

Board of Directors' Meeting Notes

for May 15, 2017

Board of Directors Present: Ofelia Alvarado, Nate Bazydlo, Andi Briceno, Derek Casady, Jamie Decker, Tasha Dewey, and Stephanie Mood. Staff: Juliet Guzman, Gloria Isselhard, Jim Kase. Guests: Philip Gianopulos.

New Business

Jamie made a motion that the Board of Directors (BOD) approve the following resolution: The Board of Directors of Ocean Beach People's Food Co-op, Inc., at a regularly scheduled meeting of the board on May 15, 2017, hereby resolves that James Kase, Interim General Manager, and Jamie Decker, Chief Financial Officer, be authorized to sign all documents on the new café operating checking account at North Island Credit Union, a division of California Credit Union. Derek seconded. Vote: passed unanimously.

Ofelia requested that board members notify her or the board Vice President the day before if they cannot attend a board meeting. She remarked that six of the nine members are required to be present to constitute a quorum.

Outreach and Education Committee

Andi was elected chair of the Outreach and Education Committee.

Mandy Havoik, a parent from Ocean Beach Elementary, submitted a donation request for the school's planned organic garden.

Andi made a motion to recommend to the BOD that People's donate \$500 to the O.B. Elementary Garden Project for one raised garden bed. Stephanie seconded. Vote: passed unanimously.

Andi read thank you letters from the Climate Action Campaign and the Doors of Change for donations that they received from People's.

Planning Committee

Stephanie was elected chair of the Planning Committee.

Stephanie reported that the topic for May Board Study will be the recently opened C Squared Café, located adjacent to the Skagit Valley Food Co-op in Mount Vernon, Washington. Jim Kase will make the presentation.

Ofelia reported that the deadline for submitting applications for the position of General Manager at People's was April 30.

Nancy reported that the deck on the second floor of the new café will be poured and the doors installed this month. There were no water leaks during the last rain storm. Jessie reported on a grant People's received, which will help offset some of the costs of staff training for the café.

Ofelia reported that a representative from The Imperial Beach Healthy Grocery Initiative attended the 2017 California Co-op Conference in San Francisco and found it very informative.

Nancy reported that Walter Robb, former co-CEO of Whole Foods Market, made a presentation at the April meeting of the California State Board of Food and Agriculture.

Finance Committee

Stephanie reviewed the April financials. Total revenue was up .76 % for the month and down 2.39% year-to-date compared to 2016. Total cost of sales was down 5% for the month and down 4.8 year-to-date. Gross profit was up 11.9% and up 1.8% respectively. Sales per paid labor hour was \$88.57 compared to \$89.85 in 2016. Labor to sales for April was 23.88% and 24.5% year-to-date.

Total utilities was down 6.78 year-to-date. The Co-op's duplex property showed net income and the café property had the usual expenses.

Stephanie made a motion that the BOD approve a donation of \$500 to O.B. Elementary for one raised bed for their garden project. Jamie seconded. Vote: passed unanimously.

Stephanie made a motion that the BOD approve \$978.32 for replacement of a receipt printer for one of the registers. Andi seconded. Vote: passed unanimously.

Interim General Manager's Report

May 2017 was Owner Appreciation Month at People's with Co-op owners having the opportunity to pick one shopping trip and receive a 10% discount. Last May we had our more traditional Owner Appreciation Days. The good news is that this year, more of our owners had the chance to be appreciated, and the Co-op gave over \$12,000 more in discounts compared to 2016. Owner Appreciation Months however, don't seem to bring the same level of excitement as Owner Appreciation Days, and month to month sales comparisons were down about 3%.

The Kitchen Manager and Office Manager of People's café began their work, diligently handling the myriad of tasks necessary to prepare for opening. Menu development is well under way and many of the internal fixture work is being completed. The O.B. Garden Café is starting to look like the architects' drawings and excitement is building among staff and shoppers alike. The next round of hiring is scheduled for mid-July at the earliest.

Kids and adults alike enjoyed the free Mother's Day card making event in the Co-op's Community Room on Saturday, on May 6. I'm sure many Moms appreciated the handmade cards that have that personal touch. Saturday, May 13 was World Fair Trade Day and People's partnered with local business Dr. Bronner's to sample and demonstrate products featuring certified Fair Trade ingredients. May 20 was People's annual Spring Arts and Crafts Fair and people got to shop for a wide variety of handmade items on a beautiful sunny Saturday.

People's Human Resources Manager, Jessie Lamb, attended a national HR conference for food co-ops held by the National Cooperative Grocers. She proudly represented Ocean Beach People's Organic Food Market and presented a workshop about conducting wage audits. May also saw the hiring of the Co-op's new Produce Manager, Mike Barry. Mike is an expert at finding great deals on certified organic produce, bringing a mouth-watering variety of farm-fresh fruits and vegetables to People's.