

**Sioux Falls Food Co-op Board of Directors Meeting
March 12, 2025
12pm in person and via Zoom**

Attendance:

Name	Present	Absent
Patrick Saylor (GM)	X	
Katrina Lehr-McKinney	X	
Alex Halbach	X	
Rika Peterson	X	
Michael Haskett		X
Mary Campbell	X	
Jill McManus		X
Nathan Gaut		X
Dan EisenVos		X
Jamie Hendrickson		X

Meeting called to order: Lehr-McKinney

Consent Agenda, January, February Minutes: Deferred to May due to lack of quorum.

Consent Agenda

- n/a

Regular Agenda

- GM Report
 - February Sales & Ownership
 - Overall sales growth was 8%.
 - Served 1,302 \$5 dinners.
 - 28 new owners joined the Co+op.
 - 2.95% increase in owner basket size.
 - 39.7% of total sales attributed to owners.
 - Saylor introduced new data to the report:
 - Breakdown of owner to non-owner sales by department. As data accumulates, the board will examine non-owner conversion strategies.
 - Heat map of shoppers by zip code.
 - Round Up stats.
 - More Co+op owner stats to come!
 - The new produce manager will start in April.
- B3 Asset Protection Report
 - Compliance was reported on all items.
 - No change in coverage or insurance companies.
 - There is an increase in premiums this year.

- The board reviewed a summary of FDIC insured cash holdings and status report on our commercial loan.
- The board will review preferred shares in April.
- The fire remodel will be paid off as of May 2025.
- The Co+op reports 2,740 owners, 1,695 of which shopped in 2024.
- MISC:
 - Will move to approve the B1 Financial Report at the April meeting.

Board Discussion

- Pettigrew Heights has expanded its boundaries, which now includes the Co+op, and has new neighborhood association leadership. The Co+op could strategize how to connect with the neighborhood association to generate neighborhood interest.
- **2025 Conflict of Interest Disclosures** – *Peterson will send the Word document to the board.*
- **C1 – Governing Style Policy** – *Discussion* deferred to March.
- **Board Retreat Date: April 2**
- **CCMA:**
 - Saylor needs to know who from the board is planning on attending the conference by the first week of April.
 - Lehr-McKinney will send the conference link to the board for review.
- **Board Education:**
 - Columinate has started to build out the 2025 schedule: <https://columinate.coop/events/>
 - Upcoming: CBL (4/12) & Explorations in Governance (4/1).

Closings

Next Board Meeting scheduled for January at StartUp Sioux Falls and Zoom.

Meeting adjourned by Lehr-McKinney. It ended at 12:55pm.



Rika Peterson, Secretary