

**Minutes of the
Marquette Food Co-op Board of Directors
April 17, 2018 Meeting**

Start time: Meeting was called to order by president Phil Britton at 6:00 p.m.

Roll call: P. Britton, M. Augustyn, H. Bush, R. Kochis, C. Morgan, C. Noordyk, C. Thompson.

Absent: None.

Staff: GM Matt Gougeon, Mary Moe, Kelly Cantway, Kat Eaton, Sarah Monte, Evan Zimmerman, Clayton Lesatz, Austin Dupras, Allan Dupras.

Public: Mary Pat Linck, Brice Sturmer.

II. Preliminaries:

(a) Approval of Agenda & Additions: The agenda was reviewed and no changes were made.

Motion: To approve agenda without changes (*motion by* M. Augustyn, *second* C. Thompson).

Action: *Motion passed unanimously.*

III. Consent Agenda: Consent agenda was reviewed and no changes were made.

(a) Approval of March Minutes without changes

(b) Approval of Annual Meeting Minutes without changes

(c) Electronic Communications

(d) L8 – Communication and Counsel to the Board (M. Gougeon)

Motion: To approve consent agenda without changes (*motion by* C. Noordyk, *second* R. Kochis).

Action: *Motion passed unanimously.*

IV. Public Comment Period: None.

V. Board Education (Velodrome): Brice Sturmer introduced himself as a co-owner of Velodrome coffee. He shared that his interactions with the MFC as a vendor have been very positive and discussed positive aspects of being a part of the MFC community. Sturmer shared about Velodrome’s mission and values and explained that Velodrome is a personally sourced coffee roaster and café. Innovations and upcoming products at Velodrome were also shared. The Board inquired about catering and delivery options. Sturmer explained that they have a mobile espresso cart and attend many local events. The Board thanked Sturmer for attending and sharing about his business and relationship with the MFC.

VI. GM Monitoring

(a) Store Report (M. Gougeon): The GM reported that the first quarter was a pretty good quarter and he anticipates showing strong numbers at the end of the month. He also reported on staffing changes. Dave Kalicheck is the new HR director, Matt Loos is the new Customer Service Manager, and Courtney Dalman is now the Assistant Produce Manager. GM attended the NCG annual meeting and noted that the main focus was customer service. He reported on consolidation and responses to competition in the market. Impacts on manufacturers and wholesalers were noted. Suppliers are offering more value to co-ops as purchasing increases. He reported that the NCG board is leading a “Moving to Higher Ground” initiative to help co-ops

respond to increasing competition. Change in leadership at NCG was noted. The initiative will focus on increasing relevance, leadership development, and functional integration. GM explained that the collaborative systems being developed by the initiative would not be mandatory for NCG participating co-ops. GM provided a draft NCG Participation Report to the Board and noted that the document is confidential. He explained that the report informs boards about their store's presence and performance in NCG. The final report will be provided to the Board President. GM also reported that the MFC received the Sustainability Star Award at the NCG meeting. Discussion was held about the opening of Meijer next month. The Board discussed opportunities to engage with owners.

GM reported that the MFC has conducted an audit of membership numbers. The MFC has 5,040 members. Moving forward, all owner accounts will be reported through Catapult.

Mary Moe reported about growth in first quarter in 2018. She reported that there were over 9,000 more shoppers in the first quarter of 2018 than the first quarter of 2017. The MFC has started staying open until 10 p.m. So far this month, sales during the extended hours have been good. Meal kit menu development continues and new offerings will be forthcoming.

VII. Outreach Reports

(a, b) Outreach Report & UP Food Exchange Report (S. Monte): The Board received a written Outreach Report prior to the meeting. Monte noted that Velodrome will be at the upcoming *Wasted* movie screening. Discussion was held about the Annual Meeting. Monte proposed that the Board consider having next year's event become an Annual Meeting and Owner Drive. She noted that she received a lot of calls from owners asking if they could bring non-owners to the event this year. The Board discussed the potential change and shared positive feedback about this year's event. Discussion was held. Family friendly menu suggestions and positive responses to having childcare at the event were shared. The Board inquired about Taste the Local Difference. Monte explained that Alex from Taste the Local Difference will now be able to demo the UPFE online marketplace with producers she meets with to help make connections in locations where UPFE may not currently have staff.

VIII. Second Public Comment Period: Evan Zimmerman shared suggestions for the Annual Meeting and suggested that the Board could sponsor Annual Meeting admission for new owners. The Board discussed ideas for ways to engage new owners at the event.

IX. Board Monitoring & Discussion

(a) Committee Reports:

(i) GM Evaluation (P. Britton, R. Kochis, C. Noordyk, C. Thompson): Did not meet.

(ii) Finance Committee (P. Britton, R. Kochis, H. Bush, C. Thompson): Met prior to this meeting and reported a profit from January to March of almost \$25,000, however it was noted that some adjustments are anticipated. Preferred share dividend checks went out. The Board discussed preferred share offerings.

(iii) Communications Committee (C. Noordyk, C. Morgan, M. Augustyn, H. Bush): Did not meet.

(iv) Elections & Nominations (M. Augustyn, H. Bush): Did not meet.

(v) Board Education & Orientation (C. Morgan, M. Augustyn, P. Britton): Orientation will take place this Saturday at 12 p.m.

(b) Update Directory: Directory will be posted on Slack. Board members are asked to confirm that their contact information is correct.

(c) Orientation Procedure Begins: Orientation starts on Saturday, April 21.

(d) Board Work and Action Items: None.

X. Third Public Comment: None.

XI. Closings

(a) May Assignments:

- i. Store Report (M. Gougeon)
- ii. Outreach Reports (S. Monte)
- iii. Set Board Calendar
- iv. Assign Monitoring
- v. Consent Agenda:
 1. Approval of April Minutes
 2. Electronic Communications
 3. L5 – Financial Condition 1st Quarter (M. Gougeon)
 4. GM Evaluation of the Board

XI. Motion to adjourn at 7:45 p.m. (*motion by C. Morgan, second C. Noordyk*)

Action: Motion passed unanimously.

Next Board Meeting: May 15, 2018 at 6:00 p.m.

Emily Weddle
Board Recorder