

## The Co-op Natural Foods Annual Meeting

November 8, 2017

6:50 p.m. at Icon Event Hall

**Attendees:** 35 (member-owners, staff, and board members)

**Meeting Called to Order** Dan Doyle, Vice-President

- **General Manager report (Patrick Saylor, General Manager)**
  - Patrick showed the video of the delivery van and an update regarding online ordering- now live!
  - Record year of sales grown in fiscal year 2017 (ended in Sept) 12.2% over 2016
  - Assets and liabilities remained relatively constant
  - Coop Natural Foods Update through the 7 cooperative values
    1. Voluntary and Open Membership- 1236 active owners, 194 enrolled in new stock structure since Oct 1
    2. Democratic Member Control- owners add as much to the Coop community as they take
    3. Members' economic participation- there is no such thing as cheap food – the cost may be hidden in our health,
    4. Autonomy and Independence- you will not lose your Coop to a larger entity; also, now all grocery is competing for the natural foods market
    5. Education, training, and information- the Coop is looking for partners to host events (since the Coop does not have space), hosted 12 events in 2017, hope to double that number of events in 2018
    6. Cooperation among Cooperatives- we buy from coops and have coop partners
    7. Concern for Community- we support local producers, average wage 5% over living wage in Sioux Falls, the Coop is focusing on environmental impact- we are looking to convert fully to LED lighting
- **Produce Report (Rachel Saum, Produce Manager)**
  - Produce sales growth 23.6%
  - Produce doubled local sales from 2015-2017, with \$60,664.91 in local produce sold ("local" includes produce from SD or within 100 of Sioux Falls; this number does not include not "regional" items)
  - Coop Garden Center (outdoor center open in the summer) and the Pettigrew Central Market (held Saturdays in the summer) were both successful
  - Rachel is working with Sioux Falls Foods Council on a grant to more educational store tours- such as how to eat healthy on a budget
  - Rachel attended many conferences and training sessions
  - Working on Round Up Program- shoppers round up purchases to nearest dollar- donate the money to support a local charity (started with Feeding South Dakota)
  - Punch cards for using reusable bags, walking/biking/taking bus to Coop will become paperless
- **Cooperative Service Award to Tom Dilenscheider Codol**
  - Tom brings food that is unsellable to the Banquet and other charities
  - He transported \$11,660 worth of unsellable food from the Coop to various charities thus far in 2017 in 162 trips!!
- **Grocery Report (Mark Leemkuil, Grocery Manager)**
  - For fiscal year 2017, grocery is up 6.7%, bulk is down .65%

- Mark discussed the promotional programs at the Coop including:
  - Coop basics- everyday low prices (Field Day brand)
  - Coop deals- store deals (for all shoppers)
  - Fresh deals- produce deals
  - Owner deals- deals only for owners
- Changes at the Coop
  - Salad bar was replaced by a grab and go case
  - Expanding cheese offerings
  - Condensing bulk section
  - New entryway deals- highlighting the best deals in the store
  - Working to “tell our story,” improving the in store experience of telling who we are!
- Mark played a short documentary called “Future of Food,” featuring Will and Sherilyn Ortman and their organic farm operation, Berrybrook Organics, located east of Freeman, SD.
  - Watch the video at: <https://qz.com/se/what-happens-next>. Scroll down until you find the “Future of Food” link.
- **Announcement of New Board Members**
  - Katrina Lehr-McKinney, Chrissy Meyer, Annie Taylor