

Spiral Natural Foods  
Annual Meeting Minutes  
October 15, 2023, at 1:00 pm

**Location of Meeting:** Carpenter Nature Center & Via Skype

**Attendees:** Tammy McGinn, Pete Macaroni, Annie Zastera, Leigh Arnoldy, Amanda Olson, and Matt Malecha

**Members:** \_\_\_\_\_ members

**Absent:** Jenni Garlough and Michelle Gallo

Call to Order at 1:00 pm: Tammy motioned to call the meeting to order, seconded by Leigh. The motion was voted on and passed.

There was the final plea for the last chance to vote for Board Members, and then started with Matt's report.

Matt's Annual Store Report:

- This past year, we gained 140 new members. We currently have 1904 active members.
- 2019-2020 we lost 5.39%. We became profitable in 2020-2021, 2021-2022 we did better, and this past year we actually made a 31% profit
- \$9200.53 were rounded up for nine different round-up locations (2 places were done twice). We are doing our best to give back to the community!
- We added the sandwich counter finally! It has been a goal since the start. It just wasn't feasible until around September. Now it's boomed.
- We now have a baked goods program. Chocolate chip cookies have been flying out the door!
- Spiral Gift Cards are now available! Previously, it was a co-op branded gift card. Any old gift cards need to be used before December 31, 2023. Use them now!
- Co-op doors are still in process but should be done soon. We received the wrong items but are in the process of having accessible doors. We want to be inclusive to everyone! We originally wanted to open the entrance and remove the little vestibule, but the structural changes and costs were just too much.
- We have increased wages. We had to catch up to the current times. We increase starting wages, and post our current wages so it's transparent and clear, and are hoping to create a more fair and equitable place.
- Sales are booming! We've done BOGO sales, UNFI member sales, Fresh Cut Fridays, and Wellness Thursdays. Owner sales have continued and increased.
- We have ramped up our newsletters and online presence. Cassie has taken over all of those things because Matt can't do it all. She has done a great job!
- We have had the best sales ever! \$1.6 million in sales this year
- With more sales comes more costs – Employee wages, occupancy expenses, credit card fees, administrative expenses, Board expenses, and advertising are just a few things
- Fiscally, we are still down overall, but with the expansion and everything expected, we are actually doing great.
- For the future – We initially considered buying the building outright from the start but didn't have the cash on hand. There is an option built into our lease to purchase the building in years 2 and 5. We are nearing year two and are nowhere near ready. While

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we could look at loan options, it's more complicated and not going to happen now.  
Maybe as we get to year 5, we will be ready!

Tammy's Board Report:

- It's nice to see such a great turnout today! It's vital to have people be involved in the co-op.
- Every co-op has struggles to find board members. We are no different
- The co-op is a chance to all own this together and take pride in our community!
- We do our very best to run democratically.
- To run for the board, you don't have to actually have board experience. We learn on the job and from other members.
- Tammy has seen the whole range of health of the co-op, but we keep going. We truly are the Little Co-op that Can!
- Be involved, ask questions, engage
- Our mission this year was to engage with the membership. We will continue again this next year being in the community.
- Thank you for all your support. Keep engaging!
- You don't have to be on the board to help!!! You can join in any board meeting, help on committees, and help with projects anytime.

Questions:

- Could we rent the empty space next door for events, education, etc? Possibly! The owner wants to rent it, but it's open now.
- Deli options for dinner? Sales have previously shown that they slow down later in the afternoon/evening, but we could re-look at a second dinner time to be open.

Votes: We needed a minimum of 50 to be elected

- Brandon Lovejoy - 82
- Jessica Settergren - 85
- Katya Rouzina - 78
- Amanda Olson - 81
- Leigh Arnoldy - 86
- Sue Taylor - 1

Trivia:

- There were fun trivia questions about the Co-op played by all in attendance

Tammy motioned to adjourn. It was seconded by Pete, voted on, and passed. The meeting closed at 2:00 pm.

The next meeting is scheduled for November 12, 2023, at 1:00 pm at the Co-op.