

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

June 14, 2021

Jeff Peterson called the meeting to order at 7:35 PM.

Present: Board members Jeff Peterson, Lisa Doerr, Zach Mattson, Mike Noreen, Amy Free, and Sarah Cook

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

Mattson made a motion to approve the May 10, 2021 minutes, Free to second, all in favor.

Doerr made a motion to approve the May 19, 2021 special meeting minutes with noted correction on who was present, Noreen to second, all in favor.

Financial Report

Overview

As we've seen for three months, Net Sales for May were down 15% over 2020 at \$39,270. Once again, this reflects the large sales boom experienced during the early days of the Covid-19 pandemic. However, sales in May as well as January through May were nearly identical to 2019.

Grocery sales year to date remain strong, down only 6.8% from 2020 and up 19% from 2019. Produce continues to be our greatest challenge with sales down more than 27% from 2019 and 2020. Staffing challenges have had a major impact on produce but we are looking at changes that should produce improvements. Bakery has suffered from vendor shortages; we don't see relief there soon.

Round up donations for the store awning came in at \$181.

Gross Profit on Grocery Sales was low at 28% or \$10,765. Year to date Gross Profit is running 27%, short of our 30% goal. However, strong rental income of \$4,440 and low Payroll Expenses at 15.5% have helped maintain cash flow.

Net Ordinary Income for May was \$2,240. After Depreciation and Other Income, Net Income was \$1,346. This brings us to a Net Income for the year of \$1,493. However, our 2020 Payroll Protection Program (PPP) grant of \$16,200 was forgiven in February and taken as non-taxable income. This brings our paper income to \$17,693.

Our Balance Sheet remains strong with all Accounts Payable current.

Year to Date Profit/Loss (YTD)

Net Sales 2021 YTD: \$182,497

Net Sales 2020 YTD: \$215,751

Decrease: \$33,254 or -15%

Net Income 2021 YTD: \$17,693 [Includes \$16,200 PPP grant]
Net Income 2020 YTD: \$6,357
Increase: \$11,336

Mattson made a motion to approve June 2021 financials. Cook to second, all in favor.

Discussion

Covid Policy Review

Consensus on the decision to change the sign at the Natural Alternative from masks required to masks optional for vaccinated persons per the CDC guidelines.

Mattson made a motion to rescind the October 12, 2020, Covid sick leave policy. Peterson to second, all in favor.

Strategic Planning

Looking at putting together a member survey to help execute a new strategic plan. We will reach out to past board members and manager to see if they have the past survey used for the latest strategic plan.

Store Volunteers

There have been a few individuals that have volunteered their time at the co-op, which has been very appreciated. A volunteer list of “things to do” will be made available at the store for reference.

Round Up

May/June – Cooked2Serve

July/August – Luck Fire Department Secret Santa program

September/October – School backpack programs

November/December – CRA

Committee Reports

Building

The old water heater is out of the basement!

Loft

Office #1 is available at \$350/month

Personnel

Manager Raya Capuzzi is leaving and starting a new job on June 19th.

We have two potential hires that board members will visit with and then interview if they decide the position is a good fit.

Next Meeting - July 12, 2021 at 7:00 pm

Adjournment – J. Peterson adjourned the meeting at 8:42 pm

Minutes submitted by Sarah Cook