



September Board Meeting Recap — by James Kloor, Board President

On September 5 the Board of Directors met at the Arcata Community Center to receive reports on how our Co-op has been doing over the last months, and to discuss the focus of the coming Fiscal Year.

GM SEARCH - In the world of the GM Search Committee I can share that the board has completed reference checks for all the top candidates and will be meeting this week to review those reference checks and ultimately decide who to make an offer to. We hope to announce our choice by mid-October and are still on schedule from our original workplan drafted / adopted way back in January 2019.

ELECTIONS - Kirsten Lindquist won the employee election and will be on the ballot for ratification by the general membership. For the two general-member board seats we have three candidates running, Laura Wright, Joaquin Estrada and Roger. They're all great candidates and I look forward to seeing who the membership chooses. I'm really happy to see folks running for the board – and am excited to serve with whomever the membership chooses. Be sure to cast your ballot and include your voice in this democratic process!

FINANCIALS - FY20 Q1 financials were strong and showed a net profit of \$64,000. That's the third straight quarter of profits, and even better, the third straight quarter of increasing profits. It's one thing to have profitable quarters, it's another to have increasing profitability. We're still a bit down in sales, yet we're doing a fantastic job of controlling expenses. Q1 has just a few weeks of the new hot bar in Eureka included – I'm curious and hopeful to see how Q2 shapes up. At the November Finance Committee meeting we'll be presented with a 6-month roll-up report on the Eureka Deli remodel + upgrades – to get a sense of the true cost and if it's meeting our initial goals and benchmarks.

ANNUAL BUSINESS PLAN - The business plan is a robust document that communicates from the General Manager to the board what the business plan for the Co-op will be over the next year. A massive, and much welcomed shift, is the integration of our strategic plan into the business plan. Each of our 5-year strategic plan goals: Community Hub, Racial and Social Equity, Environmental Responsibility, Cooperative Economy, Robust Local Food System and Financial Viability are called out in the business plan, with actions / tasks listed that relate back to the overall business of the Co-op. The bulk of the emphasis in this year's FY20 business plan is to invest in operations that generate revenue or cut expenses for a positive net income. Financial Viability is at the forefront of everyone's minds. We have movement being made on all our strategic plan goals, with an emphasis on Financial Viability – marrying the triple-bottom-line approach to business that I feel we do so well.

Please join us for the **next board meeting Thursday, October 4** from 6-8 pm at the Jefferson Community Center in Eureka. You can see the other meetings that we have coming up on the Board Calendar(<https://northcoast.coop/calendar/>). Full minutes from the September board meeting will be available in the October Board meeting packet. You can get a copy of the board packet at the customer service desk about a week before the board meeting, or by email if you request it by emailing emilywalter@northcoast.coop.