

## The Co-op Natural Foods Board of Directors Meeting

January 9, 2019

12 p.m. at Cutler Law Firm

**Attendees:** Alex Halbach, Annie Taylor, Patrick Sayler, Katrina Lehr-McKinney, Chrissy Meyer, Kelsie Thomas, Stacy Newcomb-Weiland

**Meeting Called to Order Alex**

### **CONSENT ADGENA**

- **Agenda:** *Approved*
- **December Minutes:** *Approved.*
- **GM Report**
  1. Positive sales growth in grocery, health & beauty, produce, and deli (supplements down)
  2. January 2018 overall sales increase 9% over last year
  3. Deli percentage of sales increased 25% from last year
  4. New owner rewards program (see discussion)
  5. improvement, getting to next level of NCG pricing)
  6. Online ordering has been slow- digital campaigns for online delivering starting this month
  7. Operations:
    - Hired a PT baker in the deli to test early morning baking
    - Co-op health care coverage has increased by 8.9% this year (impact is <1% of total annual budget)
  8. Expansion
    - Preliminary visit from the DC folks Jan 29/30
    - Paula Gilbertson was hired as NCG (National Cooperative Grocers) consultant for operational refinements (net income improvement, gross margin, UNFI pricing level, bookkeeping situation)
- **GM Monitoring**
  1. None
- **Board Monitoring** - None
- **Board Approvals**- None
- **Board Discussion**
  1. Development Cooperative (DC) Consulting Agreement update- 2 experts visiting Jan 29/30 to look at store and see how we are using the store, truck flow, current challenges, cost estimates for the space
  2. Owner reward program launched January 1 – different levels of rewards based on purchasing
  3. Co-op Board Retreat - March 24, 9-3pm (Alex's house)
- **Required Approvals**
- **Board Education**
  1. CBLD 101 – January 12, 2019 in Minneapolis
- **Closings**

Next Board Meeting scheduled for Wednesday, February 13, 12pm 2019, Cutler Law Firm

**Meeting adjourned by Alex.** Ended 12:58 p.m.

\_\_\_\_\_ Annie Taylor, Secretary