

The Co-op Natural Foods Board of Directors Meeting

June 21, 2017

12:00 p.m. at Cutler Law Firm

Attendees: Alex Halbach, Annie Taylor, Patrick Sayler, Susan Randall, Chrissy Meyer, Jill McManus, Rachel Saum, Katrina Lehr-McKinney

Meeting Called to Order Alex

Agenda/May Minutes: Approved.

- **GM report**
 - May 2017 sales increased a lot from May 2016 sales!
 - Decrease in new owners from May 2016 (likely due to upcoming changes in equity structure), but owner renewals up from last year
 - Great month: May was our biggest sales leap over last year so far for 2017; strong sales in produce from the garden center; good month in dry grocery, highest non-owner sales month of all time (45% of sales)
 - In store feedback regarding equity change has been positive
 - Deadline for block party vendors is June 30 (cost is \$50/booth, 2-8pm)
 - Launching “round-up” program in July- shoppers can opt to “round-up” to the next dollar to donate to charities
 - Consumer Cooperative Management Association Conference- great for networking, attendees will discuss what they learned at Quarterly Board Education
- **Board Discussion**
 - Owner equity structure committee update-
 - General feedback- owners understand why changes need to be made; questions about trading old stock, how will patronage be declared, how will the funds from the new stock cost be managed
 - Will use feedback questions to make FAQ regarding equity structure changes
 - Will vote on equity structure at August meeting- will be public
 - Communicating changes- website, direct mailer, article in SF Business, at register, FAQ in store
 - Board Recruitment/Education (review survey results, 50-52)- discuss in July
 - Quarterly Board Education Dates- first education in September; Patrick will send out a poll
 - Discussion regarding long term strategy
 - How will Amazon’s acquisition of Whole Foods affect us? Importance of online ordering, focusing on local food and cooperative values
 - Online ordering progress: e-commerce provider selected, type of delivery vehicle selected; launch likely will be October 1st
- **GM Monitoring**
 - B2 – Business Planning and Financial Budgeting
 - Compliant
 - B2-1 – compliant as far as future budgeting; planned losses in net income put us out of compliance with B1
- **Board Monitoring**
 - None.

Next Board Meeting scheduled for July 12, 2017, 12:00 p.m.; Location: Cutler Law Firm

Meeting adjourned by Alex. Ended 1:31 p.m.

_____ Annie Taylor, Secretary