

Natural Alternative Food Cooperative Board Meeting Minutes February 10, 2020

Jeff Peterson called the meeting to order at 11:05 AM.

Present: Board members Jeff Peterson, Lisa Doerr, Zach Mattson, Sarah Cook, and Chuck Boutcher

Mattson nominated Chuck Boutcher to fill existing vacancy on the Natural Alternative board. Cook to second, all in favor. Motion approved.

Mattson made a motion to approve the January agenda, Doerr to second, all in favor. Motion approved.

Doerr made a motion to approve January 13, 2020 minutes, Boutcher to second, all in favor. Motion approved.

January 2020 Financial Report

Overview

Net Sales for January were flat over 2019 at \$37,378. However, this is because January 2019 had one less day than 2020. Daily Net Sales were actually **UP** from \$1,389 to \$1,437 or 3.5%.

Our two largest departments, Grocery and Bulk, saw growth of 3.8% and 8%. Meat/Fish and Refrigerated continued their positive increases of 16% and 14.5% respectively. Produce slumped 5.7% after inventory froze when the walk-in cooler's thermostat went on the fritz. However, insurance covered inventory loss. Alcohol continues to sputter with negative growth of 24%.

Basket Size was down over 2019 by 3% to \$28.69. The number of sales bumped up a bit to 42.32. Donations for the store's awning improvement were \$239. January Rental Income was \$1,085.

Gross Profit on Grocery Sales was high at 39% or \$14,493. This was due in part to a \$1,910 decrease in Cost of Goods Sold from the produce insurance settlement. January was a three-payday month putting Payroll Expenses artificially high at 26% of sales or \$9,981. However, Wages for the year are right on target at 16% of Net Sales.

Net Ordinary Income for January was \$2,421. After Depreciation and Other Income, Net Income was \$1,744, up \$565 from 2019.

Our Balance Sheet remains strong with all Accounts Payable current.

Year to Date Profit/Loss (YTD)

Net Sales 2020 YTD: \$37,378	Net Income 2020 YTD: \$1,744
Net Sales 2019 YTD: \$37,912	Net Income 2019 YTD: \$1,179
Decrease: \$114 or .31%	Increase: \$564

Discussion

Lamb – The co-op is currently looking for a lamb supplier.

Beef – The co-op is currently looking for a locally sourced grass-fed beef supplier. Our current supplier will no longer be raising beef.

Produce Cooler – Last month the produce cooler broke down, leaving us with substantial produce loss. Marie has worked with the insurance company and they will cover \$1,900. Marie has been working with Bernick's on possibly securing a credit from them as well.

Alcohol – There was discussion on whether or not to continue with alcohol sales. Sales have been down in this department; on the other hand, specialty options and one stop shopping are considerations.

Round Up – We collected approximately \$3,000 in 2019 just from individuals rounding up to the nearest dollar on their purchases. This is amazing and the board thanks all who are willing to round up! Our Round Up program has donated to many worthy programs in the area.

Boutcher made a motion to approve January 2020 financials, Mattson to second, all in favor. Motion approved.

Committee Reports

Marketing

- There was discussion about getting a weekly column in the Inter County Leader. This could be a fun, informational article without directly advertising and would feature the Natural Alternative name.
- Special Orders – Looking at increasing special orders by reminding and making members more aware that they are welcome to special order any item they wish; including sale items and “special” items. The idea is that one can purchase things that they can't get anywhere else, making this their go-to place for specialty products and more.
- Personal delivery – We are seeing this more and more. Stores are offering personal delivery, which is especially helpful for those that have a hard time getting out or are unable to reach us during store hours. This would be run through a 501C3. This is an idea that will be further discussed with details that would need addressing.
- Membership list – Looking at cleaning up the membership list.

Personnel

- We have contracted with Jane Kleiss to expand our Grab and Go options. Jane will be developing a menu that will include salads, sandwiches, and soups.
- We are looking to hire an individual that would make the salads and sandwiches, possibly on Tuesdays and Thursdays.

Building

- The library has moved out of our back-building space as of February 11, 2020. Friends of the library are welcome to continue to use the space under the loft in the back of the building.
- Cook makes a motion to let friends of the library continue their use of space in the back of the building under the loft for storage at no cost. Boutcher to second, all in favor. Motion approved.

Addressing Quorum

- The Natural Alternative currently has 714 members.
- To have a quorum, 5% (household, not individuals) of members need be present at an annual meeting.
- Concerns that membership list may need to be updated to cull members who are deceased or have relocated.

Round Up

- We have been asked to donate Round Up proceeds to Farm, Feral, and Stray located in Centuria, WI.
- The Round Up donations have been assigned for the current year. We will look at considering this request in the future.

Annual Meeting

We are looking forward to our upcoming annual meeting that will be taking place on Monday March 23, 2020 at 5:30 p.m. at the Lion's Club Hall, formerly known as the DBS hall. All are welcome to enjoy a nice evening of good food, visiting, and short program.

Adjournment – J. Peterson moved to adjourn meeting at 12:28pm.
Minutes submitted by Sarah Cook