

Board Second Facilitator Annika Metcalf called the meeting to order at 6:07pm.

Board Present: Jeanne Kaufman, Annika Metcalf, Sam Budusky, Matt Poli **Board Absent:** Theresa Haywood (called in), Chris Ettori (arrived at 6:40) **Staff Present:** Jeffrey Reel **Guest Present:** None

Annika asked for a motion to approve the minutes from the March meeting. Jeanne so motioned. Sam seconded. The motion passed unanimously.

Committee Reports

Finance Committee with Matt Poli

- The Finance Committee met on 4/20/22 via Zoom
- Present Jeffrey Reel, Marsha Hopkins, Matthew Poli, Jeanne Kaufman, Sam Budusky, Chris Littler
- Marsha reconciled PTO. All employees are now on an accrual basis.
 - Jeffrey followed up with each staff member with the new policy.
- Depreciation for Catapult is over 3 years on a 200% declining balance depreciation schedule and the system went in in January so this fiscal year will carry a large portion of the total.
- Prepaid rent caused a vicious cycle with a month's rent sitting as a payable but we don't actually owe rent. No way to get rid of it, and it's inflating AP by \$4207.50.
- Membership Income was moved to common stock and is up from the previous year.
- Added a category to COGs for the kitchen, and broke the cooler down into "cooler items" and "purchased prepared".
- Accountant selection
 - It was discussed that the Co-Op continue to use the same service as it has; no alternatives proposed.
- Inventory
 - Accountant used an inventory from January 2021, but another count was done in April 2021. Marsha will send the new information to the accountant.
- The Coop will be moving to QuickBooks Online because the 2019 version the Coop currently uses is expiring.
- Chris noted that Q4 of FY22 vs FY21 looks pretty good. There was a \$2k loss but it was 25x more the previous year and it's always the toughest quarter for the co-op.
- Jeanne noted the Finance Committee Charter requirement to have one or two member/owners on the committee. Matt will stay on after leaving the Board and Chris may stick around a bit longer as well.



- Matt recommended whoever takes the role over to take better minutes of the meetings and noted that it's really hard to take notes and lead the meeting.
 - Jeanne said not to beat himself up; he had done a fine job.

Board Development Committee with Theresa Haywood

- Theresa called in from a conference she was attending.
- Apologized for not holding a meeting yet.
- The Annual Meeting is coming up. She is hoping to hold a virtual meeting on 5/5 and 5/12 to discuss the RYP Mixer (5/15) and Annual Meeting from 6-7pm.
- Theresa will email everyone the dates.
- She spoke with the Shriners. Her contact isn't on their Board anymore, but he said he'd pass the request to use the lot next to the Coop for the Mixer onto the powers that be.
- Theresa is going to clean up the lot a bit before the event. Matt volunteered to mow it..
- She also poke with longtime customer Shawn Babcock about joining the Board.
- She complimented Jeff about how nice the outside notice board looked.
- Theresa printed out flyers to advertise Board membership.
- She thanked everyone for accommodating her this meeting and signed off.

PG Reports

Policy Name & Number: C-3 Agenda Planning Policy Type: Board Process Last Revisited: 4/23/2020

Director: Jeanne Kaufman Submitted on: 4/28/2022

Policy text copied below:

We will follow an annual agenda that focuses our attention upward and outward.

- 1. Our annual governance cycle will run from January to December.
- 2. We will create, and modify as necessary, an annual calendar that includes the items mentioned in this policy, membership meetings, Board training schedule, monitoring schedule, and the GM evaluation and compensation decisions as outlined in our Board-Management Relationship policies.
- 3. Throughout the year, we will attend to consent agenda items as expeditiously as possible.
- 4. We will limit the amount of meeting time taken up by monitoring reports, discouraging discussion unless the reports indicate policy violations, or the policy criteria themselves need review



Rutland Area Food Coop Board of Directors Meeting 4.28.2022 | 6:00 pm

- 1. Is this policy clear? What does this policy mean to you? (Yes/No/Comments) Yes, It lays out the framework around how we conduct the Board Business.
- How has the board been IN compliance?
 We follow the annual calendar and limit the amount of time given to monitoring reports.
- How has the board been OUT of compliance?
 We do not usually have consent items on our meeting agendas
- 4. Overall, has the board been in compliance? Yes
- 5. Is this the policy that we want? (Yes/No/Comments) Yes

