

**Oneota Community Coop
Annual Meeting Minutes
April 7, 2011
Senior Citizen Center**

Board Members Present: Robert Fitton, Joan Leuenberger, Lyle Luzum, Steve McCargar, Bill Pardee, and Steve Peterson
GM Present: David Lester
Coop member/owners present: 32

1. Call to Order

President Steve Peterson called the meeting to order at 7:07

2. Approve Agenda

Motion: Lyle Luzum moved and Robert Fitton seconded to approve the agenda after moving the approval of the minutes of last year's meeting to the end of the meeting. Motion **passed** by a unanimous vote.

Reason: Copies of the minutes are still being made.

3. Board of Director's Report

President Steve Peterson reported on what the board has worked on in the past year.

1. Improved store performance and oversight

We hired David Lester as general manager

With the help of CBLD, we monitored all of our policies for the first time.

We had others, both employees and outsiders, verify more of the data used in monitoring reports.

2. Joint strategic leadership/planning

The board and staff held a retreat together to discuss the future of the Coop.

The staff has used this process to start a strategic plan and Ends reporting.

3. "Best Practice" GM evaluation and goal setting

As part of the evaluation process we requested from David a proposal for the GM's compensation based upon criteria set by the board.

4. Board self-evaluation and goal setting

We rated ourselves well in individual performance, but need to work on board processes and listening to members.

5. Carved out meeting time for board learning and study

4. Financial Report and GM Report

David Lester went through some of the data listed in the 2010 annual report.

280 members joined the Coop last year and 60 have so far in 2011.

We had 7 1/2 % increase in customer count.

Our \$3.55 million of sales represents 10.4% growth, slightly above the average of our peers.

We have been setting cash aside to pay off member loans that come due in 2014.

Employees got a 4% raise.

The Ends have been incorporated into the business plan.

Net income was \$51,000 or 1.4% of revenue.

Total staff expense cost 24.1% of sales, meeting our goal of staying under 25%.

Wages alone were 22.19% of sales in 2008, 18.66% in 2009, and 17.52% in 2010.

We define local sales as products grown or processed within 100 miles and were 20% of sales.

David showed a pie chart comparing departmental sales.

The last slide was a map showing all the places in the early stages of starting their own coops.

The NCGA is struggling to keep up with demand for their services.

In Iowa Des Moines, Dubuque, and Sioux City are on the list.

5. Election Results

The nominating committee consisted of 3 board members and 2 member/owners this year. Four of the people approached to run for the board did. 637 ballots were cast, 8 of which were disqualified for lack of signature, but if they had counted, the election results wouldn't have changed. 1245 votes were cast because some people only voted for one candidate.

Results were:

Candidate	Votes
Johnice Cross	470
Gary Hensley	313
Alison Dwyer	304
Jenna Sicuranza	155

Approval of 2009 minutes

Motion: Pat Brockett moved and Barb Ettleson seconded to approve the minutes of the 2009 annual meeting. Motion **passed** unanimously.

Adjourn

Motion: Lyle Luzum moved and Joan Leuenberger seconded to adjourn the meeting. Motion **passed** unanimously.

Meeting adjourned at 8:05.

