



**Morrisville Food Co-op Board Meeting - FINAL APPROVED**

**April 26, 2021 5:30 p.m. - 7:00 p.m.**

**Google Meet Link: <https://meet.google.com/pzv-oqwm-vqv?authuser=0>**

Present: Taylor, Beth, Jack, Mark, Larry, Rachel and Cari

Guests: Susan and Scott Weathers

Absent: Elaine & Kelley

**1. Approval of March 22, 2021 Meeting Minutes** - Mark motions, Larry seconds, all in favor, minutes approved.

**2. Welcome Scott Weathers**

**Scott is a potential board member.** Scott Weathers is focused on legislative/policy and emerging alternative protein industry. His past experience with advocating for plant based products partnerships with large food companies.

**3. Committee Reports:**

**a. Nominating Committee (Larry)**

In July & August, the Nominating Committee needs to start up to find replacements for board members whose terms are coming to an end. The MoCo annual meeting is in October and the new board members need to be voted in.

**b. Managers Report [Manager report](#) (Taylor)**

Sales are still increasing, basket size is in mid-\$30 to mid-\$20 a year ago. Must be diligent in planning strategically, especially given our once in a lifetime SBA Loan to get a return on these proceeds.

We are looking to re-open the Deli, dubbed moving forward the “Café”. Eric, who has a culinary background as grocery buying will be spearheading everything for the café. Taylor is working on plumbing and builder, general contractor and electrician. The goal is to be open at the end of May with salads, sandwiches, wraps and gazpacho.

Permit is likely to be required, General contractor will pull the permits. Renew food service license.

Taylor is currently looking for full-time bookkeeper, wants benefits package and full time.

Another food company in Vermont called MoCo LLC. We will be using our legal name is Morrisville Food-Coop in all marketing materials, logos and name.

Taylor is Contacting the city for signage within the city limits, at the intersection of Pleasant Street and Main. Re-doing messaging at display board down at the rail trail. The Co-op wants to assume responsibility for the maintenance and upkeep of Pleasant Street and a portion of the LVRT.

Corn Roast will happen August 18! Bournes and Copley were sponsors in past. Lamoille County Ford and Lamoille Chevrolet will each donate \$250. Taylor is hoping to make this a bigger event. West Farm will supply all of the local organic corn and throughout the season.

#### **c. Financial Report [reports](#) (Beth)**

Inventory was perfect, even though staff were paid and the door was closed. We know the inventory figure on the balance sheet is corrected. We are entering the cost of goods properly in Quickbooks, it is just the adjustments that are a struggle. SBA Loan has come in. Everything has been up to date with accounts payable and Beth does not want to touch them again, except to pay back loans. SBA loan does not have be paid back until 18 months. P-L sheet, personnel and cost of good sold are main expenses. Café will have its own profit center, with extra staff. Mark would like to see assumptions for Café. Proper financial governance requires financial goals. Board discussion needs to happen.

#### **4. Discussion:**

All agree that Monday 5:30 works for monthly meeting. Executive Committee would just meet once per month to develop agenda. Member Loan, Nominating Committee and Capital Campaign Committee will be important moving forward.

Include member-owners in decision making. Look at long-range goals and how committees could support that vision. One board person per committee with 3-5 members and Jack suggests this should be brought back, in engaging members.

#### **5. Executive Session:**

Mark motions, Larry seconds. All in favor. 6:45

Discussion of Board Recruitment and Employee Performance Process and Review

Mark motions, Larry seconds, out of executive session 7:10

Larry motion, Mark seconds, meeting complete at 7:11

**To Do:**

All - Review Board Governance [Four Pillars of Governance](#)

All - Read - [Business starts with Why](#) by Simon Sinek and review [TED Talk](#)

All - Read [Getting to Yes](#) by Roger Fisher

All – consider meeting in person, consider meeting in an off-site ½ day meeting/annual retreat to consider these bigger questions related to strategic planning, what is the why? Get board members to get ownership of vision

Cari - Create spreadsheet with board terms. Get sheet which specifies board member when their terms come up.

Cari - Send Taylor updated contact list (Complete 5/10/21)