

**Springfield Food Co-op  
Board of Directors meeting  
April 27, 2018 6 p.m.**

**Members present:** Carroll Veltrop, Lindsay Post, Caitlin Christiana, Lyndsie Perkins, Brooke Decker, Stever Greene, Jane Sandelman

**Guest:** Marilyn Scholl

**Ex-officio:** Neomi Lauritsen

**Recording secretary:** Lucy Georgeff

**Meeting called to order:** 5:55 p.m.

**Co-op stories:** Thanks to Marilyn for joining us. Carroll mentions discussions with Vianor employees, who loved tea samples, and a local doctor who thinks our prepared foods are fabulous. Caitlin mentions that Kelly Stettner is excited about BRAT being included as a Change for Change recipient.

**Approving minutes from March 29th:** Carroll mentions Steve needs to be added to the list of attendees. *Jane moves to approve minutes of March 29th as amended; Brooke seconds. Motion passes with 2 abstentions.*

**Annual meeting**

A Bingo game is suggested for an interactive activity, and a big reveal with the year-end review. Neomi mentions a raffle with the Bingo cards. Board will be in charge of set-up and take-down. Food will be done in-house. Might need chairs for meeting. Happening at Trout River Brewery. Plan for a drink ticket if members RSVP on Event Brite. Kelen should be on the committee, Lyndsie Perkins also.

Set-up: Jane and Post.

Clean-up: Steve, Brooke, and Carroll.

Caitlin will pitch in as time allows. Board to bring desserts: Post, Jane, Carroll, Trudi. Possible goodie bags if we have samples? Jane will come up with a PowerPoint to accompany presentation.

Lyndsie will not be running again. Neomi will reach out to Marianne as possible new board member, but Board is keeping open the possibility of Mallory (on committees, if not Board). Possibly Board could ask Mark Kimball. Steve may have to resign if we go ahead with expansion. Brooke plans to run again and remain as VP.

Need to warn members 2 weeks ahead of time about the meeting. Neomi will put together a postcard to send out to those who don't do email.

## **Board self-monitoring**

D2: Accountability of the GM

Neomi thinks the Board is doing very well.

Board self-rating: 4.75/5

## **GM FYI Report**

Sales numbers are unbelievable! 14% sales growth for the year. Big turn-around. Major factors: goal-setting, more accountability on staff, new produce case, one big produce customer plus Elm Hill Primary School as a customer, new dry produce racks.

Neomi is working with managers on achievable goals.

It's fun to be more involved in the community.

19 new members without even a membership drive.

Check-out could get more efficient.

Change for Change has gotten to a "sweet spot."

NCG Spring Meeting update: Ari Weinzweig of Zingerman's was the keynote speaker. Some beliefs that Neomi came up with: best customer service, town believing in itself more now, creating more space for customers to interact (could relieve staff from that role) while waiting in line. Front-end crew brainstormed on store culture (include this in newsletter). Neomi is working in improving safety with a new exit door to improve fire safety.

## **GM Monitoring**

B1: Financial Condition

Congratulations on getting over \$2 mil in sales. Hit it 3 weeks before end of fiscal year. Any questions on budget? Regarding new membership brochures: Neomi asks for input from Marilyn on where they should be categorized. She notes that we came in under on advertising and credit card fees. *Post moves to accept the B1 Monitoring report as submitted; Steve seconds. Motion passes unanimously.*

## **Open session**

Board is invited to Nickle Pickle's new restaurant. Caitlin mentions young professionals moving back into town.

**Recap - Neomi:** Email to Board (clarify lines of communication)

Felt we needed a reset going forward on expansion work. We hired the DC and Neomi wanted to listen to what they were saying, she felt they would give us a realistic picture. She says we have to know what we can afford and what kind of Co-op we're going to build down there first. Luckily, the prospective property is not on the market yet, so we have time to do some numbers work first.

*Lindsay moves to go into executive session with the invitation to join extended to Marilyn Scholl, Neomi, and Lucy; Brooke seconds; Motion passes unanimously.*

**Executive Session:** Expansion plans.

Board comes out of Executive Session at 9:01 p.m.

*Steve moves to close the meeting at 9:02 p.m., Post seconds, motion passes unanimously.*

**Next meeting: May 24th**

Respectfully submitted,  
Lucy Georgeff