

Spiral Natural Foods  
All Member Annual Meeting Minutes  
October 26, 2021 at 6:00 pm

**Location of Meeting:** Upstairs Meeting Room at Fireside Social House and Zoom

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

**Other Attendees:** Two Store Employees, 10 Members in person, 7 Members virtually

Called to order at 6:33 pm

**General Manager Matt Gave Update:**

- This is our first year as full members of NCG
- We've gained 169 new members this year
- We have a total of 1643 members in our Co-op
- The store has been doing well, without cooler outages and power issues!
- In looking at our numbers, keep in mind that Spiral has been running in the negative by a lot for years. So even though we are still technically negative, we have made huge strides for improvement
- Bulk products are slowly coming back, and we've been able to have more in stock. COVID still makes it a challenge to order or maintain some things though. We've added new items and the co-op deals have been great at opening up options.

**Board President Tammy McGinn Gave an Address:**

- We are grateful for all of the members, the board, staff NCG, Matt, and especially Matt's connections and ability to draw from other co-ops
- Our membership growth this year has been awesome
- While our original campaign plans haven't exactly gone as planned, we are thankful for being able to pivot. Overall, we are working towards a bigger and stronger co-op no matter what happens
- The board is constantly working on monitoring policy and working closely with Matt
- Our Campaign is still going strong

**Matt Continued With Looking Forward:**

- Matt gave a reminder that the board puts in a lot of time and effort in keeping things rolling. He also acknowledged our store employees. Both groups have done a great job rolling with constant changes and working hard.
- At current, we have raised \$45,000 of the needed \$500,000 for the capital campaign.
- There has been an offer put in on purchasing the whole of the current building, creating questions and unknowns as to what that means for the co-op. We don't know who would like to purchase the building but we do know they would want the whole space.
- The reality is that with our current numbers, especially with COVID as a factor, we don't have the money to counter offer to try to purchase the whole building right now.
- We just got this information and are trying to keep the membership as up to date as possible as we go forward

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- We are actively looking at all options and trying to be creative. We don't want to just move to just move and be in the same place in a few months but we also don't want to close.
- Unfortunately, this store isn't like a clothing store or something where you can just move racks and shelves. There is coolers, plumbing, electrical, and more no matter where we move
- How you can help at this point is SHOP. You can still buy C-Shares, give member loans, donate money, and tell your friends to shop

**Membership Questions:**

Can we create a legal entity that would own the co-op to open up loan options?

- While that would be an option, we don't have people who are volunteering money to do that

Is there any Department of Agriculture Grants?

- There are typically only \$5,000-\$15,000 grants and they are very limited. With those, they are typically for non-profit organizations

Is the new offer final?

- There isn't anything officially signed and closed yet

Are we good until April if the purchase goes through?

- The new owners could try to buy the Co-op out of our current lease if they wanted but we wouldn't be required to agree

Are there any rights that we have or legal avenues as a tenant?

- Possibly! We are looking at any options

Even if we purchase somewhere else today, wouldn't there still be a gap where we wouldn't have a building?

- That is a potential reality. We are trying to think of creative ways to stay open. If we would need to move, we could also be creative about possibly selling limited items during a move.

Are non-members shopping? Would that help?

- Right now about 64% of our shopping is from members. Any shoppers help the process.

What square footage are we looking for?

- We currently have 1,780 square feet of store and 400 square feet of back space. We would ideally like to have 5,000 square feet for store space and 2,000 square feet for kitchen, office, gathering space, etc. We could go slightly smaller but also want to keep in mind that we need space to grow otherwise we won't be able to get the income necessary to fund this move.

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With a large membership and a staff and board that are tapped out, how do we actually help?

- We have a communication committee on the board that is trying but it's just the board right now. We love members to help with committees, ideas, and time. We have ebbed and flowed on the back end but we are rallying right now and are asking for help. If you have ideas, time to give, or want to help, you can email the board. We are also seeking professional help to see if that can help. And again, buy c-shares, give member loans, shop at the store

Matt and Tammy Wrapped Up:

- We've struggled in the past but we meet problems head-on and grow each time.
- We are NOT throwing in the towel or giving up even though it may look like doom and gloom
- We actually have been told we have to move out of our space previously and found a way
- We are trying any creative options out there
- Back in 2018, there were 3 buildings spaces available. One sold, one was less desirable, and one is our current location. As we were looking for this current expansion, we didn't have many other great options.
- New construction isn't off the table but is not as appealing due to construction costs and such delays in any supplies

The meeting ended 7:32 pm