

Date: May, 28th 2019

**Board Member Present:** Scott Timm, Scott Hawthorn, Andy Sassman, Michelle Barness, Emily neal

**GM:** David Lester

Board Learning: Iowa Food Hub presentation and discussion.

Call order: Motion to approve agenda: Hawthorn, second Sassman  
Motion approved.

**10.1 GM REPORT:** GM: April sales were are down, mainly due to being closed three whole days. Have been recovering well. Our last member appreciation sale was the 2nd highest of all times.

Sales are looking good, trend line upward.

Our budget sales are right on for the year. Produce this last week was number #1

Working with our bulk shopper to assist with the transition. Not performing as well as we would like.

Weekly labor and fully loaded labor is coming down.

Plant sales with Mike and Katie are WAY up. Our produce is displaying local food. Anticipating and increase in local sales.

27.9% reduction in electrical costs in April, 16.5% in May due to new electrical/refrigeration system. Saved over \$5500 in total costs.

GRAND REOPENING! June 13 - 15th. Footnotes will play in the store.

Deli is coming along really nicely. We are almost fully hired. Ahead of projection on sales in the deli. Hoping to bring on catering soon.

## **10.2 E1 Ends**

1. Local, Organic, Sustainably produced, Affordable. A business that encourages the expansion of sustainably grown local food sources.

Sales were very flat last year, the remodel was geared to address our ends.

We went a little overboard with our digital discounts.

Want to look at these values during strategic planning.

2. Coop will be a community educated about food and other products that are healthy for people and the environment.

Discussed how other coops handle education. We are doing more in store education as opposed to separate classes.

Bulk sales are still struggling. Trying to figure this out.

3. A Business that promotes the development of cooperation co-operative enterprise.

Working with other coops.

Our membership continues to grow. 5200 members and growing, contributing over 1 million in equity.

4. A business that promotes environmental and financial responsibility.

Our HVAC system was very inefficient in 2018. Part of the reason for the remodel was to update this system.

8 out of 9 years have been profitable. But profits were smaller and smaller. Again reason for the remodel.

Employment: struggled with retaining employees. Hoping this is looking up for 2018.

5. A diverse, local community whose fabric is strengthened through caring, and sharing gifts of time, energy and resources.

Participated in 30 projects/events with local organizations/individuals this past year.

The ends tells us how we are doing. 2018 was difficult, growth was stagnant.

Hawthorn: Says it's fantastic that we are selling 95% of our produce is organic.

Motion made by Andy Sassman to approve. 2nd: Hawthorn.

L10. Board Logistical Support: Full Compliance

Motion to approve: Barness, 2nd: Hawthorn. All approved.

10.4 L Global Executive Constraint: Limitation Policy. Compliant on all, except subpolicy 5.1 and 5.3 based on most recent quarter financial conditions. David has been giving more information on this.

Motion to approve: Sassman: 2nd: Barnes: All approved.

Global Governance Report Neal: Compliance

Approved: Hawthorn, second: Barnes  
All approved.

Discussion of Code of Conduct.

Board turned in conflict of interest forms. Motion to approve: Barnes, Second: Sassman: All in favor.

No need for the approval to extend budget. It is all good.

David requested a two-week vacation as per contract discussions related to the remodel, with the board. Added and extra two weeks to this year.

Motion to approved David's vacation: Neal, Second: Sassman: Approved All.

Amy has resigned from the board. Looking for replacement.

Scott will research potential facilitators/consultants for Strategic Planning:

Next meeting: July 23rd. Skipping June Meeting.

Motion to adjourn Neal, second: Barnes.