

## **Natural Alternative Food Cooperative Board Meeting Minutes**

**April 24, 2019**

Lisa Doerr called the meeting to order at 11:02 AM.

Present: Board members Lisa Doerr, Jeff Peterson, Zach Mattson, Wendy Peterson, and Sarah Cook.

February 18, 2019 Minutes were approved - Moved by Mattson, seconded by Cook, all in favor.

**Proposal** - Jeff Peterson proposed that the Natural Alternative send a thank you note to the village for the great work done on main street.

### **Resolutions**

#### **1.) Bank Account Signers**

A motion was made by Mattson and seconded by J Peterson to authorize:

Addition of Laurie Ince as a check signer on Frandsen Bank Account #XX533 and allow full on-line viewing of said checking account, Savings Account #XX0034 and Mortgage Account #XXX50.

Resolution was passed with all board members present voting affirmative.

#### **2.) Bank Account Signers**

A motion was made by W. Peterson and seconded by Cook to authorize:

Addition of Lisa Doerr to allow full on-line viewing of said Mortgage Account #XXX50.

Resolution was passed with all board members present voting affirmative.

#### **3.) Mortgage Loan**

A motion was made by J Peterson and seconded by Sarah Cook to authorize:

Replacing expiring building loan with a Frandsen Bank loan and private loans totally no more than \$42,000.

Resolution was passed with all board members present voting affirmative.

### **Financial Report**

#### **Overview**

Net Sales slipped from 2018 by 1.9% coming in at \$37,684. While our largest department, Grocery, saw growth of 1.3%, the second and third largest, Bulk and Produce saw drops of 8.9% and 9.7%. Health & Beauty continues to struggle with a drop of 31%. However, staff focus on Supplements is really paying off with growth of more than 43% over 2018.

Basket Size is up over 2018 9% but is balanced by an 8.7% drop in number of sales per day to 42 from 47. Member Sales were flat and Non-Member sales were down 4%. We saw a 7.8% rise in Senior Sales.

March Register Donations were \$221 and are earmarked for the Northwest Alliance Community Foundation.

Gross Profit on Grocery Sales was 25% or \$9,621. With three pay days in March, Payroll Expenses came in at 25% of sales. This is well above our goal of 20%. However, this evens out over the first quarter (January through March) with Payroll Expense at \$22,134, just 1% above our target. This will even out even more through second quarter. Net Ordinary Income was \$1,497. After Depreciation and Donations, Net Income came in at -\$1,719 up from 2018's loss of \$3,528

Our Balance Sheet remains strong with all Accounts Payable current.

### **Year to Date Profit/Loss (YTD)**

Net Sales 2019 YTD: \$106,312

Net Sales 2018 YTD: \$103,698

Increase: \$2,614 or 2.5%

Net Ordinary Income 2019 YTD: \$1,048

Net Ordinary Income 2018 YTD: -\$134

Increase: \$1,182

Net Income 2019 YTD: -\$475

Net Income 2018 YTD: -\$6,757

Increase: \$6,282

Cook moved to accept the Financial Report. W. Peterson seconded. All in favor.

### **Annual Meeting Review**

The board reviewed the suggestions made by members at the annual meeting. The takeaway focused on three main suggestions.

Farmers market put on by the Natural Alternative – wonderful idea, however, there is the question of competing with ourselves and spreading the farmers too thin because of the farmers markets that are already established in St. Croix Falls, Frederic, and Grantsburg.

Deli – This suggestion is currently being worked on and the Natural Alternative will soon be ready for our new service of “Ready to Go” food. Keep an eye out for our new merchandiser that will be filled with healthy, tasty, and readymade food to go!

Lower Prices – Lower prices is something that we are always striving for. The Natural Alternative prides themselves on offering quality, local, and healthy food. Our store manager, Marie Clark, constantly and diligently works on price margins to ensure that we are offering the lowest prices possible and still maintain a financially stable store.

## **Marketing**

### **Future Roundup Allocations**

May/June – Natural Alternative

July/August – Back pack program/school supplies for Luck and Frederic districts

September/October – Natural Alternative

November/December – TBD

**Food for Change** – April 28<sup>th</sup> - St. Croix Falls Unitarians

**Tick Class** – May 18<sup>th</sup>

**Bylaws** – discussion on whether or not to amend the bylaws to send out electronic annual meeting invitations versus a mailing, saving \$500. Jeff Peterson will look into the logistics of what can and cannot be done. **He will also be looking at how we define membership for purposes of voting and quorums.**

### **Loft Update**

Office #1 – Money has been put down and expected occupancy is June or July.

Office #2 - Currently available at \$325/month

Office #3 – Occupied

Studio – Occupied

Co-Work Space – Currently three co-work spaces are being rented

### **Building and Maintenance**

**Kitchen** – A convection oven, two induction burners, merchandiser cooler, stainless steel table, and cabinets to come are new additions to the Natural Alternative, making our “Ready to Go” and food classes closer to a reality.

**Building Façade** – looking to fix in very near future

**Awning** – A kind offer made by a member to voluntarily clean our awning now that the main street road construction is complete.

### **Closed Session**

#### **Nominations**

Doerr nominated Jeff Peterson as President, Mattson seconded, all in favor.

Mattson nominated Doerr as Treasurer, Cook seconded, all in favor.

Doerr nominated Mattson as Vice-President, Cook seconded, all in favor.

J. Peterson nominated Cook to be Secretary, Doerr seconded, all in favor.

J. Peterson moved for unanimous consent for slate. W. Peterson seconded, all in favor.

**May board meeting will be held on May 15, 2019 at 11:00 am.**

Adjournment - Doerr moved to adjourn meeting adjourn at 12:49.

Draft minutes submitted by Sarah Cook