

The Co-op Natural Foods Board of Directors Meeting

October 18, 2017

12:10 p.m. at Cutler Law Firm

Attendees: Alex Halbach, Annie Taylor, Patrick Sayler, Dan Doyle, Katrina Lehr-McKinney, Michael Haskett, Jill McManus, Susan Randall, Stacy Newcomb-Weiland, Chrissy Meyer,

Meeting Called to Order Alex

Agenda/September Minutes: Approved.

- **GM report**
 - Patronage switch is going well; \$6000 in new owner investment on Oct. 1
 - Net sales up in Sept. 17 over Sept. 16
 - Owner/Non-owner sales 50-50
 - National Co-op Grocers (NCG) Audit- reduce and expand various areas based on performance; expand signage area by area to better tell the Co-op's story; attempt to add sign on Minnesota Ave; mini-reset in various areas; renewed focus on prepared foods area; expand entrée selection; launch quick serve bakery and breakfast item program
 - Key indicators discussion
 - Working towards employee healthcare
- **Board Discussion**
 - Expansion Update Discussion; waiting on market study
 - Election/Annual Meeting: Today is the deadline for inclusion on the printed ballot. Additional board candidates can be write-in. Annual meeting will be held Wednesday, November 8th from 6-8pm at Icon Event Hall. Patrick highlighted updated procedures for owner check-ins as it is a closed meeting.
 - Mobile Ordering: The e-commerce sight is up, but because of a glitch has completely overtaken the normal website. Web developers are working on getting this fixed. Patrick reported that only friends and family have placed orders so far. Online ordering will launch officially around November 1.
- **GM Monitoring**
 - None
- **Board Monitoring**
 - None
- **Board Approvals**
 - None.

Next Board Meeting is the Coop Annual Meeting on November 8, 2017, 6:00 p.m.; Location: Icon Event Hall.

Meeting adjourned by Alex. Ended 1:30 p.m.

_____ Annie Taylor, Secretary