

Natural Alternative Food Cooperative Board Meeting Minutes

May 10, 2018

Lisa Doerr called the meeting to order at 6:35 PM.

Present: Board members Lisa Doerr, Zach Mattson, Sarah Cook, Co-op Manager Marie Clark, and Jason Montgomery-Reiss by phone.

April 2018 Minutes were approved

Moved by Doerr, seconded by Mattson, all in favor

Manager's Report – Marie provided an updated report regarding the current happenings in the store. The Co-op will start implementing US Foods as a distributor, along with our main distributor UNFI. Marie and Zack have been working towards getting a new credit card processing system. They are close to changing the system over, saving the co-op money with better rates. There will be no long-term contract with the new company, but month to month. The second phone line will be eliminated as well, also saving the co-op money. The system as a whole will run more smoothly as it is CoPOS compatible.

Marie has been working hard to get invoices uploaded into CoPOS which has been successful. We can now upload invoices which will adjust cost and SRP on inventory so pricing margins are in place. Staffing is in place for the summer.

May 10, 2018 Financial Report

April 2018

Overview

Net sales in April 2018 were up 4.6% over 2017 putting us up 11.4% for the first four months of 2017. This gives us a good start at meeting our goal of increasing sales by 8% for the year. Once again produce and bakery had the largest gains at 30% and 38% respectively over 2017. However, average number of sales and basket size were down 3% and 1% from March 2018.

We had a very good April Gross Profit of \$13,560. This is 34.7% of Grocery Sales and 38.7% of Total Income. Once again labor costs are right on the money at 19% of April Grocery Sales and 20% year to date. Net ordinary income for April 2018 was \$4,326 bringing us to breakeven for the year. Net Income for April 2018 was \$3,521. However, there are several bills for cooler repairs coming in that will take a big bite out of that. Our balance sheet remains strong with all Accounts Payable current and an increase over 2017 in Total Current Assets of \$18,876.

Year to Date Profit/Loss (YTD)

Net Sales 2018 YTD: \$138,907

Net Sales 2017 YTD: \$123,085

Increase: \$15,822 or 11.4%

Net Ordinary Income 2018 YTD: -\$67.61

Net Ordinary Income 2017 YTD: -\$6,269

Increase: \$6,202 or 98%

Balance Sheet

April 30, 2018 Balance: \$246,896

April 30, 2017 Balance: \$198,837

Increase: \$48,559 or 24.2%

April 30, 2018 Accounts Payable: \$13,183 - all current

April 30, 2017 Accounts Payable: \$33,521

Marketing Committee

Lake Home Mailing - Discussion regarding a target mailing that will be mailed to property owners on half moon lake and bone lake. The flyer will let residents and vacationers know who we are and offer a free dozen eggs. Zach Mattson has been filtering and making a concise target list.

Billboards - Discussion of whether or not we should look at putting Natural Alternative on a Billboard. There is an available space on Hwy 35, one mile South of Luck.

Lucky Days Parade - Talk on whether or not the Natural Alternative should walk in the parade. We will check in with Gena Sorrow to see if she will be willing to organize the walk. We decided that it was beneficial to be open again this year on Sunday during parade time.

May 5th – Cinco de Mayo & Mother's Day - Staff did a wonderful job with displays for these days.

Crystal Ball Roundup - April collection of \$111. May 1st thru the 10th, collection of \$120.

Local Produce- Looking at produce that can be carried from our local farmers. Wehtstone and Burning River are possible sources for carrots and onions that could carry us throughout the year. Both farms are able to do this, but storage and carrot variety are being looked at for keeping purposes.

Building Committee

Mouse Door – A nice addition to the outside of the building welcoming any mice, meece, or moose!

Signage – Discussed the possibility of individual smaller signs that would hang from the awning with products that we offer for street visibility.

Back Wall – Options for the back wall are still being worked out.

Grab and Go – The wish to provide customers with on the go food such as salads, sandwiches, and soup is something that we are working towards. Discussion on who and where the food will be made until the co-op kitchen is completed.

Adjournment

Mattson moved, Cook seconded to adjourn. Meeting adjourned at 8:03.

Draft minutes submitted by Secretary Sarah Cook

