

**Yahara River Grocery Cooperative
Board of Directors Meeting
Hall of Fame Room
381 East Main Street, Stoughton, Wisconsin
6:00 p.m. – 7:30 p.m.
Thursday, July 8, 2010**

Present:

President: Deb Piper

Vice president: Laura Anderson

Secretary: Dave Sharpe

Treasurer: Warren Kmiec

Directors: Wade Moder, Eric Borchardt, Todd Cieslak, Regina Hirsch, Spencer Warren

Also attending: Marlene Widra, and General Manager Jeanine Holzmann

Call to Order: The President called the meeting to order at 6:04 p.m.

Minutes: Minutes of June 24, 2010 were moved to approve by Laura as amended - Todd seconded. **Motion** carried.

Marketing report – Member’s suggestions: several comments had been received. The Board received them and several were referred to the general manager for consideration.

Conveyor Belt: Regina has a contract in hand. Dave **moved** we enter into the contract with K-Bid online Auctioneers. Laura seconded. **Motion carried.**

Grant Proposal: A pre-proposal is due in August. Deb suggested that the pre-proposal be written by a small group. Spencer and Regina would anchor the group. Todd and Wade also volunteered to help. We would need to see how the one-third match would be met. A **motion** was made by Laura to apply for this grant. Seconded by Eric. **Motion** carried.

Operations:

Minutemaide lemonade, Bagel Forever bagels, frozen broccoli, frozen strawberries, frozen green beans, conventional butter are new at the store. Mayonnaise, butter, sugar, frozen blueberries are on the docket for this week.

Cindy, Eric and I have discussed the \$5000.00 loan. We feel that since we just bartered \$550.00 worth of advertising through the Opera House, that \$600.00 could be set aside for advertising, \$1000.00 set aside for deli kitchen improvements. A plan with all the potential impacts that you have questioned will be presented at a later date. I was not able to pull together all you ask. Of the \$3400.00 remaining we would like to spend; \$1000.00 toward local vendors, \$400.00 toward HABA, \$2000.00 to be carefully spent at Certco. The majority will be used to replace products that are currently purchased through UNFI but can be purchased with a much better price through Certco. For instance: A case of Cascadian Farm frozen juice concentrate is \$11.00 cheaper than UNFI. A case of Bagels Forever is \$5.00 cheaper. These prices would-- in the case of Cascadian farm juice concentrate—raise margins up to 50 %.

If we can get our top moving items replaced by these same items through Certco, we can raise the store profit, even if we cannot raise weekly sales. I believe sales will continue to pick up word of our deli and slowly growing inventory starts to spread.

I am in the process of creating a cost comparison for our top moving products and the top moving items in the general UNFI community. Inventory is still in the works as well. Produce is the only dept that is finished of the hand entries. It has an inventory value of \$1670.00.

Treasurer's report: For the last four weeks sales have been increasingly stronger. The gift cards have been promoted in the eblast but there hasn't been a lot of response Our accountant would like us to go to a payroll company to handle the payroll alone. A report will be given at the next meeting.

Deb and Warren are meeting at Evergreen next week (Monday afternoon) with Dick and Michelle. At Summit they are looking at some help for us. Deb had information from Leadership Wisconsin Alumni Association to perhaps help on marketing.

Deli Proposal: Wade looked at utility cost increases and they appeared to be minimal. Labor and inventory would be the highest costs. Labor costs for Lora alone would be about \$150 a week more. A \$300 dollar increase in sales would be able to cover that increase. An additional employee would also be needed for hours Lora wasn't there. We discussed still needing a business plan, a potential contract with Lora and consideration that the plan would increase sales to be able to pay back the offered loan in addition to the needed inventory increases. There could be an 18-month payback on that loan. Additional information needs to be presented at the next meeting.

Laura **moved** we receive the \$5000 loan from which \$1,000 be held in reserve for the deli pending the business plan, \$1,000 be used for marketing and \$3,000 be used for inventory. If the business plan for the deli is not approved that money will go into inventory. A loan agreement will be signed and ratified by the board. Seconded by Eric. **Motion carried.**

Aug. 22, 2010 is a Board sponsored Staff and Volunteer appreciation party. \$40 per board member will cover the cost. An informal agreement was reached to do that. It is at Andersons starting at 6:30 p.m.

Regina **moved** to adjourn, Laura seconded. **Motion carried.**

Next Board Meeting:

6:00 – 7:30 p.m.

Thursday July 22, 2010

Giles Dow Room

381 East Main Street