

Spiral Natural Foods
Annual Meeting Minutes
October 12, 2022, at 6:30 pm

Location of Meeting: City Hall Meeting Room & Via Skype

Attendees: Tammy McGinn, Pete Macaroni, Annie Zastera, Leigh Arnoldy, Jenni Garlough, Dina Sagan, Jenn Bierma, and Matt Malecha

Members: 11 members

Absent:

Call to Order at 6:30 pm: Tammy motioned to call the meeting to order, seconded by Jenni. The motion was voted on and passed.

Plea for last chance to vote for Board Members and then started with Matt's report

Matt's Annual Store Report:

- Last year we were in the old space and the meeting was delayed in hopes of some good news but none came. Last year was a hail mary report for help
- We found out right after the annual meeting that there was hope and we could just move over
- Old space was 2,400 square feet and New space is over 5,292 square feet
- 1st Quarter, we've gained 8 staff, 28% increase in sales, 25% more customers, 2 ft more aisle per row, lots more products!
- Last year in sales we did approx \$1.2 million. This year we are shooting for about 2% more profit
- Our net income this past year was in the negative because of the expansion
- We were able to get \$27000 from round ups and donations toward the expansion
- We went over net income, assets, etc.
- Overall, we made a lot of investments in the store in visibility and improvements
- We had projected 2% increase and we're looking at actually around 1.7%. We're still looking good but know that expenses will go up in the next few years
- Deli is open Monday through Friday for lunch
- We're here to provide things, all you have to do is ask

Tammy's Board Report:

- This was a huge year for the co-op but talk actually started years ago
- We realized we needed to change and grow but the plans and options changed so many times along the way
- The board has ramped up quite a bit, even meeting weekly
- The biggest thing is the support and community to make our new co-op GROW!
- People even stepped up at the end to just ask how much we needed and donate
- Thank you to everyone who helped along the way
- Also, Matt has been amazing throughout this whole process
- Now is the fun part about talking about what we want the future to look like
 - Community outreach
 - Classes
 - Partnership
 - Products

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- What else?
- We've raised \$88,000 of the \$90,000. It's not too late to donate or get preferred shares. The campaign is open through Dec 31
- We have a strong Board but there is always space for new opportunities. Start thinking about how you could help. The board is the voice of the membership

Matt Wrapped Up:

- Thank you to the staff and board members who helped in the store move. We were able to move in 48 hours!
- The wellness section lost some of the shelving parts because they were stolen but the new parts just came in
- The time the board members put in this year was big with all the meetings, emails, calls, texts, and papers.

Upcoming events:

- Bulk Sale Oct 22-23 20% off
- Wellness Sal 1st Thursday of the month 10% off
- Know your Co-op 3rd Wednesday of the month
- Turkey sign up NOW
- BOGO Dec 13-Jan 3

Questions:

- Marketing? - It was built into the budget but we aren't at the point where we can actually pay for it. It's in the long term goals

Votes:

- 174 Votes were cast
- All on the ballot got votes but none got the majority necessary to be a full-fledged member - They will fill-in for this year and run again next year
- Michelle, Amanda, Jenni, and Annie

Tammy motioned to adjourn. It was seconded by Pete, voted on, and passed. The meeting closed at 7:18 pm.

The next meeting is scheduled for November 9, 2022, at 7:00 pm.