

Natural Alternative Food Cooperative Board Meeting Minutes

July 20, 2017, 2017

Lisa Doerr called the meeting to order at 6:37 PM.

Present: Board members Stephanie Lundeen, Lisa Doerr, Steve Clark, Jeff Peterson and Jason Montgomery-Riess (arrived late); Interim General Manager Ron Erickson

June, 2017 Minutes were approved (Steph moved, Jeff seconded) all in favor

Interim General Manager's Report

Reasons to celebrate; making money, staff working well; upstairs coming along; policies and procedures manual finalized and provided to staff; Jeff Peterson will contact energy company to do energy audit. Discussion of putting together a maintenance plan (cleaning of fans, checking compressors, etc)..

Financial Report

Overview

Sales were 2.5% lower for June over 2016 but our Gross Profit was up from \$4,547 to \$14,640. This was driven by a 39.7% margin. Net Income for June was \$6,911 up from -\$13,336 in June 2016. Year to date Net Income is \$4,383, although we estimate depreciation and interest expense adjustments of -\$3,249.

June 2017 Detail

Sales June 2017: \$36,880
Sales June 2016: \$37,828
Decrease: \$940 or 2.5%

Gross Profit June 2017: \$14,640
Gross Profit June 2016: \$4,547
Increase: \$10,092 or 221%

Expenses June 2017: \$8,556
Expenses June 2016: \$18,931
Decrease: \$10,375 or 54%

Net Income June 2017: \$6,911
Net Income June 2016: -\$13,336
Increase: \$20,248 or 152%

Year to Date (YTD) Detail

Sales 2017 YTD: \$195,708
Sales 2016 YTD: \$207,928
Decrease: \$12,220 or 5.8%

Gross Profit 2017 YTD: \$58,246
Gross Profit YTD 2016: \$62,472
Decrease: \$4,225 or -6.8%

Expenses 2017 YTD: \$58,879
Expenses 2016 YTD: \$82,010
Decrease: \$23,131 or -28.2%

Net Income 2017 YTD: \$4,383
Net Income 2016 YTD -\$16,068
Increase: \$20,451

Preparation of the 2016 tax return revealed that 201 losses were greater than originally reported. Exact figures won't be available until after the accountant submits final tax report in September.

Jeff will be meeting with NA's insurance agent re: renters, insurance, workman's comp and other issues.

Business

Lucky Days - Discussion on how to attract people to store; we will have extra healthy treats for sale and some items reduced. The Coop will be open on Sunday, 10:30-3:30. Three people have volunteered to help with bike rodeo. Steve will arrive by 9:30 and volunteers should arrive by 10:15. Rodeo starts at 11:00.

Upstairs Update

We now have the HVAC and electric; and the air conditioning is working now. Next phase of carpentry is estimated to be around \$10,000 with a bid from Adrian Tuynman. Next phase of electricity estimated to be \$2,500. Demolition guys - Jeff Peterson, Tom Horst, Chuck Adelman, Darryl Mathieu - are awesome. More than 218 volunteer hours donated so far by all the volunteers.

Stephanie and Lisa are pursuing new donors for the estimated total budget of \$42,000.

Steve moved, Jason seconded to accept a line of credit from Stephanie Lundeen as needed up to \$5000 for upstairs work.

Lisa discussed designing and ordering banners for the store. Stephanie and Jason expressed interest in looking at the designs before printing.

Ron discussed timeline and process for hiring a manager. Stephanie, Jeff, Lisa, Ron and Patti Mattson will be on the hiring committee to review resumes, do interviews and make a recommendation to the board for hiring.

Adjournment

Lisa called to adjourn the meeting. The meeting was adjourned at 8:22 PM Jason moved, Steph seconded.

Draft minutes submitted by secretary Steve Clark.

Next meeting date: August 17, 2017 6:30 pm