

**Daily Groceries will be a welcoming place to shop and work. Intentionally sourcing food; nourishing a kind, engaged community.**

Daily Groceries Co-op - Board Meeting-Mon. July 13th 5:00 PM - Virtual/Conference Call

In Attendance: Kara Brown, Hether Frayer, Tom Reynolds, Will Hodges, Landon Bubb, Theo Horne, Liz Solomon, Amelia Herb, Molly McClintock

I. Approve July 2020 Meeting Agenda - Liz motion to approve, Amelia seconded, approved.

II. Approve Minutes From June 2020 Meeting- Tom motion to approve, Amelia seconded, approved.

### III. GM Report

#### A. General Manager Updates

- Earth Fare is open, Kara will go check it out tomorrow
- Online store is popular and streamlining our whole process
- Coop Basics rollout in August with Flagpole ad
- Coupons will be automatic
- One employee resigned; had been on leave; friendly terms by their choice
- Talking with Joe Barnes about staff morale and culture
- Continue family meals, hazard pay, and partial unemployment
- Moving to expand hours if possible
- Customers adapting well to door service model
- Haven't hit a ceiling yet for ability to fill online orders, good thing!
- Now we can parse out quantity of online orders done each day
- Automatic price lowering happening for member special orders
- Working on margin strategy
- Bringing in new products that we never could before because of price
- Working on being a leader in the grocery community with how to function in this new reality
- Earth Fare is carrying Field Day and not any private label, our pricing will be better on those products
- Still working on PPP forgiveness application
- Liquidity is still in good shape
- Meat and Bulk continue to grow over PY
- Retained earnings improved, probably due to lessening equipment depreciation
- Closed May: current ratio compliant; days of cash on hand good; debt/equity ratio still not in compliance
- Departmental margins are excellent
- Bread is under margin, should get better
- Meat benefits from looking at it on a quarterly basis due to larger purchases
- Wholesale margin needs adjusting and sorting
- Continuing to learn and grow into equitable labor compensations

- Attending webinars regarding issues impacting nationwide coops
- Attending trainings with UNFI and software companies
- Reading relevant literature
- Will asks how much the PPP loan is and that smaller loans will probably be forgiven
- Discussing the recipients of Daily Change
- Liz prompts discussion of expediency of door service

#### B. [GM Monitoring](#) - Ends Policy

- Last revised April 2019
- In compliance and striving to improve further
- Daily has embraced these changing times
- Food is a great unifier
- Welcoming place to diverse community
- Welcoming and caring place for employees
- Customer survey was encouraging on many levels
- We are part of people's shopping habits
- Happy that our pricing is about to improve
- Customers and members are continuing to verbalize gratitude for the safety measures we have in place
- Updated legal compliance language
- Intentionally sourcing food and offering that info to customers
- We use local vendors for services needed in the store ie: refrigeration, cleaning, etc...
- Bread is entirely local, produce is largely local, many national products from coops
- Nourishing a kind, engaged community
- Triple bottom line of People/Planet/Profit
- Growing our community with new members at double-digit growth
- Community kindness
- Local benefits and accepting EBT
- Roundup at the Register...dividing monies through non-profits and the community...raising over \$13,000 since November 2018
- We have 31 sponsored members
- Amelia motions to accept, Landon seconds, approved

#### IV. Board Report

##### A. Vacant Board Seats - Potential Applicants - Fall Election Planning

- Caroline Singletary submitted application
- Sage has seemed interested, but we have not yet received application
- Grace is nervous to apply
- Landon is now Vice President
- Liz and Amelia are both resubmitting to continue as Board Members

##### B. Board Policy Monitoring Discussion (If needed) [Review Policy](#) C6 Officers

##### C. Open Discussion - Member Engagement and Capital Planning For the future.

## V. Member Forum

- Molly has a pitch for the board
- Mutual aid initiatives nationwide are developing
- A Free Fridge
- A good match socially-minded-wise, central to many neighborhoods, lots of visibility for the coop
- Kara makes the point that even if it is not possible AT Daily, perhaps we can help make connections, thinks the idea is lovely

## VI. Misc

### A. Board bios needed to Theo

- Still need Tom and Will

### B Next Meeting August 10

- Brought up needs for Annual Meeting...how? When? Bylaw requirements?
- Hether mentions that they did a successful virtual one and has many ideas and suggestions

## VII. Executive Session called with board only