Recommended changes (if applicable). None at this time

Discussion:

- Annika said she liked the part about limiting the time during meetings to discuss the policy reports if there aren't any violations.
- Matt agreed. If everyone agrees, he doesn't see a need to dissect everything.
- Sam wondered if the policy should specify January-December and thought the Board had discussed this different timeline previously.
- Jeanne said as she was looking though DropBox, she found two different calendars. She thinks we're currently using the correct calendar.



Policy Name & Number: C-4 Board Meetings Policy Type: Board Process Last Revisited: 5/25/2020

Director: Jeanne Kaufman Submitted on: 4/28/2022

Policy text copied below:

Board meetings are for the task of getting the Board's jobs done.

- 1. We will use Board meeting time only for work that is the whole Board's responsibility. We will avoid committee issues, operational matters and personal concerns.
- 2. Meetings will be open to the membership, except when executive session is officially called.
 - a. We may occasionally use executive session to deal with confidential matters as long as the purpose of the session is stated. When possible, announcement of executive session should be on the published agenda.
- 3. We will make decisions in accordance with consensus, as required by the by-laws
 - a. SECTION 5.4 DECISION MAKING. DECISIONS AT MEETINGS OF THE BOARD SHALL NORMALLY BE MADE BY CONSENSUS, ATTEMPTING TO RECONCILE DIFFERING POINTS OF VIEW BASED UPON THE PURPOSE, MISSION AND BEST INTERESTS OF THE CO-OP. ANY DECISION MADE BY CONSENSUS SHALL BE DEEMED TO BE INCLUSIVE OF A VOTE IN ANY REQUIRED PERCENTAGE. IF, IN THE OPINION OF A TWO-THIRDS MAJORITY OF DIRECTORS PRESENT, CONSENSUS CANNOT BE REACHED THROUGH DILIGENT EFFORTS WITHIN A REASONABLE PERIOD OF TIME AND THE ISSUE REQUIRES IMMEDIATE ACTION, THEN SUCH ISSUE MAY BE DECIDED BY A TWO-THIRDS MAJORITY.
- 4. The Meeting agenda will be determined by the Board Facilitator, and may be modified at the meeting by consensus of the Board
- 1. Is this policy clear? What does this policy mean to you? (Yes/No/Comments) Yes, the policy is clear and direct. The policy directs us to self-monitor our meeting agenda and content.
- 2. How has the board been IN compliance? The Board follows the agenda, is responsive and actively listens to the meetings content. We do not stray from the meetings topics. Any executive sessions are added regularly to board agendas. We actively make decisions and record those clearly in meeting minutes.
- 3. *How has the board been OUT of compliance?* I do not believe we are out of compliance.



- 4. Overall, has the board been in compliance? Yes
- 5. Is this the policy that we want? (Yes/No/Comments) Yes

Recommended changes (if applicable). None at this time

GM Reports

Policy Type: Ends Policy Title: A – Ends Date: April 28, 2022 Jeffrey Reel, GM

The Policy Reads:

Because of the Rutland Area Food Co-op, our community will have:

- Affordable access to natural, whole and minimally processed and packaged food items and other products that form the basis for healthy and ecological lifestyles.
- *A market for local, regional and other cooperative producers of food and other household and personal products.*
- *A community building and educational center where owners and other patrons can work, shop and learn together and empower each other.*
- Support for and cooperation with other individuals and organizations whose purposes are similar to those of the Co-op.

Because Policy A-Ends is largely aspirational in nature, I report compliance with all four subsections.

• Affordable access to natural, whole and minimally processed and packaged food items and other products that form the basis for healthy and ecological lifestyles.



