



Hub City Coop Board meeting
May 21, 2018
White Oak Management Board Room

Present: Cyn Massey, Laura Barbas-Rhoden, Tracy Stapleton, Beth Cecil, Chris Stokes

Absent: Ginger Goforth, Bill West

Staff Present: Tony Foley

Call to Order 6:45pm

Minutes from April 2018 approved

General Managers Updates:

- Refer to GM Report
- We are up year-to-date by 1.4% owner shoppers

Community Owned (Operations):

- Refer to GM Report
- 50% of the conventional products are now in stock and on the shelves
- CoPAS and Credit Card integration halted
- Average income ranges from \$90,000 – 98,000. Target \$140,000
- Profit margin variable throughout store, but average around 33% margin
- UNFI average expense \$7,000 – 8,000 per week. Have finally asked Rep to come by and give added support to help increase sales

Community Owned (Financials):

- Refer to GM Report
- Need to hire a Supervisor/Grocery Lead person
- Utilized about one third of IRDC funds. Anticipate one more large withdrawal for final product conversion.

Community Governed:

- **Tim Meade resigned his position as President of the Board. Motion was made to accept his resignation. All in favor.**
- Officers Elected: Laura, Pres.; Beth, VP; Cyn, Treas.; Stacy, Sec. Motion was made to accept this nomination. All in favor.
- Nominating Committee: Welcomed Chris Stokes to the Board for three year term

Love to Shop & Community:

- Planning for big promotion of Memorial Day grilling items
- Catering continues to be strong. Produce sales increasing. Grocery sales down. Health & Beauty starting to increase with new product mix on the shelves.
- Laura will put together a template for Tony and Staff to use for brainstorming and scheduling in-store events.

Value: Trust, Fresh, Healthy:

- Will move forward with promoting new conventional products, lower pricing, and new local vendors.
- Several TV spots scheduled for community health segments

Other Business: Not at this time.

Executive Session: Not at this time.

Next Meeting: Monday, June 25, 2018

Adjourned: 8:00pm