



Ideal Green Market Cooperative
34988 County Road 39, Pequot Lakes, MN 56472
Located in Ideal Corners (CR16 & CR 39 on CR 39
www.idealgreenmarket.com / 218-543-6565

MISSION: To provide access to local, sustainable and healthy food and products.

Board of Directors:

<input checked="" type="checkbox"/> Jason Baca (2017)	<input checked="" type="checkbox"/> Tiffany Elste (2018)	<input checked="" type="checkbox"/> John Plein (2017)
<input checked="" type="checkbox"/> Geoff Davidge (2017)	<input type="checkbox"/> Dave Endicott (2018)	<input checked="" type="checkbox"/> Abbie Schramm (2018)
<input checked="" type="checkbox"/> John Ehlert (2016)	<input checked="" type="checkbox"/> Dan Kayser (2016)	<input checked="" type="checkbox"/> Dan Yavner (2016)

Barb Mann, Co-op Coordinator

GUESTS:

MINUTES - Monday, July 20, 2015, 7pm at the Co-op Store

Welcome / Introductions

1. MINUTES OF JULY 6

- Reviewed and approved by Board.

2. TREASURER'S REPORT

- Presented by JP. Reviewed and approved by Board.

3. NEW MEMBER – OWNER ACTION per Applications:

- New members: Karen Goodenough and Pat Wiggins.
- DY moves to approve members, TE Seconds. Board moves to approve new members.

4. COMMITTEE REPORTS

- Executive: No meeting took place, no report.
- Finance : No meeting took place, no report.
- Human Resources: No meeting took place, no report.
- Ad-Hoc Committees

d.1 Promo/Membership

- Promo committee met. Presentation for Crow Wing Power Community Trust Impact Grant is coming up on July 23.
- Dividing up membership list and encouraging them to talk to neighbors and get another member.
- Newspaper ad decided to be too costly.
- Ad a craft fair element to the Saturday farmer's market on Saturday, August 22.
- We've confirmed that it's fine to use Old Milwaukee lot on Saturday mornings.
- If it goes well, we will look into adding it once per month.
- JP moved to received report, GD seconded. Board voted to receive the report.

d.2 Merchandising /Product Development

- Pulled together the UNFI first order. Not placed but with Rep for reviewing and applying first order discounts. Just over \$6600, trying to keep it a conservative order.
- Initial order is all pre-packaged goods

- Worked to pick known and trusted brand names
- Local goods order will come later
- Tiffany will put together paperwork needed for buying from local vendors
- Barb has some examples from the Co-Op in St Joes we can use as a template
- We need a manager with some expertise on finding the correct price points
- Geoff moves to approve the order, JB seconds. JP would like to discuss.
- Orders are cash on delivery
- Our UNFI account is set up and approved.
- Barb will scan in and provide copies of the UNFI contract and paperwork
- DY suggests we modify the approval motion to empower the products committee to approve orders as necessary to get the business up and running.
- The amendment is seconded by TE. The board votes to approve.

5. OLD BUSINESS

a. Member Loan Program

- Trying to determine what group governs co-op loans
- MN Dept of Commerce employees didn't know Co-Ops could issue member loans
- Barb suggests checking out the food co-op member initiative.
- Barb will send TE some contact info for other co-op members
- GD provided TE some existing info we had.
- As we establish a member loan program we should establish a written dividend policy
- Assuming TE can determine what the legal rules are by next meeting, she will prepare a template loan document.
- JP raised the question of if we want to consider selling shares to raise capital
- If we start selling shares it could expose us to more risk, how are we going to apportion voting?
- We have a concept for Class B shares in the incorporating documents.
- If not voting rights or dividends, how do we incentivize people to buy Class B shares.
- Board agrees to focus on member loan program for the time being.
- We should start discussing a dividend policy in upcoming meetings.

b. Letter of Understanding w/ Landlords

- TE was working on loans, hasn't finished.
- TE Needs a copy of the final lease, Barb will send it.

c. Plan Review

- Dept of Ag assigned us an officer.
- Sink placement ok
- Epoxy flooring is not acceptable.
- We need to reconfigure prep table to avoid it being open to the public. Need a half wall division between retail space and prep.
- Our options are tile or rubber. State suggests going with the smaller tiles. We do not need a licensed installer for that, just someone experienced and knowledgeable with installing.
- We are resubmitting with:
 - a half wall the height of the counter to separate the prep table from the retail space.
 - Tile instead of epoxy flooring
 - JB motions to approve resubmission, TE seconds, the Board passes.

d. POS

- \$89 per month for support with free hardware
 - We have to sign 3 year contract to use their payment processing
 - Reviews show a lot of complaints about add on fees for that system
- Primarily interest in SMS system that Harmony Foods in Bemidji
 - \$17k for that system, but good reviews and two places nearby that use the system and

can offer assistance

- GD moves to table until we hear about Crow Wing Power grant, Tiffany seconds.

6. NEW BUSINESS

General Manager staffing strategy

a. Establishment of Operational Policies

- Human resources committee needs to meet

NEXT MEETING: Monday, August 3, 2015, 7pm

ADJOURN