

Greenbelt Consumer Cooperative

Board Meeting Minutes

February 28, 2024, at 7:00 P.M.

Board Members Attending in Person: Sarah Rusk, Amy Drew, Steven Bernheisel, Kim Kash (scribe), Bill Jones, Leonard Wallace

Board Members Attending by Zoom: Joe Timer

Staff In person: Dan Gillotte

Meeting called to order 7:04

1. Approval of Agenda

Motion: Kim Kash moved to accept the agenda. Leonard Wallace seconded. Approved unanimously.

2. Open for Member Comments

No member comments.

3. Minutes of previous meetings

Motion: One edit was proposed and agreed to, for the meetings of the 1/30/2024 meeting. Drew moved to accept the minutes, Timer seconded. The motion was approved unanimously.

4. Manager's Report, including update on NDC operations

Dan Gillotte reported that sales were slumping a bit at the start of 2024, with pharmacy most consistently negative. Heavy vaccination traffic was occurring last year, where the pharmacy had the highest sales it has ever seen. Now we have four weeks of pharmacy negative growth, with as much as 32% down the week of the snowstorm. A nationwide provider cyberattack caused a stop in the processing of transactions for many pharmacies. We found a workaround the next day, but were not back online for a few days.

The deli department continues its big 20% growth, over the previous year. The store is about to hire another person to make more food for the deli. New items will

come online once the new person is trained. Produce is lagging, and they have a plan to do a produce reset next week with an increased focus back on organic. They are doing more sampling, though sales are not yet reflecting an increase.

There was a health inspection at New Deal Cafe. We passed, but kitchen cleaning standards have been emphasized. The health inspector did seem to raise the bar this time, so we are now preparing in the deli for a higher standard of health inspection when its turn comes.

Longer hours (until 9:00 p.m.) will resume on the week of daylight savings time.

5. Financial Report: weekly sales report

Amy Drew referenced the financial report that was distributed ahead of the meeting, noting a .5% increase over last year's average for the store and 21.4% increase at the New Deal Cafe. Sales have been under what has been expected since December 23rd at the Cafe, though a spike in sales Feb. 24 was due to the Mardi Gras event, showing that events drive up sales.

Gillotte note that Cafe manager Raoul Baptiste has been good about renting the space for private events. They will add some sandwiches to the New Deal menu.

6. Membership Accounts being closed

Francis Swahl, John McBride

Motion: unanimous approval of both closures.

7. Update on the sublease Redeemed Christian Church of God

No update. The auto payment of rent has been received.

8. New Business

Gillotte reported that the store is paying the rent electronically now, via the bill.com system that we're using for other payables as well.

Bill Jones wrote a letter asking for a reduction in the amount of back rent owed due to the rent increase, and the landlord agreed. The store is paying half of the back rent over the next 6 months. We were \$40K in arrears, and they agreed to make it only \$20K in arrears.

Annual leave - some people have not taken their vacation leave and have around \$100K of leave on the books, which would need to be paid out if they left.

A motion was made by Leonard Wallace to enter Executive Session. Sarah Rusk seconded. Approved unanimously.

9. **Executive Session**

The meeting was adjourned at 9:10