

Frederick County Consumer Cooperative

Board of Directors Meeting

July 28, 2022

Board Members Present: Megan Schneebaum, Toby Schermerhorn, Juan Ducos, Armando Martinez, Joe Eastwood, Alecks Moss

Board Members Absent: Mary McKelvey, John Beutler, John Clarke,

Staff Members Present: Roman Diaz, Sarah Leberz, Susan Schulman, Mac Kio, Nick Fitzpatrick, Harrison Kent, Joe Asim

Guest Speakers Present: Joanna Coates-Hunter, Lacy Walker

Owners Present: Annie Marshall, Matthew Higgins, James Wagner, Allison Corbett, Jim Crawford

The meeting was called to order at 6:08pm by Megan Schneebaum via Zoom.

Food for Thought: A Speaker Series

The meeting was started with a 20-minute TED talk style presentation by Fox Haven Organic Farm, an herbal farm, ecological retreat, learning center and wildlife sanctuary in Jefferson, MD. Common Market sells herbs from Fox Haven and holds partner classes at their venue.

Approval of Agenda

Agenda is approved.

Consent Agenda

June 25, 2022, minutes are approved. Owner refunds were approved for Owners: 1426, 6634, 10418, 10545. 1426 is moving, 10418 didn't realize that Alkaline water isn't free to Owners. Roman will be reaching out to 6634 & 10545 regarding policy issues.

Owner Comment Period

None.

Cornucopia Institute

Jim Crawford presented information about the Cornucopia Institute which acts as a watchdog organization to uphold the integrity of organic farming. Jim is a Co-op Owner and would like the support of Common Market.

GM Monitoring

B3- Financial Condition & Monthly Financials

B3.1 Benchmarks:

Financial Indicator		Does Data Prove Compliance
Current Ratio	4.0	Yes
Net Income	-2.2 %	No
Debt to Equity	1.68	Yes
Sales Growth	-1.3%	No
Labor Expense	23.7%	Yes
Gross Profit Margin	36.5%	Yes

B3.2 – no capital expenses during this time at the 7th St. store. The Rt. 85 invested in new oven and freezer door.

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Sarah reported on monthly financials:

- **7th Street Store** had 2.8 million in sales (9% sales growth) with a net income loss 4.32% of sales
- **Rt. 85 Store** had 1.68 million in sales (15% under last year) with a net income loss 6.51% of sales
- Both stores consolidated had 1.5% below sales volume

Toby moved to accept the B3 monitoring report. Juan seconded. All Board Members present in favor of accepting report.

Scheduling on Audit Calendar

The annual Audit will take place in September and will be presented at October 1, 2022 Annual Meeting.

Staff Board Liaison Update

Joe A. reported that staff would like to have active shooter training. Managers will have Narcan training in August. Communication among teams and between stores is much improved, staff feel less stress than last year.

Staff Department Focus

None – accident at Rt. 85 so Dennis Pick will present at a future meeting.

NCG Participation Report

Roman reviewed the NCG report which discusses how each Co-op interacts with NCG and which NCG programs the Co-op participates in.

Board of Elections Update

- Election will run Aug. 26 – Sept. 16
- Owners will either have their unique ID emailed or mailed, depending on what contact information we have.
- Meet the candidates via Zoom: August 18th 6 – 7 PM and August 27 11 AM – 12 Noon

Board Monitoring

- D6- Board Committee Principles
- C4 - Monitoring

DEI Update

Next meeting August 8th at 12:30pm via Zoom. All are welcome, register on the Common Market website to receive link.

Odds and Ends

- Green Committee: Introduction to Road Runner, less expensive and more sustainable option to Terracycle? Will continue to review with Sarah and Roger.
- Lunch with Leadership (8/11 @ Route 85, Toby & 9/1 @ 7th Street, Juan)
- Instacart- Just signed contract, will go live in August - still doing curbside at 7th Street
- CX customer survey- started in July, should have data & training in August
- Owner Drive - October

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- Loco for Local 7/30 @85 10am-2pm. Alecks Will join as Board Rep
- CBLD - Training Calendar (Board Presidents Roundtable - 7/10, CBL 101 - 7/16, Advanced Finance Topics - 7/27, Navigating GM Compensation & Eval Process - 8/10, Diversity: More than a Number - 8/17)
- Spoonful – August 12 deadline for Board letter
- MAFCA - September 11 at 7th Street. Will need staff assistance with IT
- The Beet planning – August 5
- Good of the Order – Toby is going to start teaching a Yoga class at the 7th St. store through her employer, Yogamour, suggested donation \$10. CM Staff will be free. The class starts Sept. 7, 9-10 AM.

The meeting was adjourned at 9:29pm

August 25 Meeting

- 1. GM Monitoring: B2 - Financial Planning**
- 2. Board Monitoring: D7 - Relationship to Member/Owners**
- 3. GM annual evaluation (executive session)**