

Finland Cooperative Board Meeting April 12, 2018

Present: Honor Schauland, Lindsey Dietz, Michelle Duhant, Kaare Melby (by phone)

Manager Mike Coyle (joining at 6:30), AM Karl Klinker (joining at 6:30)

Meeting called to order at: 6:15pm

MSP Lindsey, Michelle to approve March minutes.

Nothing to report on from the Treasurer. (Mike gives \$100 in back Board \$ and \$200 in round-up funds - Michelle will deposit)

CCF flyer - Lindsey and Honor still need to do this.

Membership and Governance - board sets date for Annual Meeting - June 27th, 2018 and approves letter to go out with Articles and Bylaws to membership ASAP.

- *Honor will check with CDS about whether mailing cancels out the need for ads?

- *Need to make a slide for the TV/ FB post

- *Copies of the documents at the store

- *Karl and Mike will check number of active members and report to board to help determine preliminary quorum for Annual meeting - will also check to see if that corresponds to folks with addresses.

- *Figure out sending an email to members

Managers report - NCBS has not been up to do a POS training. Elaine looked up something on markdowns on her own. Mike looked up how to do round-ups - but didn't figure it out. Manager on Duty is taken care of.

Karl gives Store Improvement project update - getting bids. Will send board more info on timeline when available.

Karl checked on Super One's coolers to see how they do produce. Will check in Duluth next week. Wrapping in plastic is helping, but not a sustainable long term solution.

Susie from the HRA emailed Mike with questions - hopefully is working on the grant.

Application for Scholarship was dropped off at store.

Karl is going to do a review for the first time - for Elaine. Cheryl's 90 day review will be coming up soon as well.

Mike gives the board forms for reviews of Managers.

Accounts receivable - had conversation with #25, will follow up soon. Otherwise things are slower and most people are paying. Mike wants to talk to #64.

Snapshot report - lots of bills paid yesterday and today. Trying to pay up everything because it's the fiscal year end. Cash flow is good.

(Karl leaves)

Discuss drawing - need pictures of the folks who win to put on Facebook and Slideshow.

Mike talks about the food show - Mike and Karl worked on order book and Savannah (Mike's daughter who is doing a school project with the store) came and helped and they got it all done before the show. Sue and Elaine filled out their own sheets and did movement reports. This helped a lot to have it done ahead of time.

Switching from Land O'Lakes to Schroeder for milk. Contract is up so switching back. Also getting Organic Valley milk too.

Working with employees to figure out where to get what items (Mason vs picking up in Duluth). They have a system with clipboards. Elaine knows how to do movement reports. Mike is teaching Wendy to do them too. They're getting the hang of the system.

Mike is having Karl do reviews so he can learn that.

Mike is going to start having Karl do fuel orders (no blends this time of year, so it's easier to learn right now).

Discuss markup on organic products. Mike says it's 35-37% on grocery in general. Tries to get organics on sale so they are a comparable price. Snacks are more like 40%. Certain things we target lower to move them. Refrigerated stuff is 37-40% generally. Discuss selling Nancy's Dairy Products at a lower margin to try to move them more.

Mike thinks that people like the TV. Sometimes they huddle and discuss the old photos.

<Mike leaves> <Karl comes in>

Karl feels it's been an easy month and things are going smoothly. Food show was a little stressful, but turned out well. Seems like better communication between employees and Mike more often lately. Have not had much time for the shelves, but has been doing a lot of other things, learning things while business is slow.

Discuss slideshow slide ideas. Kaare would like another memory stick to make it easier to update. Karl will try to get a photo of a drawing winner to make a slide/FB post with. Need to have another board/employee meeting soon. No pressing issues, but we should keep up.

<Karl leaves>

Discuss CCF and Co-op Scholarship. Approved Jenny Walewski's application for the scholarship. Honor will send her a letter.

Discuss possible interim board members since we are down to 5 people on the board. Honor will approach a person who has expressed interest.

Review forms - Board will fill Karl's form out at his review in September so Mike can put it in his file. Board will review Mike at next months meeting.

MSP Lindsey, Michelle to adjourn at 8:19.