



Board of Directors Meeting Minutes
Thursday, May 19
5:30 p.m. - 7:30 p.m. - Boardman Room
Oryana 10th Street

Attendees:

Cy Agley	Kathy Balis Monteith, Vice-President	Kaitlyn Burns	Marty Heller
Chris Miller	Chuck Mueller, Secretary	Steve Nance	Tricia Phelps
Holly Jo Sparks, President	Colleen Valko, Treasurer	Shirl Martin	
Guests:			
Victor Fontaine	Scott Monteith	Jules Shelby	Tom Slater

Welcome and Introductions

Holly Jo Sparks, Board President, called the meeting to order at 5:36 p.m.

A review of the Consent Agenda which included:

- Approval of March 17, 2022, Board of Directors Meeting minutes.
- Review Board Perpetual Calendar for the next three months and asking for Board members to volunteer to facilitate a “critical reflection” of Board Policy.
- Approval of May 19, 2022, Board of Directors Meeting Agenda as presented.

Holly Jo noted that the June 2022 Board of Directors meeting will be a study session and not a regular Board business meeting.

July 2022 Critical Reflections include: 2.9, Communication to the Board and 2.6, Asset Protection
 Board member volunteers for July: Cy - 2.9, Communication to the Board; Chuck - 2.6, Asset Protection

August Critical Reflection: Kathy - Wellness and Education

MOTION:

Chuck motioned to approve the Consent Agenda; Chris Miller supported; the Board approved the Consent Agenda. The Consent Agenda included final March 2022 Minutes approval and acceptance of this meeting’s agenda.

Public Input

Jules Shelby shared her opinion that the General Ownership Meeting in April went well, and the online format was appreciated.

Welcome Tricia Phelps!

Holly Jo welcomed new Board member, Tricia Phelps to the Board and meeting.

GM Big Picture Report

Steve Nance, General Manager provided the GM Big Picture Report for YTD sales and ownership updates. April results moved into a positive direction for co-op sales up 2.73% for the month.

May is Owner Appreciation Month and the co-op is seeing owners and snowbirds return to both locations as well as maximizing OAM benefits. During week 20, customer count is 12,024, 7.45% increase from 2021, with an average basket size of \$52.97. Compared to other co-ops, Oryana has a robust basket size. Currently the co-op operations are below budget at 3.64%.



COMMUNITY CO-OP
SINCE 1973

GM Stuff!

We are celebrating Lori Korb, who is retiring after almost 35 years with the Co-op! Congratulations on your retirement!

Fitness Court update:

After much coordination with several businesses and agencies, the G.T. County decided to turn the position of the court, which will now point to the south. Priority Health wants to display their logo on the wall for ribbon cutting and promotion, and phase 2 will include additional artwork and a children's playground.



Business Banking change:

Oryana will be changing business banking to State Savings Bank to keep the finances of the co-op local. State Savings Bank is a locally owned and a locally supported bank.

Composting operations update

Due to staffing challenges, BARC has had to pause their regularly scheduled compost pickups. We are currently discussing options and collaborating with other compost customers for a solution.

Tragedy in Buffalo and how Oryana is supporting.

Steve reached out to the local co-op in the area to show support. Tops market management is supporting the employees in multiple ways and plans to re-open as soon as possible.

On-going projects in Traverse City

Steve is on the Board of the Downtown Development Association and provided an update on the Grandview Parkway update and redesign. The DDA is also reviewing State Street traffic for a possible change to two-way traffic. If any of the Board members have comments or opinions on the two-way traffic flow on State Street, please connect with Steve directly.

Oryana Constant Improvement Projects System (OCIPS)

June 2022

- Enclosing the south entrance at Oryana 10th Street, much like the entrance at West.
- Outside stairs at 10th Street.
- Signage refresh at 10th Street.
- The West Community Room is almost complete! After connecting with the Mobility Network, changes were made to the teaching kitchen and space to be ADA compliant. So, we are doing our best to make the space as ADA accessible as possible.
- Unisex bathroom at West.