Affordable Access:

- Organic-quality food is typically more expensive than conventional products;
- Bulk helps lower that cost to the customer;
- Finding sale items and passing those savings along to members and customers;
- Offer discounts when members/customers purchase by the case;
- Working with Rutland Welcomes, providing Halal-quality meats for resettled Afghani families and individuals. Lowering the price point of the meats to make them more affordable. Also offering bulk grains/beans at reduced price;
- The store accepts SNAP/3SquareVT benefits program;
- 7% Sundays
- WIC: Women, Infants & Children. Accepting WIC cards would require offering dozens of select items on our shelves, many of which we do not/would not normally carry. It would require separate software for making transactions at the register. We would have to coordinate our UPC codes to align with those under the WIC program. Checking out would require two separate payments: one using the WIC card; the other requiring cash or other card for those items not qualified under the WIC program (the vast majority of products in the store). The time and work involved does not seem workable for our store but I do not wish to turn away WIC-qualified mothers. So, although we do not honor the WIC card for transactions, we instead offer a 10% discount on products store wide for holders of WIC cards (excluding alcoholic beverages and items sold on consignment). This avails WIC-qualified customers to far more products and it also does not draw down the amount on their WIC cards. They can use another card or cash to pay for their purchases. Signs have been posted to this effect;
- The Co-op offers various discounts over the course of each week: Monday 10% discount on supplements for members of the Co-op; Wednesday senior discount for all customers; month-long discounts on select products for members; miscellaneous discounts on products for all customers.

Aspirational:

Organic-quality food continues to remain costly for the average member/customer, so we remain diligent in seeking out the best-quality food at more affordable pricing. Qualifying as a Member in NCG would contribute toward that effort. We would gain access to a better pricing structure in general and more month-long sale items.

• A market for local, regional and other cooperative producers of food and other household and personal products.

The Co-op currently supports over 150 Vermont-based vendors / businesses / products, and we continue to search for additional local businesses to work with. (See Appendix at the end of this Report.)

• *A community building and educational center where owners and other patrons can work, shop and learn together and empower each other.*



During my tenure, and dating back at least as far as the beginnings of the Covid pandemic, the building has not been used/offered as an educational center. The store has remained opened as a business during that time where owners and other patrons have been able to shop. [Caitlin, who has been employed at the Co-op for years, does not recall classes/lectures at all.]

Aspirational:

The footprint of the Co-op includes a sizeable institutional kitchen and meeting room. Liability issues aside for the moment, I will explore how we can best use this space, either by offering classes or offering the meeting space for outside organizations. Small lectures can be sponsored and, in my mind's eye, I can see short videos shot on site and posted on our media pages, including website. The video equipment is available.

• Support for and cooperation with other individuals and organizations whose purposes are similar to those of the Co-op.

The interests of the Co-op are wide ranging: from food justice to social justice issues (human rights, animal rights, the environment...), so we are intimately intertwined with many organizations regarding local, state, national and international concerns.

"Support for ... "

The Co-op is working with Rutland Welcomes. We have been the receiving dock for donations of food, furniture and other furnishings for Afghani families / individuals resettling in the greater Rutland area. We are also making available Hala-quality meats and offering deeper discounts for staples.

Community Cupboard: The Co-op has been fundraising for Community Cupboard for the past six months. Donations have trickled in using the tear-off tickets available at each register. On April 5th, I replaced the tickets with a POS "Round Up" button which allows customers to round up their purchase to nearest dollar as a way to increase donations. This increased donations from an average of \$20/week to \$250/week.

Aspirational: Using "Round Op," the Co-op will select a different organization to financially support on a quarterly basis. (Rutland Rec; Humane Society; DISMAS; Rutland Parent/Child Center; after-school programs; organizations addressing homelessness; World Kitchen...)

"Cooperation with ... "

The Co-op is benefitting from its association with NOFA (Northeast Organic Farming Association of Vermont) and cooperating with its surveys.



Vermont Farm-to-Plate: Responding to a request from VFP, we compiled/submitted a list of Vermont-based vendors / businesses / products we regularly work with.

I would like to add "Support from "

The Co-op has received, and continues to receive, support from NOFA, NFCA (Neighboring Food Coop Association), the Middlebury Coop and the Upper Valley Coop. Middlebury and Upper Valley have provided their sales data to help me determine product selection for resets in freezer/cooler; Middlebury has provided a freezer and produce cooler; and both continue to make themselves available for all questions, all in the cooperative spirit.

