

GreenTree Cooperative Grocery
214 N Franklin St
Mt. Pleasant, MI 48858

Phone: 989-772-3221
Website: greentree.coop



GreenTree Board Meeting Minutes 12/21/2016

Location: Chippewa River District Library

Meeting called to order at 6:05 p.m.

Present: Daniel Patterson, Janet Malusi, Gary Kramer, Justin Barnaby, Damian Fisher, Bob Murray, Sarah Christensen, Anneliese Fox

Justin moved to approve the agenda, and Damian supported.

GM report

November sales were up around 2 percent. Still loss YTD but if December goes as planned we could have a profitable quarter with the adjustments made by Sarah. In December, we added a second community appreciation day. Stacy is now done and Megan and Reva are transitioning into their new roles. Hamilton George was hired and is training today. Two deli employees have quit – Leah and Jeff. Jeff did not provide notice. Alyssa who has worked in the deli for two years is helping out during the next few weeks. Hiring for the deli – Chris has interview this week.

2017 budgeting for no sales growth but making more money.

NCG is requiring a financial review be done annually. Less intensive and less expensive than an audit. Gene Smith recommended Weinlander Fitzhugh. The quote is \$4,000 unless we sign a three year contract which would be discounted. For Sarah to enter a contract she needs board approval.

This justification is to protect Co-ops around the country with the united natural foods joint contract in case a co-op defaults on the loan. By doing these financial reviews it provides a checks and balances as well as protection for all co-ops. Concerns this is a big expense but it does protect all co-ops. It will also be beneficial as we move to re-location.

A produce specialist visited in the fall and the primary recommendation was to switch our main supplier of produce. Crossitt – based out of Kentucky but has added a Michigan route. B and B had done it before. The issue with B and B was spoilage and prices. We changed on December 4th – two trucks from crossitt now and 1 from B and B. So far we have been able to lower prices and raise margins on almost 20 items. We apply a margin of about 36% and we were cashing out around 13%. Part of it was profit mix and skew reduction part of it was. Bob equated it to money in the dumpster.

Damian moved that we go into a three year contract with Weinlander Fitzhugh. Anneliese seconded Damian's motion.

GreenTree Cooperative Grocery
214 N Franklin St
Mt. Pleasant, MI 48858

Phone: 989-772-3221
Website: greentree.coop



Monitoring Reports:

New #6 with the survey. B7 was communication to the board. Sarah reported all compliance. Damian moved to support B7 and Janet supported. B8 logistical support. Part of the operational report was that we discuss how we transmit minutes. Anneliese will send minutes via PDF with electronic signature of previous month's minutes once approved with first draft of this month's notes. Sarah reported compliance for minutes but would like them signed. Gary motioned to approve B8 and Justine approved it.

Patronage Rebate Statement

Prior to the beginning of the fiscal year we have to vote to approve how we will use our profits – retain for expansion or distribute it to owners. Bob offered support for that motion and Justin seconded the motion. All in favor of retaining profits for expansion.

B3 – Board Surveys

D4 – Parts of the question are missing. Sarah needs to send again. A couple of options were missing.

D3 – Five respondents. Everyone was in agreement that all was happening.

Owner appreciation day recap. December – Daniela, Justin, and Damian.

Board Retreat Recap – Bob was thankful that we all attended the co-op retreat. It was helpful to get to know others on the board. It was a good review about what we like about our co-op. Damian brought up having a separate retreat that was focused solely on expansion. There seems to be a communication issue – not utilizing communication time with our consultant. Bob offered to have a conversation with Ben to see if we can ramp up the communication with him.

2017 calendar is added to January.

Entered executive session at 7:10 p.m.

Daniel moved to move out of executive session at 7:42. Gary supported to move out of executive session at 7:43.

Meeting adjourned at 7:45.