

**The Co-op Natural Foods Board of Directors Meeting**  
**October 9, 2019**  
**12:06 p.m. at Cutler Law Firm**

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

Meeting Called to Order Alex

**CONSENT AGENDA**

**Agenda:** Approved

**Minutes:** Approved.

**GM Report -**

- 4% sales growth from Sept 18 to Sept 19
- More than 21% local sales in Sept
- Operations:
  - We are hiring a new Front end manager, interviews continue and we hope to have the position filled by Nov 1st.
  - Work on our FY20 operations budget is nearly complete and will be included in an updated B2 Budget report
  - Engagement with Retail Financial Services (RFS) began on October 1st. RFS will provide additional oversight of our accounting practices by working directly with internal bookkeeping, while also doing monthly, quarterly and yearly closeouts and tax reporting.
- Expansion:
  - Department design work will start late in September thru December 2019.
  - Initial equipment list should be ready for the General Contractor by January 2020.
  - Architect is working on renderings of the expansion for use at meetings etc.
  - Architectural work on store design should be ready for the General Contractor by November.

**GM Monitoring -** None

**Board Monitoring -** None

**Board Approvals-** None

**Board Discussion**

- Capital Campaign discussion
  - Letters went out to members regarding the campaign, press release went out, packets available at the store
  - Brainstorm ideas of large lenders/businesses (continue adding)
  - Board members send in testimonials
  - Caller training tonight
- CBLD contract renewal. Motion to renew by Chrissy, second by Katrina. Motion passes.

**Required Approvals**

**Board Education**

**Closings**

Next Board Meeting scheduled for Wednesday, November 13, 2019 at 5:30pm, Icon Lounge

Meeting adjourned by Alex. Ended 1:10 p.m.

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