



Annual Member Meeting Minutes March 16, 2017

Judy Grumstrup-Scott called the meeting to order at 7:40.

She introduced the out-going and in-coming board members. Dave Muller, Kris Schmid and Mike Bauer each made a few remarks about their time on the board. Steve Clark, Jeff Peterson, and Jason Montgomery-Reiss introduced themselves.

Minutes from the 2016 annual meeting were read including the General Manager's report. Motion to approve, second and minutes were approved.

President Stephanie Lundeen remarked on the importance of the Co-op in our community. The co-op has struggled with the problem of prices and costs and the effect it has on sales. Many co-op's of every size are facing competition of the big box grocery chains. While the co-op is financially strapped in providing shopping options we are still putting aside money for our member loan repayment obligations. We requested changes to the by-laws to assure that the board could still function with a quorum of 5 members. The previous boards have long tried to find a way to use the upstairs as a cash flow option. We have found interest in the community for a use of the space.

We have an artist-in-residence using one room at the present time. We are looking at developing a work space for persons who need a local option for conducting business.

Clean-up is continuing to make this happen. We want to request additional funds to complete this effort without asking members for additional loans.

General Manager Report: Nico San Fillipo.

Nico discussed the declining sales issue. The 4 month goal to get new members resulted in 67 additional customers as well as the 94 new members in 2016. She emphasized the success of classes that were offered.

She expanded on the forces that face the co-op. Competition, special products, and exclusiveness (image that we are a club). There were three areas that need work, pricing, converting all bulk to organic and how to get back to co-op values. Overall, 2016 was an up and down year.

Financial Report: Kris Schmid

Kris Schmid reflected on some of the major costs including the on-going problem with the maintenance of the produce cooler. A lengthy discussion of using volunteers and the impact of discounts occurred. Discounts were \$4300 for members, \$420 for seniors, and \$1750 for workers. Tom Horst moved to approve the financial report. Seconded by Shirley Crowe. Approved.

Strategic Planning: Lisa Doerr

Lisa ran through the process the board is using to look at the long term goals of the board. The board brain-stormed some opportunities and threats that can affect the success of the co-op. She discussed the four strategic goals of increasing Retail Sales, Wholesale Sales, Office Spaces, and Strengthening Local & Farm Industry. Also needed is developing a budget to bring the kitchen up to date.

Adjournment: The meeting was adjourned with the approval of the new board members by acclamation.

Mike Bauer - Secretary