

Natural Alternative Food Cooperative Board Meeting Minutes September 9, 2019

Jeff Peterson called the meeting to order at 6:32 PM.

Present: Board members Jeff Peterson, Lisa Doerr, Zach Mattson, Wendy Peterson, Jason Montgomery-Reiss, Sarah Cook, and co-op manager Marie Clark.

Cook made a motion to approve the August agenda, W. Peterson to second, all in favor.

Doerr made a motion to approve August 15th minutes, Mattson to second, all in favor.

Manager's Report

Staffing

- Kristen will be leaving the co-op and a new Store Keeper will be hired to take over her store hours and cleaning shift.

Grab 'n' Go

- The co-op is looking to roll out the soups later this month. The permits needed have been obtained.

Produce Cooler

- Marie is currently working with Carlson AirFlo on getting new merchandising equipment for the produce cooler. It is planned to be in place by December. This will include a misting system for the produce allowing the co-op to better display produce and reduce the need for bagging produce.

Round Up

- Loreen from the Marketing & Education Committee has requested that the co-op do a Round-up that would be allocated to the committee to produce a quarterly newsletter.

Tomato Fest

- SUCCESS! Sales were high and the energy in the store was very festive. The co-op was able to offer a large variety of local tomatoes, samples, recipe books, singing, and a drawing. Customers had a grand time and responded very positively.

August Financial Report

Overview

Excellent net sales for August, up 6.8% over 2018 at \$42,829. Meat, frozen, dairy and refrigerated led the way with increases of 60%, 46%, 26% and 25% respectively. Net sales for the year are up 2.3%.

Basket size is up over 2018 by 2.5% to \$27.06 with member sales up by 13.7%. Customers responded very positively to rounding up for the Frederic and Luck school backpack programs, donating more than \$313 at the register for a total contribution of \$618.

Gross Profit on grocery sales was high at 41% or \$16,524. This balances out the low gross profit in July when we saw a large growth in inventory. Gross profit for the year is 28%.

Our manager, Marie Clark, has done an outstanding job bringing on and training staff within our projected budget. As expected for a month with three payrolls, payroll expenses for August were 26% of sales at \$11,266. However, for the year payroll expenses are right on target at 20% of sales.

Net ordinary income for August was \$3,940. After depreciation, net income came in at \$3,023 up \$6,547 from 2018. Year-to-date for 2019, net income is \$6,022, up \$14,049 over 2018.

Our balance sheet remains strong with all accounts payable current.

Year-to-Date Profit/Loss

Net Sales 2019 YTD: \$305,923

Net Sales 2018 YTD: \$298,993

Increase: \$4,184 or 2.3%

Net Income 2019 YTD: \$6,022

Net Income 2018 YTD: -\$8,027

Increase: \$14,049

Manager Request – Request of \$3,000-\$3,500 for produce shelving and \$1,800 for misting system.

Doerr moves to authorize up to \$3,500 for shelving in produce cooler. Mattson seconded, all in favor.

Education and Marketing Committee Report

September 4, 2019 Meeting

Present – Cindy C., Loreen M., and Nancy B.

October is National Co-operative Month

Good food = Good Health

HAPPENINGS

- Loreen is interested in starting a quarterly Co-op newsletter that would run October, December, March, and June. The newsletter would be available via Facebook, The Natural Alternative website, and hard copy available at the store.
October newsletter – This would include the Natural Alternative Co-op history, staff and board member information, store coupons, and a special invitation.
- **October Weekly Articles in the Leader/Sentinel**
 - *Oct 2 – Co-op short history to include photo and recipe
 - *Oct 9 – Local farmer and producer article to include photo and recipe
 - *Oct 16 – Bulk foods article to include photo and recipe and an invite to come to October 25th Cookbooks and Soup Lunch from 11:30-2:30.
 - *Oct 23 – Natural Alternatives Round Up program.

EVENTS

Saturday October 12th – Gandy Dancer Marathon

Natural Alternative booth will be set up near the beginning or ending of the even to hand out water, bananas, or bars. TBD...

Friday October 25th 11:30-2:30 – Cookbook Swap & Cup of Soup Lunch

Soup will be available to serve customers, along with cookbook featuring bulk ingredients. There will be a suggested donation of \$1 for a cup of soup and \$1 for a cookbook.

New Shopper/Member

All are invited to invite a new shopper to the co-op anytime during the month of October and both individuals will receive a coupon or a free bag of beans, along with a recipe.

Building Committee Report

Back Wall – Phase 1 has been put in motion by Jeff Peterson, Ron Erickson, and Tom Horst who have been filling and patching the cracks on the back wall so it will be ready for a face lift.

Loft – We have a new renter in the shared work space.

Wifi – Jeff has been looking into the high-speed intranet to make sure that the Loft tenants are receiving maximum availability. It has been recently learned that although high speed intranet is accessible, the maximum speed can only be reached by logging into a second portal.

Awning – The awning is still in need of a cleaning and repairing if possible. The fabric is coming lose from the rail over the door. Looking at how to reattach.

Personnel

Policy and Procedure – Lisa will email the board the Policy and Procedures PDF.

J. Peterson moves to authorize the allocation of up to \$1,000 for repairs on the back wall which may include fill, boards, and metal to be purchased from Luck Lumber. Mattson seconded, all in favor.

Open discussion

Jason Montgomery-Reiss shared that the Farmer's Union will be hosting an upcoming event.

Feeding our Community – Thursday October 24th @ 6:00 at the Amery High School.

Booths, food, and education and information will be available sharing what small farms can do for the local community.

October 20th – No CAFO celebration will be held at Tesora in Siren, WI.

October 14th – Natural Alternative board meeting

Adjournment – J. Peterson moved to adjourn meeting at 7:56.

Draft minutes submitted by Sarah Cook