

The Co-op Natural Foods Annual Meeting
November 11, 2020
6:00 p.m. via Zoom

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

43 total in virtual attendance.

Meeting Called to Order: Patrick

Introductions

Agenda

- Election Results
 - 300 votes- largest voter turn out
 - Katrina Lehr-McKinney, Annie Taylor, and Chrissy Meyer were reelected
 - Thank you to Jordan Taylor, Rita Peterson, Matthew West, and Jordan Deffenbaugh
- **2020 Co-op Recap**
 - Shopper trends
 - Every department grew this year, total net sales grew 13.96% (\$3,425,051)
 - Big growth in Produce, Frozen, Household goods
 - Local sales growth 6%
 - Ownership
 - All in returning owners- %467 growth!
 - Owner sales growth (17%) outpaced non-owner sales growth (12%)
 - Covid Response
 - Online Sales grew exponentially
 - No fees for owners for online orders through the end of the year
 - 2020 Food rescue and donations
 - \$14,790.00 of food donated to the Banquet - big thanks to Thomas Dilenschneider-Codol for delivering 3 times a week!!
 - Increased sales decreased waste slightly
 - Future goals are to balance rescue while also reducing waste when possible
 - Covid interruptions caused minor setbacks
 - 951 pounds of healthy foods donated to Feeding South Dakota food pantry thanks to BYOB and ride/walk/bus
- **Big Change Results- presented by Produce Manager Rachel Saum**
 - Rounding up to Give Back, customers donate change to the community in our city and state
 - We supported the following organizations: Bishop Dudley Hospitality House, Dakota Rural Action, CASA, the Banquet, Family Visitation Center, The Teddy Bear Den, Sioux Falls Releaf Project, Transformation Project, Mobile Food Pantry of SF
 - \$2,770 raised
 - Nomination period is opening up for two weeks, vetted by a selection committee, calendar year schedule
- **Financial Recap - presented by Board President Alex Halbach**

- The Co-op continues to grow and is fiscally strong- See Fiscal Recap slides of the presentation for details
- **Capital Campaign Results**
 - Raised \$950,500 towards the expansion
 - 61% (\$303,500) in loan rollovers
 - New investment of \$647,000
- **Expansion Sources and Uses-** see presentation slide for details
- **Expansion Update**

Closings

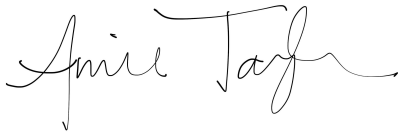
Additional Questions

- The Co-op plans to stay open throughout the renovation
- Additional bike racks will be added
- Timeline- the overall renovation is a 4 month project.
 - Two months will be work done behind the wall,
 - equipment availability may affect the timeline

Next Board Meeting -

December Board Meeting Tuesday, December 8, 2020 at 12pm, Zoom.

Meeting adjourned by Alex. Ended 7:24 p.m.



Annie Taylor, Secretary