

TPSS Board of Representatives Meeting

Date: April 26, 2015

Time and Place: 6:00pm, TPSS Community Room

Present: Rachel Hardwick (RH), Robert Anderson (RA), Emily Townsend (ET), David Zuckerman (DZ), Tanya Whorton (TW), Bill Rodgers (BR), Adam Frank (AF)

Others present: Abdi Guled (AG), Marilyn Berger (MB), Sunni Morgan (SMo)

Absent: LuLu Fulda (LF), Adam Frank (AF)

Minutes submitted by: Solveig Mortensen (SM)

RESOLUTIONS:

- The Board approved the March 22, 2015 open session board meeting minutes as amended; DZ motioned and approved by consensus.

Open Member Forum: SMO commented positively on the Co-op and shared how she wanted to attend a Board meeting. Board reps. described ways to participate with the Co-op and Board.

GM report: In, recounting the spring NCG GM meeting in San Diego, AG reported that participants reviewed ways to compete with non-co-op stores and that he networked with other GMs also undergoing expansions.

AG shared the positive feedback the Co-op continues to receive in regards to the Mad Money program. The Board noted that in March roughly an eighth of the total members accessed the program. The Board discussed ways to gain more information about member participation.

Management planned to provide the Board with an idea of the increase in membership over the last five years and an estimate of the number of currently active Co-op members.

The Board asked for updates on the plan for a credit union presence at the Co-op and learned that communication with Interior Credit Union has continued, but a plan has not yet been settled. **ET agreed to reach out to Interior Federal Credit Union again and RA planned to contact Educational Systems Federal Credit Union.**

Liquor License: MB shared that the House Bill 0316 recently passed in the MD House and Senate and currently, only needs the Governor's approval to enact it into law. MB informed the Board that when the Co-op applies for the license, three Board officers will need to complete the required procedures and paperwork: ET, RH, RA volunteered for this task.

OTBA Beer Fest: MB informed the Board that the Co-op learned through a Council meeting that Old Takoma Business Association (OTBA), the Co-op, and several food truck companies were to be involved in holding a truck fest and beer garden event. MB reported that Co-op management and OTBA had a meeting with the City Manager, where the City wanted to ensure

that the Co-op did not have significant concerns about the event. MB noted that this event will be sponsored by OTBA and the involved food truck companies and will include a fee. Board and management discussed the event, the proposed fees, and what limitations may be on parking for the day. The Board suggested that management propose to OTBA that the event could use half of the Lot; that the Co-op is in support of community events; and that the Co-op will not be participating in this event.

L-9 Membership Monitoring: AG confirmed that the Co-op has increased its shelf space for lower-priced food items and that this has affected the Co-op’s margin. However, AG underscored that shoppers have noticed that the Co-op offers the same prices or less for items than competitors do. Management and the Board discussed the challenge of balancing positive sales and the mandate to reach lower income shoppers. **One Board rep. asked Co-op management to let the Board know what the Co-op’s target net income is and how the Co-op arrives at it.** In response to a Board question, AG explained that the Co-op still profits off the 10% off discounted purchases.

Another Board rep. commented positively on the month’s monitoring report overall. In reviewing the indicator regarding co-op members’ knowledge, she suggested that membership education on benefits and responsibilities could be further addressed.

Financial Report: DZ thanked the GM for supplying the most recent financial reports, which showed the Co-op’s financials on a fiscal year schedule. RA presented a number of questions re: the statements. **Management planned to reply to the full Board in email and to in the future provide comments on significant discrepancies.** Within the meeting, management confirmed the payment of the 2014 taxes and explained that the auditors had instructed the Co-op to place the 2014 taxes into the pre-paid tag line.

Policy Committee: DZ reported that the Committee will present policies next month.

Membership Committee: The Board felt that the Membership Committee Chair and Co-op staff provided good materials, samples, signage, and planning for the Earth Day event. The Board confirmed the spring Member-Owners meeting and June Board meeting date as June 28th.

Meeting adjourned 7:25pm

BOARD ATTENDANCE TALLY:

Term 2015:

<u>Rep.</u>	<u>Dec.</u>	<u>Jan.</u>	<u>Feb.</u>	<u>Mar.</u>	<u>April</u>
Anderson	*	*	*	*	*
Frank	*	*	*	*	
Fulda	*	*	*	*	
Hardwick	*	*		*	*
Richards	*	resigned			
Rodgers	*	*	*	*	*
Townsend	*	*	*		*
Whorton	*			*	*
Zuckerman	*	*	*	*	*