

Anacortes Food Coop Board Meeting

SaviBank Meeting Room

October, 18, 2022

The meeting was called to order by Phil Cohen at 7:02 PM.

Present at the meeting: Phil Cohen, Tim Heiner, Gloria Shelton, Debra Craig (Zoom), Sara Holahan, Shawn Bell, Virginia Heiner, Ronald G. Brightman, Susan Lamb and five members on Zoom.

Reading of the Minutes was waived. Only Tim Heiner had read the Minutes and he indicated that he had no additions or corrections. The rest of the Board has not reported back to the Secretary.

Treasurer's Report: Sara reported that sales have dropped during October. August and September sales were down, as well. Not sure why. Last year se received a break on taxes so the numbers looked better. The goal is \$18,000/month gross sales. To support our expenses in the new location projected sales are \$24,855/month and 6 new Coop members. This would result in a profit margin of 1-2% for investment.

Money to fund the move and re-opening expenses will come from donations and short-term loans from Members and supporters.

Old Business: Phil reported on the current status. Our current lease is up on Oct. 24th. The Board is working on a draft lease with Dane Armstrong for space in the old NAPA building across the street. Donated coolers from SVCC are being stored in the NAPA building and the plan is to store contents of the current store there, as well. There will be a moving sale, details to be announced. Volunteers are needed to help inventory and move the store contents. There is no work list for what needs to be done to decommission the current store. Volunteers can show up on Sunday or Monday and help out.

AFC has been awarded a grant from the Washington State Dept. of Agriculture in support of our role in promoting sustainable agriculture in the area. To access the funds, paid invoices for equipment covered in the grant must be presented for reimbursement. That means we need significant amounts of cash up front to receive the benefit of this grant.

There are delays in occupancy and operation of the new facility. Since the building has never had a Health Permit for any sort of operation regarding food, we're starting from square one. The issues are around plumbing and are being actively worked on now. The new permit carries a \$500.00 fee.

Shawn reviewed the new store layout and answered questions. Entrances and doors were discussed. Parking off-street was discussed.

There is general agreement that produce and dairy items need more space. A walk-in cooler was discussed. We need to have unique items in our store that are not available anywhere else in town. This will draw customers to us.

Virginia asked if shoplifting was a problem. Shawn discussed our meeting with a security specialist from the APD about mirrors and cameras. Shoplifting has not been a significant problem.

Ronald asked why the Health Permit was so expensive. This was covered above. Shawn is concerned that we will have to allow dogs in the store.

Larry will be available with his truck to help move.

Virginia likes the lower shelving that we currently have. She can't reach tall shelving.

Phil discussed the need for a lighted sign. The new location will be in a position to get drop in shoppers from nearby businesses: Zap, Les Schwab, Island Hospital and Island Optometry. Another marked crosswalk in the area would be a big help, allowing walkers to cross Commercial more easily.

Sara will start the Go-fund-me page right away.

Gloria discussed the impact of merchant fees on AFC's bottom line. Members can help by paying for their purchases with cash or a check, rather than a credit card. This saves hundreds of dollars a month. She also asked members to look for a few additional items that they can add to their Coop shopping list. Increasing sales by our members will be necessary to help AFC reach its sales targets and afford a more expensive new location. With inflation on everyone's mind, remember to use your Membership Appreciation discount to save 10% on your purchases. The new location will have more access to bulk products which are a great way to buy sustainably and save money.

The meeting was adjourned at 8:44 PM. By Phil.

Respectfully submitted,

Gloria K. Shelton

AFC Board Secretary