

BELFAST CO-OP BOARD OF DIRECTORS MEETING July 26, 2012 (Draft)

PRESENT: Mark Dittrick, Jeanne Gail, Betsy Garrold, Wayne Kraeger, Debbi Lasky, Paul Nyren, Bindy Pendleton, Kip Penney, Meg Peterson, Phil Prince, Jerry Savitz, Janis Stone, Zafra Whitcomb

GMs: Chris Grigsby, Joe Jordan, Mylisa Vowles

ABSENT: Chris Groden, Tony Swebilius

FACILITATOR: Phil SCRIBE: Jeanne TIMEKEEPER: Debbi VIBE: Bindy

ANNOUNCEMENTS: There is a group making plans to start a co-operative health insurance entity via Co-operative Maine to administer health care, possibly by self insurance, to keep sales by insurance companies down.

Another group out of Brooks, Maine is starting a co-op of growers and possibly consumers...

New Forest Institute's Board is dissolving, and their land is on the market. Meanwhile another group is meeting to bring it back to life with a clear mission.

Please check the latest contact sheet for correctness

MINUTES: Accepted as amended: 11 in favor, 0 opposed, 0 abstained.

Web: no changes

MEMBER COMMENTS: Reportedly a long-term member was considering quitting, although the Board member reporting this declined to go into detail pending something in writing from the member. (secretary note: there was some disagreement as to whether this entry is an accurate summary of the discussion)

GENERAL MANAGEMENT TEAM: Written report received. The report is full of good news: sales, and especially local sales are way up in June compared to last year and as budgeted. The co-op is now able to track locally made products as well as local produce. Savings are already appearing as a result of NCGA affiliation: cost per transaction through Merchant Services down by half, and grocery product discounts. Grocery manager training and the Sales Flyer program are in process. The GMs are re-designing the floor and shelving layout in the bread area to accommodate the 25% yearly growth rate in bread product, and mitigate the bottleneck for customer traffic both entering the deli, holding demos, and exiting and checking out of the store around register #3. The plan will eliminate the children's area. Some Board directors highly objected to removing the kid's and massage area, but it is not the Board's prerogative to decide on details of store layout. Even so, some directors requested a clearer drawing of the proposal be presented to the board.

FINANCE COMMITTEE: Written and chart reports received. Rosy figures for both June and for the whole first 3 quarters in sales revenue and net income as well, surpassing figures for last year and for budget estimates. Our cash on hand is now over 9 days, inching up to the 10 - 15 ideal.

The Finance Committee introduced the discussion on discounts by enumerating the

main discounts we give now. The bulk discount is usually 10%, based on manufacturers' package size, including bulk, grocery, and wine (not beer), but bulk pre-orders for members are 20% off. Non-members can get occasional 10% discount on grocery cases if there is a special. Seniors get discounts on Tuesdays: 5% for all and 10% for members. Additional discounts: quarterly Super-Sale days, MAP on occasion, and employee discounts. The reciprocal discount for members of other co-ops is rarely applied. There are 27 discounts in all, amounting to 3% of gross sales. The bottom line on discounts is not always easy to quantitate, but it is clear that Senior Discount Days are profitable to the store in Tuesday sales, sales to seniors other days, and goodwill and loyalty generally. For those financially challenged, there is only equity assistance for their membership.

BOARD DEVELOPMENT COMMITTEE: A Board calendar is circulating. The new Board handbook is almost ready to distribute. No meeting or report.

MOC: Did not meet.

MEMBERSHIP COMMITTEE: Written report received. With altered bread shelves, membership will have less space to work with. They explored posting a "question of the month" there. CAD plans, for selling raffles at the membership table, but not the 50-50 raffle, are new this year, and the baskets themselves will be displayed inside the store.

BUILDING AND GROUNDS COMMITTEE: No meeting. Further discussion about proposed changes in the floor plan and shelving for bread products. One member suggested that some of the gift area be used for kids. Note that bread sales amount of about 5 times as much as gifts, magazines. Others strongly opined that giving something to the kids and the customers in terms of space to play, relax and get massage is just as important. This discussion merged into the domain and the time allotted to long range planning.

LONG RANGE PLANNING COMMITTEE: Written report received. Most of the meeting was devoted to plans to form a Non-Profit Organization, or 501(c)3.