COMMUNITY CO-OP
SINCE 1973

EMOE (Education, Marketing, Outreach, Events) has been working on several promotional activities:

- Community Cookout at West
- Two for Tuesday – every two weeks
- Owner Appreciation Month – Reusable bag giveaway!
- Social media updates

ORYANA FOR GOOD – Good in the community!

- Impact report from NCG. Steve will send everyone a copy of the impact report.
- Beans for Bags - \$1,386 in Beans for Bags donations to Reproductive Access Fund, Meals on Wheels, and Jill Gasken Wildlife Rehab Center.
- Participated in MakerFest providing supplies and instruction for children's artwork event.
- Conducted an "Understanding Nutrition Labels and Ingredients" class in collaboration with YMCA with 15 participants.
- Made a total \$17,590 in donations in April including \$400 to NMC for Earth Day event; \$600 to WRC; \$200 gift basket to Up North Pride.
- Microloans provided to four different businesses.

Financial Report 2.4

Steve provided the Monitoring Report on the condition and activities of the Co-op. 2021 closed out positively with sales up by 4.10%?

The Q1-2022 started well with January sales up 1.87% and February up 5.48%. In March due to a variety of factors: Ukraine war, inflation, supply chain issues, staffing issues, and the pandemic, the slight growth we saw in early first quarter of 2022, decreased significantly by -7%. At the same time, we were hiring and training staff to prepare for summer increase in customers and the return of snowbirds.

Price changes and increases reached thousands per month and all expenses increased. Sales dropped and fixed expenses increased, as a result of the "perfect storm" we saw negative net profit. Oryana was not alone in this experience in the retail/grocery industry. Big box chain stores such as Target and Walmart are experiencing similar situations.

Oryana's response – Rock the Summer!

- OAM, Cookout at West, food provided by West Culinary and Meat departments.
- Promoting the Scale Up North Award and Oryana's 50th Anniversary in 2023.
- Gearing up for the return of events – Bayshore Marathon, Great Lakes Equestrian Festival, National Cherry Festival, TC Film Festival, Ironman, etc.
- And recruitment of a new Marketing and Communications Manager to be announced soon.
- Bragging rights for receiving the Hagerty Scaling Up North Business award will also be an asset as we begin to plan for our 50th Anniversary in 2023.

Already, Oryana is seeing a rebound in sales for the month of May. And we are looking forward to a sales strong summer!

Motion to accept the 2.4 Monitoring Report

Kathy motioned to approve the 2.4 Financial Monitoring Report; Kaitlyn supported; the Board approved the 2.4 Monitoring Report.



COMMUNITY CO-OP
SINCE 1973

Board Executive Committee Elections for 2022-2023 election year:

President: Colleen Valko

Vice President: Kaitlyn Burns

Treasurer: Cy Agley

Secretary: Holly Jo Sparks

Committee members and Chairs for 2022-2023 election year:

Executive Committee

- Members: Colleen*, Kaitlyn, Cy, Holly Jo

Recruitment & Nominations Committee

- Members: Chuck*, Kathy, Kaitlyn, Colleen, Tricia (as available)

Board Development Committee

- Members: Kathy*, Chuck, Colleen, Marty, Miller, Tricia

By-Laws Committee

- Members: Marty*, Holly Jo, Miller, Steve

**Denotes Committee Chair*

MOTION:

Kathy motioned to approve the Rechartering the four existing Committees with an end of term date of May 2023; Chuck supported; The Board approved.

Upcoming educational events:

CCMA, June 9-11 in Sioux Falls, SD

Columinate conference

Board meeting dates change request:

Marty has proposed meeting every 4 weeks changing from the 3rd Thursday of the month. The Board members tabled the proposal for discussion at a future meeting.

Adjourn:

Holly Jo adjourned the meeting at 7:34 p.m.

Submitted by:

A handwritten signature in blue ink, appearing to read "Holly Jo Sparks".

7/13/2022

Holly Jo Sparks, Secretary