

Ozark Natural Foods
Board Meeting Minutes
December 14th, 2010

Board Members Present: Bill Browner, Robert Ginsburg,
David Mervis, Nancy Starr,
Board Members Absent: Jennifer Neill
Staff Members Present: Alysén Land

Owner(s) present: Garrett Brown, Jasmine Banks, Colleen Pancake, Jonathan Carlson,
Cynthia VanBibber,

Owner comments: The only owner comment was a 'thank you' to the board for hanging in there during the last few months.

Policy Governance Reports

- D.7 Vice President's Role: No board comments.
- D.8 Secretary's Role: Nancy did rate herself low and commented that she did not feel good about how she performed at keeping Executive Session minutes.
- D.13 Records Policy: No comments, board approved unanimously.
- D.6 Board President's Role: No comments, board approved unanimously.

October and Special Meeting Minutes: No board comments. Board approved unanimously.

New Business

GM Update:

- Alysén received the "Woman of the Year Award 2010-2011" by the National Association of Professional Women.
- \$10 Million in sales was achieved in November. All employees will get a paid day off (the number of hours will taken as an average worked for the year).
- Produce reset is taking place
- The management team went to Austin last month and were introduced to Wheatsville's open book financing. As a self study, the management team is reading "The Great Game of Business" by Jack Stack. The team is interested in implementing this program at ONF and may have a consultant from Zingermans in Ann Arbor to come for a day or two.
- In November, ONF hit 7109 owners, a number not expected to hit until 2011. This is due to owner drives, an incentive program in place for cashiers and extra customer service training.
- Pulse will be out by the first of January. 2/3 of delinquent rent should be recovered \$9795.80 out of \$14693. ONF has a letter of intent from Power House Fitness if they can get the loan.
- 60 people attended the recent Farmers Appreciation dinner. Pauline did an excellent job putting the dinner together as well as her speech. Ronnie also presented his ideas on how to increase purchases on local food and locally made produces.

Purchase of Generator: Alysén presented a report with several options for the purchase of a generator. This included cost breakdown for various sized units and what that would save the store (i.e. coolers only vs. keeping entire store open). David asked where this ----fits into the budget and priorities. Alysén said this was a budgeted item for 2010. David asked if this could wait for the 2011 planning process since it would take four months to get the generator installed and would miss this winter anyway. Alysén stated she feels this is the best option and due diligence has been done in researching the price/product. Nancy moved to purchase the smaller unit and let Alysén decide how to execute transaction (i.e. pay cash versus financing). Bill seconded and one vote yes and one abstained. This decision was then tabled until January 2011 meeting.

GM Monitoring Report ENDS: The board reviewed Alysén's report. The board felt this was a reasonable interpretation of the ENDS Policy. The motion by David to approve Alysén's report was seconded by Bill. Board approved unanimously.

Meeting adjourned at 8:40 p.m.