

Natural Alternative Food Cooperative Board

Meeting Minutes

November 9, 2020

Jeff Peterson called the meeting to order at 6:34 PM. Present via Google: Jeff Peterson, Lisa Doerr, Zach Mattson, Wendy Peterson, Jason Montgomery-Reiss. Absent: Sarah Cook

J. Peterson made a motion to approve November 2020 agenda, Mattson seconded, all in favor.

Doerr made a motion to approve October 12, 2020, minutes, W. Peterson seconded, all in favor.

Financial Report

Overview

October Net Sales were up 3.5% over 2019 at \$39,999, with 23 sales days in 2020 instead of 27. Average Sales per day were up 22% from \$1,431 to \$1,739.

Our largest department, Grocery, continued its upward trend with an increase of 25.4%. Refrigerated and Alcohol had quite the party with respective growth of 28% and 138%.

Several larger departments declined including Produce (-16%), Bakery (-27) and Bulk (-7%).

Donations for Frederic and Luck schools were \$333 each. Rental Income is rising again at \$850 but still lower than 2019 at \$1,160.

Gross Profit on Grocery Sales recovered dramatically from September at a whopping \$21,785. As we expected after September's huge inventory growth, October Cost of Goods was only 47% of Grocery Sales at \$18,642. While these are preliminary numbers because our board meeting is very early, Net Profit is expected to run about \$10,000. This will bring us to a positive Net Profit for 2020.

Payroll Expenses for October were \$6,116 beating our 20% of sales target at just 15.5%.

Our Balance Sheet remains strong with all Accounts Payable current. Frandsen Bank sent us the paperwork to forgive the Payroll Protection Program (PPP) loan.

Forward Accounting CPA completed the Co-op's 2019 taxes on October 15. There is no tax liability this year as the net income is -\$7,045. The negative income is due to ~\$11K invested in kitchen equipment to support the Grab & Go and potential business-to-business value-added production.

Year to Date Profit/Loss (YTD)

Net Sales 2020 YTD: \$424,068

Net Sales 2019 YTD: \$379,909

Increase: \$44,159 or 11.6%

Net Income 2020 YTD: \$1,463 (PRELIMINARY)

Net Income 2019 YTD: -\$1,602 (PRELIMINARY)

Increase: \$3,065

Manager Report

- **Staffing** - Hired one new staff and started training. Several staff are out sick but will be back the week of November 16.
- **Kitchen** - Sandwiches and soup are going well. Staff enjoys preparing and serving. May be able to get a contract to make up to 80 sandwiches a week for a hunger project.
- **Consignment** - Reset the department and have been contacting potential new consigners.

2020 Roundup

January & February - Ruby's Pantry

March - Farm, Feral & Stray

April - Co-op

May & June - TBD

July & August - Luck Fire Department

September & October - Luck & Frederic schools

November & December - Community Referral Agency

2020 Annual meeting - March 8 @ 7:00 pm via online platform

2020 Board Elections - Montgomery-Reiss, J. Peterson & W. Peterson are up for re-election

Proposed Bylaw Amendments for 2021 Annual Meeting:

4.3. Special membership meetings can be called by a majority of the Board, by a petition signed by 5% of the membership, or by the majority when a quorum of the general membership is present at a board meeting. Notice of special membership meetings shall be electronically transmitted or mailed to all members, such notice to be received at least two (2) weeks before the date of the meeting. Special meetings shall have the same powers as the annual meeting.

4.6. All members shall be notified by electronic communication or mail of the date, time, place, and purpose of the annual meeting thirty (30) days in advance of the meeting

Doerr moved that electronic communication be placed before mail. Montgomery-Reiss seconded, all in favor. Mattson moved to accept the proposed amendments. Montgomery-Reiss seconded, all in favor.

The next meeting was set for 6:30p January 11, 2021 via Google.

Adjournment – J. Peterson adjourned meeting at 7:43 pm.