long term investments that include stocks that are earning money. We also have tax credits from the solar panels we recently installed. Sales for this quarter are up 10% We are very unique in that category.

Community/Outreach/Other Store Happenings: We're sending more non-manegerial staff on to trainings. This is key

to keeping employees. All of our members will get a link to the end of the year report that has fun facts - like how many cookies we sold - besides giving our financial report.

Physical Store Update: Now that we switched electric, we are down 6% on electricity. We are already starting to see the difference due to LED lighting and other efficiencies.

Marketing/Special Projects: Our latest Mad Sale brought in \$42,000, giving us our second best sale day ever and a week of \$116,000 in sales.

8.2 GM Succession Planning - L9

Motion: Hensley moved and Woods seconded to **approve L9 GM Succession Planning**. Motion **passed** with a vote of 7 aye, 0 nay.

Discussion was held on how the GM is training up his successor in the event he would not be here and the training in place for potential candidates.

*CCMA June 12-14 in Madison (Thurs - Sat) - good conferen
Consumer Cooperative Management Association (CCMA) is a
good conference to attend.*

8.3 E1 Ends

Motion: Woods moved, Hensley seconded to **approve E1 Ends Report**. Motion **passed** 7 aye, 0 nay.

Some highlights of the report include an increase in local sales and organic sales. Everything is going in the right direction: member equity, number of new members, etc. While overall CCFs and electrical usage is increasing, these measurements *per customer* are actually decreasing. We're looking at the definition of "sustainability." It is hard to define, but it is an important part of our mission statement and a part of what sets us apart from other grocery stores. We are also using a mystery shopper program to evaluate our store. They have given us a score 92%,

just above the Central Corridor average.

8.4 G9 Treasurer's Role

Motion: Friest moved, Nelson seconded to **approve treasurer's role report. Motion passed** 7 aye, 0 nay.

Friest notes that although she reported herself compliant, she feels it would be a good idea for her to make it to more board meetings.

8.6 G7 Board President's Role

Motion: McCargar moved, Helsley seconded to **approve board president's role report. Motion passed,** 7 aye, 0 nay.

Q 7.1 non-compliant, all other areas

8.7 G8 Vice President's Role

Motion: Hensley moved, Bollinger seconded to **approve G8 vice president's role. Motion passed** 7 aye 0 nay.

No discussion

9. Action Items

9.1 Counting Ballots April 5th, 10:00 a.m.

Discussion:

Hensley will work with coop members Jim and Barb Dale as well as Nate Furler to count ballots for the board election on April 5 at 10:00 a.m. Since it is an uncontested race, there have not been many ballots submitted.

Secretary certifies the count.

The board thanked Hensley for all the work on the election.

10. New Business - Report on White Paper

All board members would like Lester to pursue the possibility of expanding to a proposed store in Lanesboro, MN. The board may go up and tour the building with Lester to get sense of the space in question. So far, the main concern is the fact that the

store is physically small. The board is excited about the possibility and is looking forward to learning more about the prospect. Information is being gathering from other coops who have had success with similar expansions.

11. Next Monitoring

[11.1 Financial Condition- Lester]

[11.2 D4 Makeup - McCargar or Hensley]

[11.3 G10 Secretary's Roll - Dykstra]

12. Next Meeting: Wednesday, April 23, 5:30pm

13. Executive Session

Dykstra moved, Nelson seconded to go into executive session.

Motion carried 7 aye, 0 nay

Hensley moved, Bollinger seconded to move out of executive session. Motion carried 7 aye, 0 nay

14. Adjourn

Hensley moved, Woods seconded to adjourn the meeting.

Motion carried, 7 aye, 0 nay

Respectfully submitted,

Anne Dykstra, Board Secretary