

**Bluff Country Co-op Board Meeting Minutes**  
Monday, February 14  
6pm – 8pm  
Community Room

Attendees: Krissy Rowland, General Manager; Alexa Shapiro, Administrative Assistant

Board Members Present: Jenn Baechle, Aurea Osgood, Kay Pedretti, Josh Datta, Jennifer Sanborn, Marie Perry, Brenna Curry, Laura Johnson

Board Members Absent: Ann Lichliter, Rose Dikel

TOPIC	DESCRIPTION	ACTION/OUTCOME		
		Yay	Nay	Abstain
Owner Member Forum	<ul style="list-style-type: none"> <li>No discussion was had.</li> </ul>			
January Task Review	<ul style="list-style-type: none"> <li>No tasks were carried over.</li> </ul>			
Review January Minutes	<ul style="list-style-type: none"> <li><b>Josh</b> motioned to approve the minutes. <b>Jennifer</b> seconded.</li> </ul>	7	0	1
Committee Updates	<ul style="list-style-type: none"> <li><b>Finance:</b> This committee didn't meet this month.</li> <li><b>Owner Outreach:</b> This committee is focused on the 50th anniversary. They are looking for artists to submit applications for the mural in the alleyway. The application is available on the website and closes near the end of March. The board discussed having a separate 50th anniversary party in addition to the AOM. They discussed logistics of the anniversary party, including a budget, entertainment, sponsorships, and dates and times. The Finance Committee asked for a budget proposal by April. The board also discussed marketing options for the mural.</li> <li><b>Food Equity:</b> Krissy signed the DUFB contract and submitted it. Once that is submitted, the board will submit the waiver to SHIP to secure that grant funding. The Winona Community Foundation grant will be submitted later this week once the Outreach Coordinator receives information from the fiscal partners. The committee also discussed sustained funding ideas, including an annual gala.</li> <li><b>Board Development Committee:</b> This committee didn't meet this month. They will be meeting with Leslie from Columinate soon to discuss the board retreat.</li> </ul>			
Review B1: Financial Condition, Ends Interpretation	<ul style="list-style-type: none"> <li><b>B1 Financial Condition:</b> There are some incorrect numbers that have not been reconciled yet. This impacts the net assets and current assets. The report will be updated once the correct information has been received. Sales growth is down but will improve slightly with updated numbers. This is likely due to short staffing and staff on-boarding that impacted store operations. Inventory was not done for a</li> </ul>			

	<p>number of months due to short staffing as well. All fresh departments will resume inventory this month. Aldi also has likely cemented some of the co-op's customer base. Sales are still strong, but supply chain issues are still impacting the co-op.</p> <ul style="list-style-type: none"> <li>○ <b>Jennifer</b> motioned to wait to approve B1 until the updated numbers have been received. <b>Kay</b> seconded.</li> </ul> <p>● <b>Ends Interpretation:</b> CoPos doesn't pull numbers prior to January 11, 2021, so the ends interpretation is missing 10 days worth of data. Local sales increased, likely due to supply chain issues. Sales to owners percentage did stay consistent to prior years. There was some new owner equity compared to last year with a 6% increase. SNAP sales have increased. The average hourly sale dropped due to high turnover with more entry level wages for new staff members.</p> <ul style="list-style-type: none"> <li>○ <b>Jennifer</b> motioned to approve the Ends Interpretation. <b>Laura</b> seconded.</li> </ul>	8	0	0
GM Update	<ul style="list-style-type: none"> <li>● <b>GM Update:</b> EBT sales have continued to increase. There is a new labeling system for GMOs, which have been rebranded to BEs. The co-op was minimally impacted by this because of the focus on organic foods and were able to change branding quickly. Dividends checks have been sent out, with seven donated back to the co-op and one donated back to the community foundation. The bookkeeper is working to switch vendors over to ACH/EBT payments. January sales were down by 1%. The co-op received over 3,000 cards for the St Judes card collection program. Krissy talked with Julie at the Community Fund. They will be doing a Round Up at the Register in March for the Community Fund in addition to an owner drive. This year's drive will include some additional strategies to increase owner sign-ups. <ul style="list-style-type: none"> <li>○ <b>Jenn</b> motioned to approve the GM update. <b>Jennifer</b> seconded.</li> </ul> </li> </ul>	8	0	0

Tasks	Responsible Party
<ul style="list-style-type: none"> <li>● Provide a budget proposal to the Finance Committee by April for the 50th Anniversary Celebration and AOM</li> </ul>	Owner Outreach Committee
<ul style="list-style-type: none"> <li>● Update B1 once Ellen responds to financial questions</li> </ul>	Krissy