

Natural Alternative Food Cooperative Board Meeting Minutes via Google Meet Conference Call

April 12, 2021

Jeff Peterson called the meeting to order at 6:40 PM.

Present: Board members Jeff Peterson, Lisa Doerr, Zach Mattson, Jason Montgomery-Reiss, Mike Noreen, Amy Free, Sarah Cook, and store manager Raya Capuzzi

Approval of Agenda

Cook made a motion to approve the agenda, Doerr to second, all in favor.

Election of Officers

President – Jeff Peterson was the only nominee, reelected unanimously.

Vice President – Zach Mattson was the only nominee, reelected unanimously.

Secretary – Sarah Cook was the only nominee, reelected unanimously.

Treasurer – Lisa Doerr was the only nominee, reelected unanimously.

Approval of Minutes

Mattson made a motion to approve February 8, 2021 minutes with noted change from Rayna to Raya, Doerr to second, all in favor.

Financial Report

Overview

Net Sales were down 35% over March 2020 at \$35,764. Of course, March 2020 was the height of the Covid-19 pandemic, when we saw record sales of \$55,907. As a more realistic measure, March 2021 sales were down 5% over 2019.

All departments were down in March over 2020, except for alcohol which continued its steady growth with a 34% increase. Round up donations for Farm Feral & Stray came in at \$219.

Gross Profit on Grocery Sales was extremely low at 18% or only \$6,392. Cost of Goods Sold ran 82% and will require extremely close tracking in the coming months.

Payroll Expenses were excellent at only 15% of sales or \$5,502. This did help balance low gross profit. However, like most businesses, we continue to look to hire. Rent brought in \$975 a 28% increase over 2020.

Net Ordinary Income for March was -\$1,178. After Depreciation and Other Income, Net Income was -\$1,985, down \$2,932 from 2020.

In spite of this pressure on operations, our Balance Sheet remains strong with all Accounts Payable current.

After submitting our Application for Forgiveness of our \$16,200 Payroll Protection Program grant, we heard from Fransden in February that it is forgiven. This cash infusion has helped us weather the volatile marketplace in which we operate.

Year to Date Profit/Loss (YTD)

Net Sales 2021 YTD: \$106,962
Net Sales 2020 YTD: \$126,954
Decrease: \$19,992 or -15.7%

Net Income 2021 YTD: -\$5,176
Net Income 2020 YTD: 3,170
Decrease: -\$8,346 or 263%

Montgomery-Reiss made a motion to accept the March 2021 financials. Mattson to second, all in favor.

Manager Report

Staff

- Claudia will be hired for making sandwiches and soups for the grab and go.

Vision

- Considering the idea of moving the grab-and-go department in front of the large windows and moving the register to be in line with the fourth isle.
- Looking at possibly co-ordering produce with other co-ops because of the large case sizes. This would help balance the cost of goods sold and hopefully ease up on waste, which is always an obstacle with produce.

Other Business

Round Up

Round up for May/June will be donated to Cooked2Serve. They provide nutritional, ready to heat meals to families facing food insecurities while supporting local restaurants & farmers.

Luck Community Club Membership

The Natural Alternative will continue to be a member of the Luck Community Club and will make an effort to send a representative to meetings.

Strategic Planning Review/Update

There was a recap of the goals made from the 2016 strategic plan that was put in place. Many goals were accomplished and implemented and some were not.

Looking at working on a new strategic plan with discussion of getting members involved through a survey and then starting the brainstorming process.

Expansion Opportunity

The Natural Alternative was presented with the opportunity to lease the adjoining building next door. After much discussion, it has been decided that we are not currently in a position to enter into a lease. If this opportunity is still available in the future, we may entertain the possibility.

Committee Reports

Building

Jeff Peterson has been working on getting estimates to replace our awning. We have received one estimate and are waiting on a few more.

Board Meeting – May 10, 2021 at 6:30 pm

Adjournment – J. Peterson moved to adjourn meeting at 7:53 pm

Minutes submitted by Sarah Cook