

**Ozark Natural Foods**  
**February Board Meeting Minutes**

Tuesday February 26th, 2019

6:30 p.m.

Board Members Present: Joshua Youngblood, Ben Ozanne,  
Elizabeth Quinn, John Bailey, James Selvey

Board Members Absent: Danielle Dotson, Connor Corely

Members Present: Mike Anzalone, Lisa Garrett

**Consent Agenda:** Motion was made to approve consent agenda and carried unanimously.

**Floor Reports**

President's Report:

- Ben and Mike will be visiting 'blue zone' communities to study and learn more about the health habits of communities where many people live to be over 100 years old.

GM Report:

- Mike introduced Lisa Garrett as the new Marketing Manager. Lisa was previously employed at the co-op and returned to school to pursue her degree. She is now in her new role. There have also been admin changes including Tanya Ray being promoted to HR Manager and the Store Manager gave his two-week notice.
- New building update—contractors being interviewed with a decision at the end of the week. The engineers and landscape architect has been hired.
- A CDS consultant performed an in-person market study and will review services, products, etc. to drive sales.
- Lisa will be conducting a 6-question owner survey over 700 transactions for a shopping behavior study.
- NCG has a Operational Budget Template Tool that Mike and Gary have started using and will begin to replace the co-op's current tool in the next few years.
- Patronage Checks are getting close to being mailed out with 1,717 checks of \$5 or more being sent to owners which will return \$22,000 in patronage and retain \$44,000.

**Reporting and Board Decisions**

B1-Staff Relations

- The Board received and reviewed the report prior to the meeting.
- The Board reviewed the report, asked questions and discussed.
- **Motion** to accept B1-Staff Relations as presented was **made, seconded and passed unanimously.**

Perpetuation Committee

- The committee is hosting a Meet & Greet with the Board at Pinpoint in Fayetteville.
- Attendees can meet the board and learn more about becoming a board member.
- Event takes place March 7th from 7-9pm

Owner Outreach Committee

- The committee is planning the dates for the three remaining Dinner with the Board events this year.

- The committee is also assisting with the Meet & Greet at Pinpoint.

#### Policy Committee

- John reported that the new handbook should be ready by the March meeting.
- John presented a few grammatical and formatting changes to *D8-Board Monitoring*.
- **Motion** to approve changes to policy D8-Board Monitoring as presented was **made, seconded and passed unanimously**.

#### **Discussions:**

#### CCMA Attendees

- Board determined Ben Ozanne and James Selvey will attend the CCMA meeting in June.

#### Crime & Fiduciary Insurance

- Mike made a recommendation to the board to renew the 'Fiduciary Insurance' and drop the 'Crime Policy' .
- **Motion** to approve renewal of fiduciary insurance was **made, seconded and passed unanimously**.

#### Board Education: Pricing Structure

- Mike presented ONF's pricing strategy to the Board. This strategy is based on the co-op finding its niche in the market and includes offering the basic necessities as well as identifiable products at competitive pricing while enacting a variable margin to spread out the difference over thousands of products.

#### **Board Policies for review/discussion**

- D5- Board Monitoring

#### **Meeting Evaluation**

#### **Upcoming meeting dates**

- March 26th, 2019

#### **Meeting adjourned at 7:50pm**

#### **Owner Comments: No owners in attendance**