

Open Harvest Board of Directors

Approved Meeting Minutes

December 7, 2009, 5:40 – 7:45 p.m. at Irving Rec Center
2010 Van Dorn Street

- Present** Margot Conrad, Jon Ferguson, Jim Nelson, Kelsi Swanson, Keith Dubas, Flame Alligator, Melissa Garcia, Maggie Pleskac, Dave Eckmann, Alisa Kushner, Jackie Barnhardt, Pat Stear, Carla McCullough, David Murphy, John Christensen, Miles Bryant, Ingrid Kirst, Bob Hutkins, Mary Rachael
- Absent** Gail Kendall, Mary Jane Gruba, Sara Moshman
- 5:40 p.m.** Welcome to guests, staff, and Board members, with introductions. Accept consensus items. Changes to Agenda. Approval of November minutes.
GM Report: accounts payable to inventory (1.01), debt to equity (2.24) (.95 without loan balances), accounts payable (\$225,332.) and inventory (\$221,118.10) shared and discussed.
- 5:47 p.m.** Member Petition: Board and GM recently received a petition from the members re: non-food items. The Board requests that the GM respond and report in writing to the Board by January. Discussion included the GM reporting that he has met with UNFI and they are replacing items such as regular disposable batteries with rechargeable batteries and that a place for recycling batteries, plastic bags, etc. is now at the front of the store. Jon Ferguson recommended that larger signs be put on the boxes and that they are for customers to use.
- 5:52 p.m.** Board Volunteering: sign up sheet distributed.
- 5:53 p.m.** Board Annual Calendar: final draft of 2010 calendar distributed.
- 5:54 p.m.** L1: L1.2 discussed; 15.7% increase in membership, Pay It Forward from Nov '08 to Nov '09 brought in an additional 444 new members. L1.5, November Secret Shopper program shared, discussed and compared to last year.
L.3 questioned by Ingrid Kirst re: employees wearing green aprons and wearing name tags. Jim Nelson responded that his interpretation is on recognizing who works there. Discussion also included employees greeting customers while they are shopping.
L1.2 questioned by David Murphy re: the Ends and interpretation of "value being economic."

Jim Nelson also reported that the store had its 2nd \$90,000. week, and that from July '09 until December '09 sales were up 9.2% (9% since the Grand Opening). Discussion included returning \$100,000. to a short-term CD as per the By-Laws for the Emergency Fund since the budget shows the expansion is \$150,000. under budget with \$545,800. spent thus far, the need for 2 or 3 more parking stalls, and the previous L11 that stated the \$2,000/month or 4% of the profits be put into savings (Jim Nelson reported that this is still being done). Keith Dubas questioned the amount set aside for the mezzanine. Jim Nelson stated \$30,000.

Open Harvest private labeled coffee revealed.

Kelsi Swanson reported on Prairie Land Dairy of Firth, NE, a flax seed fed herd that increases the Omega 3 in their milk, as a possibility for future Open Harvest private label.

Miles Bryant questioned the numerous branding of the store in current advertising, i.e. coop, grocery store, etc. Jon Ferguson questioned the use of the word "organic." Kelsi Swanson explained the need to bring in new customers using language they understand and that guidelines are being made. Discussion included the need to be consistent.

David Murphy questioned the recent Member Petition being sent to the Board vs. the GM. Jim Nelson reported to the Board that he has responded to complaints. Carla McCullough read the three goals stated in the Petition and the interpretation of buying guidelines was discussed. David Murphy stated the operating procedures of the Board and the Ends. John Christensen reiterated the current successful financial statement and the increase in new customers. During roundtable Dave Eckmann, Miles Bryant and David Murphy stated concerns and that L.1 was not in compliance. GM will report back next month and another vote will be taken then.

- 6:39 p.m.** Policy Training: Ingrid Kirst distributed an informational handout on the principals of Policy Governance. Dave Eckmann summerized the history and origins of Policy Governance with the Board, including consensus voting, Ends, Means, Governance (Gs), Limitations (Ls), and Monitoring (Ms). Discussion included the need for a summary to be available to the members and Jackie Barnhardt and Ingrid Kirst volunteered to look into what is currently on the website and drafting a document describing Policy Governance for members.
- 7:28 p.m.** Gs: Board decided to email the assigned small group discussions and concerns to Ingrid Kirst and she will summarize for the Board at a future meeting.
- 7:30 p.m.** Announcement that Tim Arkebauer has resigned from the Board.

- 7:32 p.m.** Holiday Party: Staff will discuss and decide on this topic.
- 7:34 p.m.** Winter Board Retreat: Half-day retreat recommended by the Policy Committee on the topic of “thinking about our future.” Board members are encouraged to look at their calendars and email dates to Keith Dubas. The staff is currently looking at their “25 year goals.” No concerns.
- 7:40 p.m.** No Members’ Comments
- 7:42 p.m.** David Eckmann moved to grant Miles Bryant a leave of absence. No concerns.
- 7:45 p.m.** Adjourn

Respectfully Submitted,
Mary Rachael

Next Meeting: January 11, 2010 from 5:30 to 7:30 p.m. at Irving Rec Center.