

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

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

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## Monthly Board Meeting August 28, 2019 5:30pm

Chippewa River District Library (CRDL) Annex

Attendance: MJ Conway, Sarah Christensen, Ray Davies, Angie Felton, Leslie Hildebrandt, Mike Lents, Lee Ruffino, Jennifer Souva, Stacy Saul, Janet Sturm, Erin Swystun

Absent:

Meeting called to order at 5:41pm.

- 1) Check In
  - a) Members conversed and introduced each other.
- 2) Approve June Minutes
  - b) M. Lents motion to approve, J. Sturm seconded. Motion passed.
- 3) Member Input
  - a) J. Souva noticed new employees (1 deli, 3 storekeepers).
  - b) S. Christensen explained they are interviewing three people for Deli Manager
- 4) GM/Report – S. Christensen
  - a) Sales for August are up 10%. Ytd we're up 5%.
  - b) NCG training available – Board members simply need to make a request and the Board will vote on it.
  - c) Produce had its best July ever. Grocery and Frozen are both up.
  - d) Thane coordinates consultants with NCG, but we didn't get our six months of free consulting. M. Conway concerned we would not get what was promised. S. Christensen was confident she would stick to her word.
  - e) R. Davies asked if it would be possible for Ben to sit in on Board Meetings.
  - f) M. Lents motion to acknowledge receipt of GM report, R. Davies seconded. Motion passed.
- 5) NCG Board Bulletin
  - a) M. Conway noted how national trends didn't look healthy and wondered if there was a way to compare GreenTree to these national trends.
  - b) M. Conway asked if NCG was beneficial and questioned what NCG was doing to help. S. Christensen noted that co-ops would be in worse situations without NCG. She explained with the following examples: UNFI contracts, professional development benefits, and NCG updated its ends to do more to support the success of all co-ops. S. Christensen also noted that co-ops not affiliated with NCG are closing at a faster rate.
  - c) S. Saul concurred with S. Christensen's evaluation of NCG.
  - d) S. Christensen noted that .01% of annual sales go to NCG.
  - e) R. Davies asked where GreenTree ranked on YTD equity chart. S. Christensen explained that she does not calculate this number.
- 6) GM Monitoring Report: B1 Financial Conditions & Activities

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- a) Recent sales growth has brought GreenTree into compliance.
  - b) Spending cash (\$23,000) for the expansion won't impact profitability of income statement.
  - c) M. Conway asked about GreenTree's investments. S. Christensen explained that GreenTree has about \$26,000 in NCG; \$10,000 in Frontier; \$3,000 in a joint liability fund in order for UNFI to treat all NCG members as belonging to a single chain of grocery stores.
  - d) M. Conway asked how low GreenTree is willing to let days of cash on hand decline during expansion. S. Christensen stated that six days was stressful, and she would like to stay above 15.
  - e) J. Sturm motion to approve. L. Ruffino seconded. Motion passed.
- 7) Board Monitoring Report: C7
- a) L. Ruffino stated that there were nine responses and all of them were "Yes".
  - b) Officer Roles (according to the By-Laws). It was questioned whether the Board's changes were in line with state statutes. S. Christensen sees no conflicts.
  - c) Conversation to add the following language:  
  
"Vice Chair is responsible for conducting an electronic online survey to generate and distribute a monthly board monitoring report."
  - d) Guest: Taylor (GreenTree member) joined our meeting.
  - e) A. Felton motion to approve. S. Saul seconded. Motion passed.
- 8) OAD
- a) E. Swystun met with Owners. September 7<sup>th</sup> OAD both E. Swystun and S. Christensen plan to be available all day to answer questions about the Capital Campaign.
  - b) A. Felton brought up email reply etiquette. She recommended using 'reply all' sparingly
- 9) Executive Session
- a) Taylor exited the meeting.
  - b) S. Saul motioned to enter executive session with guest E. Swystun, M. Lents seconded. Motion approved at 6.49:07pm.
  - c) Exit executive session at \_\_\_\_ pm.
- 10) Adjournment at \_\_\_\_ pm
- a) \_\_\_\_ motion to adjourn, \_\_\_\_ seconded. Motion passed.