<u>Appendix</u>

April, 2022 Rutland Area Food Co-op Vermont Products/Vendors/Distributors

Beer, Cider, Mead & Wine

14th Star Brewing, St. Albans Burlington Beer Company, Williston Citizen Cider, Burlington Fiddlehead Brewing, Shelburne Frost Brewing Co., Hinesburg Hermit Thrush Brewing, Brattleboro Lost Nation Brewing, Morristown Rutland Beer Works, Rutland Shacksbury Cider, Vergennes Shelburne Vinevard, Shelburne Zero Gravity Brewery, Burlington Prohibition Pig, Stowe Four Quarters Brewery, Winooski Long Trail Brewery, Bridgewater Corners Bent Hill, Braintree Upper Pass, Stowe Catamount, Winooski Foley Bros, Brandon Green Empire Brewery, Colchester Hogback Mountain Brewery, Bristol

Beverages

Champlain Orchards, Shoreham Shrubbly, Hinesburg Upstate Elevator Supply Co., Burlington Kimball Brook Farm, North Ferrisburgh Long Trail Brewing Co., Bridgewater Corners High Culture Brewing, Middlesex Aqua ViTea, Middlebury Kingdom Kombucha, Sheffield Corina's Switchy, Norwich

Coffee

Mocha Joe's, Brattleboro Brio Coffeeworks, Burlington Snowcap Cold Brew, Colchester Vermont Coffee Company, Middlebury Abracadabra Coffee Co., Woodstock

Bread

Klinger's Bread Co., Burlington Great Harvest Bread Company, Burlington La Panciata Bakery, Northfield Red Hen Bakery, Middlesex Three Bears Bakery, Orwell Vermont Tortilla Company, Shelburne Against the Grain Gourmet, Brattleboro Mirabelles, South Burlington



Cheese

Blue Ledge Farm, Leicester Crowley Cheese, Mount Holly Boston Post Dairy, Enosburg Falls Vermont Creamery, Websterville Lazy lady Farm, Westfield Von Trapp Farmstead, Waitsfield Neighborly Farms of Vermont, Randolf Center Grafton Village Cheese Co., Grafton Shelburne Farms, Shelburne Vermont Farmstead Cheese Co., Woodstock Consider Bardwell Farm, Pawlet Spring Brook Farm, Reading Cobb Hill Cheese, Hartland Maplebrook Farm, North Bennington Plymouth Artisan Cheese, Plymouth

Dairy & Eggs

Vermont Yogurt Co., Orwell Ice House Farm, Goshen Cabot Creamery Cooperative, Cabot Little Flower Farm, Middletown Springs Stagg and Doe Organic Farm, Florence Maple Meadow Farm, Salisbury Lucas Family Farms, Orwell Butterworks Farm, Westfield Gammelgarden Creamery, Pownal Green Mountain Creamery, Brattleboro Larson Farm and Creamery, Wells Monument Farms Dairy, Waybridge Earth Sky Time, Manchester

Frozen Meals

Half Baked Pizza, East Arlington The Vermont Spatzle Co., Arlington Gracie's Tamales, Waitsfield Goodman's American Pie, Ludlow Vermont Bean Crafter, Warren Grandma Millers, South Londonderry Earth Sky Time, Manchester Vermont Fresh, Proctorsville

Ice Cream

Eco Bean and Greens, South Burlington Strafford Organic Creamery, Strafford Wilcox Ice Cream, East Arlington Leonardo's Gelateria, East Arlington

Grab & Go Foods

Joe's Kitchen (Screamin' Ridge Farm), Montpelier Sherpa Foods Himalayan D'Lite, South Burlington

Meat, Poultry, and Seafood

Hamilton Cattle Co., North Chittenden Squire Family Farms, Tinmouth Misty Knoll Farms, New Haven Walnut Hill Farm, Pawlet Stonewood Farm, Orwell Vermont Salumi, Barre Lucas Family Farms, Orwell

