

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

June 12, 2019

12:06 p.m. at Cutler Law Firm

**Attendees:** Alex Halbach, Patrick Saylor, Jill McManus, Annie Taylor, Michael Haskett, Jennifer Kirby, Kelsie Thomas, Stacy Newcomb-Weiland, Katrina Lehr-McKinney

**Meeting Called to Order Alex**

### **CONSENT AGENDA**

- **Agenda:** Approved
- **May Minutes:** Approved.
- **GM Report -**
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  - Positive sales growth May in refrigerated, grocery, health and beauty, household, frozen, and deli
  - Overall 9% sales increase over last year
  - Percentage of sales to owners continues to grow
  - Supplement sales continue to decrease due to internet sales. Wellness Wednesday (3<sup>rd</sup> Weds of the month) offers 10% off all supplements.
  - We achieved a 37.22% gross margin in Q1 2019. This is the first time we have been above 37% post-remodel.
  - We hit our next level of spending for an additional break in our “cost-plus” pricing structure thru UNFI.
  - Team retreat on Aug. 8 for budgeting and planning. Goals are to come away with margin targets and a working plan for handling the expansion by department.
  - Expansion:
    - Submitted RFP to five general contractors for the expansion work.
    - NCG retail specialist is working with deli manager to establish system and decide on new programs, prepare deli operation for expansion
- **GM Monitoring - None**
- **Board Monitoring - None**
- **Board Approvals- None**
- **Board Discussion**
  - Amended and Restated Articles of Incorporation
  - Capital Campaign
    - Capital Campaign Consultant (Leslie Watson)- the board reviewed the consultant’s proposal to assist the Co-op with the capital campaign. The board approved the proposal.
  - General Manager 3-year Employment Contract Extension
    - The board approved expanding GM employment contract from 1 year to 3 year; changing notice of termination of the contract from 90 days to 180 days.
- **Required Approvals**
- **Board Education**
- **Closings**

Next Board Meeting scheduled for Wednesday, July 10, 2019 at 12pm, Cutler Law Firm (4<sup>th</sup> Floor)

**Meeting adjourned by Alex.** Ended 1:17 p.m.

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Annie Taylor, Secretary

