

**Ozark Natural Foods**  
**December Board Meeting Minutes**  
Tuesday December 13th, 2016  
6:30 p.m.

Board Members Present: Joshua Youngblood, Colleen Pancake, Ben Ozanne,  
Danielle Dotson, Hayden Henningsen, John Bailey

Board Members Absent: Tuesday Eastlack

Staff Members Present: Mike Anzalone, Gary Cook

**Consent Agenda:**

October 25, 2016 Minutes:

- Motion to approve minutes was **made, seconded and passed unanimously.**

**Floor Reports**

President's Report:

- Met with GM twice and vice-president Ben joined the meetings.
- Board excited about Co-op advocacy in legislative issues on a city and state level; recommended a committee to look at advocacy issues and fieldwork; Idea should be considered by board within the next several months.
- Suggested the board discuss ONF direction and the evolution of board policies during reviewing and to improve reporting.

GM Report:

- ONF is working with students from the Walton School of Business (UA) to do a study of end-caps and the effects that various marketing/changes of end caps has on sales.
- December 1st the Homestead Store opened and has had a great response. There has been a lot of press and community excitement. The partnership with Fayetteville Farmers Market has also been very successful. Approximately 600 people came to the opening of the market and sales have been positively impacted.
- There has been a 16.5% sales growth in Farm & Garden, 45.6% in Pets and the store also hit \$218,800 in sales in one week.
- The Annual P6 Dinner had 115 people attend representing 45 businesses.
- ONF was able to contribute \$1200 to help open "Dill Pickle Co-Op" in Chicago Illinois.
- Total store sales will hit \$1,000,000 this month, better than forecasted.

## Reporting and Board Decisions

### B9-Sustainability

- Report submitted as 'non-compliant' and request was made to board to meet with GM to clarify definitions and goals as well as preferred report parameters.
- GM stated that the board could best support his new role with discussions about reporting that can be validated through data.
- GM requested that board allow him to write the interpretation of the report and then use it as a goal he can work toward.
- GM also requested further discussions regarding GM reporting and assessing the requirements and goals of each policy category that requires it; board agreed this would be beneficial to have clearer goals and quantitative analysis for validation.
- GM stated that presentation of the ENDS policy would be made at the next Policy Committee meeting on Monday, December 19, 2016
- Recommendation was made to accept the report contingent on the submission of a Sustainability report in 2017.

**Motion to accept the B9 report of non-compliance with an expectation to have a report the next calendar year was made, seconded and passed unanimously.**

### Approve Committee Charters

- Board received Committee Charters via email in advance of the meeting for review.
- The Board discussed the charters and possible changes.
- **Motion** to approve Policy, Perpetuation and Linkage Committee Charters was **made, seconded and passed unanimously.**

### ENDs Policy

- Danielle presented the ENDS policy changes with one slight wording change by staff.
- The Board discussed new "ENDs" suggestions.
- Motion to approve ENDS as presented with edits was **made, seconded and passed unanimously.**

### Treasurer's Report

- Danielle reviewed credit card charges and Board budget.
- Danielle and Gary will meet quarterly to review Board budget.

### Disclaimer for Owner Comments

- John Bailey presented two versions of a disclaimer regarding Owner Comments.
- The Board discussed both options and made slight changes.
- **Motion** to approve Disclaimer with amended language was **made, seconded and passed unanimously.**

## Discussions

### Patronage Refund Recommendation

- GM recommended Patronage Refund rate for 2016 at 0% due to negative net store sales for that year.
- Law requires that cooperatives return a minimum of 20% of retained patronage only if profit is made.
- **Motion to have 0% patronage refund of 2016 due to expected 0% net profit was made, seconded and passed unanimously.**

## Board Policies for review/discussion:

- D.6-Board President Role
- D.13-Records Policy
- D.7-Vice President Role
- D.8-Secretary Role
  - D8 Secretary role was sent to the policy committee to review the section that "assures directors have a complete meeting packet. Digital methods should be accounted for.

## Upcoming meeting dates

- January Meeting-January 24th, 2017

## Meeting adjourned at 8:15pm and moved to Closed Session

### Closed Session Agenda:

- Growth Opportunities
- Financial Review

Owner Attendance

Linda Ralston

Conner Corley

Tonya Ray

### Owner Comments

#### *Disclaimer*

*Owner comments are a welcome line of communication between owners and the board.*

*All owner comments are the personal views and opinions of the named owner and do not reflect the ownership as a whole. The board does not guarantee a response or rebuttal owner comments. The board takes all owner comments under advisement.*

Linda Ralston stated that she feels Mike Anzalone should not have been hired as GM. Linda feels Mike acted 'illegally' during Staff Strike in June 2012 and therefore should not be the GM.

Board rebuttal to Linda's comments: Josh clarified that there was no evidence that Mike Anzalone acted "illegally" and feels her statement is a false allegation against Mike. The Board does not agree with the statement that Mike did anything illegal during his time as store manager.