Pickles and Fermented Vegetables

Flack Family Farms, Fairfield Sunja's, Waterbury

Tofu and Tempeh

Rhapsody Natural Foods, Cabot Vermont Soy, Hardwick



Produce

High Mowing Organic Seeds, Wolcott Alchemy Gardens, Shrewsbury Champlain Orchards, Shoreham Deep Root Co-op, Johnson Dutchess Farm, Castleton Evening Song Farm, Cuttingsville Laughing Child Farm, West Pawlet Yoder Farm, Dorset Blume, North Clarendon Understory, Bridport

Grocery

Backvard Gardens, Florence VT Chaga Chai, Rutland Luce Farm, Bethel Food to Live By, Londonderry Sugar Bob's, Rutland Garuka Bars, Burlington Healing From Foods, Brattleboro VT Smoke & Cure, Hinesburg Krueger-Norton, Shrewsbury Shaker Maple Farm, Starksboro Bee Humble Apiaries, Castleton However Wild, Shaftsbury Butterfly Bakery of VT, Barre Rabble Rouser, Montpelier VT Salsa Co., Morrisville Fox Meadow Farm, Mt. Holly Bove's, Milton Foster Farm. East Calais VT Maple Granola, Castleton VT Tea & Trading, Middlebury Owl Food, Brattleboro Castleton Crackers, South Woodstock Benito's Hot Sauce, Montpelier Drew's Organics, Chester Food to Live By, Londonderry

<u>Bulk</u>

Back Roads Granola, Brattleboro Bee Humble Apiary, Castleton Nitty Gritty Grain Company, Charlette Spring Lake Ranch Therapeutic Community, Cuttingsville Yoder Farm, Danby

Raiche's Vermont Made Salsa, Ira Vermont Hills Teriyaki, Cuttingsville Sugar Bob's, Pittsford Supplements: Luce Farm, Bethel Sunsoil, Burlington Upstate Elevator Supply Co., Burlington Elmore Mtn Therapeutics, Elmore Champlain Valley Mushrooms, Orwell Urban Moonshine, Burlington Body Care: Elmore Mtn Farm, Morrisville Green Mtn Tick Repellant, Dorset Crystal Garden Herbs, Bethel Dancing Barefoot Farms, W. Pawlet VT Bee Balm, Craftsbury VT Soap Co., Middlebury

Miscellaneous

The Mountain Times, Killington Black River Produce, Springfield Provisions, Internat'l, White River Junction Foley Distribution, Rutland Green Screen Graphics, Rutland Lesser Distribution, Waitsfield



- Rearranged message board for better communication with customers.
- Spoke with a building inspector about hosting events/classes. The building is not ADA compliant. The inspector suggested the Co-op host classes/events anyway, until someone shows up that can't access the meeting space.
- Annika commented that she thought the WIC offer that the Co-op is now offering is awesome. And she loves the round up idea.
- Matt led the Board through the decision tree for the report. It was accepted as in compliance and as the policy the Board wants.
 - Matt reiterated based on the C4 Policy, if the Board arrived at the meeting having already read the report, Jeffrey wouldn't have to read through the report during the meeting, and the Board could just go straight to the decision tree.

Monthly Updates

Facilitator Update with Chris Ettori

- Quick update on Board Recruitment:
 - Steve Moreau has applied, but the Board will wait to vote him in until the Annual Meeting (along with anyone else who wants to join the Board) so that new members can sit for an entire term.
 - Chris has reached out to Shawn B. a number of times, inviting him to Board meetings, but he has yet to attend.

GM Update with Jeffrey Reel

- Sales are moving up!
- No major mishaps or expenses.
- Sushi is going well, but it needs more space. Jeffrey is looking to get another cooler.
- Fresh cut flowers are selling well.
- Seedlings are coming in soon.
- There will be in-store music starting next month!
- Actively working on updating the website and social media accounts.
- Jeffrey might have an Australian author on a book tour host an event, but he's not sure if he wants to since the building is not ADA compliant.
- The first weekend of the Farmers Market, the Co-op is going to have a table set up at no cost.
 - Green Screen is making a trifold board for the Market, advertising the benefits of being a Co-op member.
 - They are going to hold a raffle for people signing up to be new members, as well as a giveaway for existing members. The giveaway is a Tersano unit, which is a handheld, green cleaning gadget. He's also bringing in some to sell at the Co-op.
- Jeffrey spoke with Tiffany from the DRP to rent space on the garbage cans on Center Street to advertise the Co-op. They're not sure what the cost would be yet; he's waiting to hear from the DRP Board.



