

Fairbanks Co-op Market and Deli



Co-op Monthly Board Meeting

Mon Mar 20, 2023 6:00 PM - 8:00 PM AKDT

Chair- Hilary Shook, **Vice Chair-** Anduin McElroy, **Treasurer** - Brian Kassof, **Secretary** - Art Gelvin, **GM** - Amber Quesenberry

Attendance

Members

Remote: Art Gelvin, Hilary Shook, Anduin McElroy, Brian Kassof, Patrice Lee, Amber Quesenberry, Briana Walters

Guest Attendance

Mary Christensen, Cindy Jorgensen

1. Welcome - Meeting called to order 6:07pm

a. Check-in with Board Members


Quick round table to check in with everyone.

b. Read Mission Statement - Read by Anduin

Fairbanks Community Cooperative Market works for health and sustainability by providing healthful foods and products, promoting local suppliers, and offering consumer education in an open, community-centered environment, through a viable business.

2. Approve Agenda

Board Action/Outcome: Board Approval

 Board approved agenda and with minor edits to the Policy B1

3. Approve February Minutes

Board Action/Outcome: Approve

 Board approved minutes with minor changes

4. Owner Time

Board Action/Outcome : Listen

No Comments Mary or Cindy

5. Review Action Items

1. Hilary will reach out to a contact to facilitate a board retreat.
2. Look into a break even analysis.
3. Reach out to Charlie Sparks as a resource
4. Reach out to CDS to get more information, to accept a grant as a non-profit.

6. GM Reporting

Board Action/Outcome: Listen

a. FYI Report

- **Sales Growth:** -13%.
- **Average Basket Size:** \$46.82 (4% change).
- **Owner Sales:** 69% **Non-Member Sales:** 31%.
- **February Lend a Hand Donations:** \$2,008 for Fairbanks Animal Shelter Fund.
- Turning off the ability for owners who are not paid up with their membership to receive the 10%, has increased the number of members paying their membership in full.
- We have reached out to all local farmers to get ahead of this years orders. We are looking for increasing the amount and what other offerings that we can get for the produce section.
- Decline in shoppers: Starting March we are adding the flyer back in the Daily News-Miner. Radio advertising is currently out and switches monthly with another commercial content.
- Added ownership benefits: Owner only bulk sale 2x per yr; Owner appreciation days 4x per yr with stacked discounts; Giveaways- owners double their change to win; first to know about sales and promos with our monthly newsletters

b. Policy Report: Ends

- **Healthy Food** - We added more items to the Field Day basics program and now have over 200 items. Increased selection of breads offered, variety of local protein products (beef, chicken, and turkey). Sold over \$2 million dollars of organic products in 2022 and have over 209 gluten free items.
- **Growing our Local Economy** - Sales of local products in 2022 were over \$300,000, we made purchases from 58 local vendors and have a position dedicated to sourcing and partnering with more. We have 22 farmers who we get local produce from and make it a top priority to buy local first. We get the majority of our beef, chicken and turkey as well as eggs, milk and potatoes from Alaskan farmers. Local Love Events, which are on the first Saturday of the month October 2022- April 2023, where the vendors keep 100% of the profit.
- **Sustainability** - We utilize our culling program in the produce department towards our banana box compost program which several farmers pick it up on a regular basis. Cardboard is recycled on site with a designated dumpster and we reuse over 60% freight

boxes as a bag option for customers groceries. Our Delta AK milk provider uses recycled milk containers that get turned back into the store in the form of bottle deposit

- **Community** - Our Lend a Hand program continues to be something the participants depend on. Between Jan 2022 through December 31, 2022, the community donated a total of \$32,023.69 to local non-profit organizations. (<https://coopmarket.org/community/lend-a-hand/>)
- **Supporting our mission** - In 2022, all of our attention is on improving store margins while producing a healthy sales growth so that we can build a strong and viable business that prevails. We do this by providing our consumers with natural and organic products and include as many sustainably made, fair trade, and local produced items as possible.

 Board accepts the Ends Report as Compliant

7. Break

8. Committee Reports

a. Board Development

- Only one application for the board election, no new applications have been received even with the extended application deadline.

b. Executive

No Report

c. Finance/Audit

No Report

- Appreciated the financial report that was submitted for this month, it had a lot of information and represented what we have received in the past.
- Checked in with GVEA to find out progress of the grant process, no new information.

d. Board Governance

No Report

e. Outreach and Planning

- Briana attended a Farm Symposium in Delta with Robert Leach
- Discussion about annual meeting, concern about the number of events occurring on April 22. Getting a venue has been troublesome.
- Looking at the availability Pikes Waterfront Lodge or Centennial Hall for April 29th.

9. Board Discussions

- Discussion about what will happen when the number of board members will be down to only 5 members. This should be an agenda item for the upcoming annual meeting.
- Discussion occurred about the long term viability of the Co-op.

10. Closing - Meeting adjourned at 7:50pm

a. Review Discussions, Tasks and Assignments

b. Preview next meeting topics

i. Confirm next board meeting date: April 17, 2023

ii. Important Dates

- March 25 - Black Spruce Ownership Drive, 4 - 7pm
- April 22 or 29? - Annual meeting

iii. Absences next month?