

**DRAFT - UKIAH NATURAL FOODS  
(A.K.A THE HOMESTEAD EXCHANGE)  
MINUTES OF THE BOARD OF DIRECTORS**

The regular meeting of the Ukiah Natural Foods Board of Directors was convened on Monday, June 20, 2022, at 5:34 PM via Teleconference through Zoom.

**BOARD DIRECTORS PRESENT:** MaryLou Leonard (Vice President), Larry Mayfield, Steve Oliveria (Secretary), Tim Dolan (Treasurer), Angie McChesney, and Gideon Burdick

**ABSENT:** Leo Buc (President)

**STAFF PRESENT:** Lori Rosenberg (General Manager)

**GUEST:** Thomas Chandler (Member-Owner)

VP Leonard called the meeting to order at 5:34 P.M.

1. **Introductions and Check-Ins:**
2. **Brief Announcements; Confirm Agenda:**

Board Member Mayfield **MOVED to approve the agenda.** Seconded by Secretary Oliveria  
**MOTION PASSED.**

Yes: Board Members;  
Oliveria, Mayfield, Leonard, Dolan, McChesney, Burdick

3. **Consent Agenda:**

Board Member Mayfield **MOVED to approve the consent agenda.** Seconded by Secretary Oliveria. **MOTION PASSED.**

Yes: Board Members;  
Oliveria, Mayfield, Leonard, Dolan, McChesney, Burdick

4. **GM Report:**

GM Rosenberg asked if there any questions. VP Leonard inquired about the new NCG Program "Core Sets". GM Rosenberg stated that Core Sets is free placement of product and merchandising capabilities through natural food vendor. Our commitment is that stable products we have to keep for six months and perishable products for three months. We also have the option to opt out of products that don't meet our merchandizing priorities. It's about adding product mix to our set that are economical and high sellers in the industry and things like that. Some of the products have been fine and then others we opted out of as they didn't meet the criteria.

GM Rosenberg stated that we are seeing a downward spiral in overall sales, we started out the year with a 9% and as of May is 5%. We are seeing that people are not spending as much as they used to. We are being very careful and doing what we can.

GM Rosenberg stated that the NCG participation report will be coming out and it will go to the board for review.

GM Rosenberg stated that she has a few people that she is interviewing for the Grocery Manager.

Secretary Oliveria inquired about the Solar Panels. GM Rosenberg stated that we are waiting on the final inspection and then we are good to go. We are hoping to see savings once we start using those.

GM Rosenberg stated that there have been some issues with people getting on the roof and we have taken care of that problem so they can't get on the roof.

GM Rosenberg stated that they can do demos now in the store, show products and give samples.

#### **5. Skill Set for Board Members (Incoming)**

Vice President Leonard stated that we discussed this last month and that BDC had a conversation about this, and the committee came up with the following as good skills to have, finance, legal background, leadership within the community, and Human Resources background. There was also a discussion on where to find those individuals. GM Rosenberg stated that it would also be good to have someone with retail background.

Vice President Leonard stated that BDC did talk about having the committee conduct regular board training, and Treasurer Dolan will be doing a three- or four-part series on the Columinate training that certain board members attended.

#### **6. Committee Reports:**

Secretary Oliveria stated no ORC meeting.

Treasurer Dolan stated that the Finance Committee met, and everyone has what we reviewed in the board packet and gave an overview on conversation the committee had on investments and insurance. GM Rosenberg gave some insight on the insurance issue as the Coop got it for fires that were not our fault.

#### **7. Little Questions:**

None at this time.

#### **8. Topics for Next Month:**

- None Presented

**9. Closing and Evaluation:**

President Buc adjourned the meeting at 6:25 P.M.

Next Meeting **July 18th, 2022**, via Zoom

Submitted by Erica Ramirez, Board Administrator