- Staff updates:
 - Kelly is leaving.
 - Cooler/Freezer manager is also leaving.
 - Jeffrey has candidates coming in to interview over the next few weeks.

Discussion:

- Matt wanted to know if we get any analytics from the website.
 - Jeffrey has never asked Steve for it, but he will.
- Annika said the spring newsletter was excellent!
- Matt, in regard to any lectures/speakers, suggested that if this building wouldn't work, that the library is an option. The Co-op has held meetings there before.
 - Jeffrey mused that if they can get the space out back cleaned up, there is a ramp that would be perfect for access.
 - Chris remembered that the Co-op once held a movie viewing elsewhere.
 - Matt recalled that Peter used to hold cooking classes in the Co-op kitchen.
 - Chris suggested working with the Rutland Rec. They often collaborate with other organizations and businesses. He thought it might be a good idea to offer cooking classes through the Rec and host the classes at the Co-op.

Unfinished Business

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Dropbox Update with Jeanne Kauffman

- Jeanne spent a lot of time tidying things up in DropBox.
 - She doesn't see the need for four board folders. She only wants to have:
 - Board only
 - Board business
 - And wants to delete the old, empty folders and duplicates.
 - Theresa is going to look through the policies to find any duplicates and the binder materials.
 - Jeanne found two different calendars. She is going to archive the old calendar.
 - She might need to create a new archive.
- Sam suggested that whenever Board members want to upload something to Dropbox, they only upload to the The Months Meeting folder. The Clerk or Minute Taker will be responsible for filing things away properly.
- It was concluded that there should be written directions for naming conventions, and where files should be uploaded.
- Jeanne will write up the directions.
- Sam submitted that the directions should go into all the New Board Member binders.



RYP Event

- The committee plans to meet to plan this even on 5/5 and 5/12.
- Chris asked Jeffrey if he needed anything from the Board?
 - Jeffrey wondered how many tables and chairs they'd need?
 - Jeanne stated she can get 5 hightop tables.
- Jeffrey said that Rosemary will prepare some snacks and also wants to provide sushi.
- Annika thought it was a great idea to highlight the fact that the Co-op has sushi available.

New Business

NCG Application

- Jeffrey wants to apply, even if it's unsuccessful.
- The Co-op can apply in June and September.
- He needs Board approval to apply. He is happy to send the application to the Board for everyone to read.
- Chris stated that the Co-op has always wanted to join, but it never quite worked out in their favor.
- Jeffrey said they were loosening up their requirements. He thought it may be a great help for the Co-op to grow.
- Chris remembered when former GM Zack applied, the Co-op had the sales and the capital, but NCG didn't accept the Rutland Co-op.
- Matt recounted a brief history of why the Co-op was rejected.
- Annika wondered it it cost anything to apply?
 - Jeffrey replied that it did not.
- Annika motioned to move forward with the application.
 - \circ $\;$ Sam seconded. Motion passed unanimously.

Photos

- Annika asked if everyone had their photo in?
- Jeffrey replied, no, not everyone had submitted a photo.
- Chris announced that he still needed to have his photo taken.
- Jeff is eager to get the website updated.
- Chris will take his photo after the meeting.

Annual Meeting

- There was ,uch discussion about changing the date from 6/1.
- It was ultimately decided to move the date to 7/6 to allow more time to plan.



Closing

Agenda Requests for Next Meeting

• DropBox

Reporting for Next Meeting

- C5 Sam
- B1 GM

Upcoming Committee Meetings

- Finance Committee: 5/25 6pm
- Annual Meeting/RYP Event Meeting: 5/5
- BoD: 5/26 6pm
- Annual Meeting: 7/6 time TBD

Adjourn Meeting

Second Board Facilitator Annika Metcalf called for a motion to adjourn the meeting. Chris so motioned. The meeting ended at 7:48pm.