

**Chester's Community Grocery Coop
Board of Directors Meeting
January 21, 2008
White Rock Church, Franklin and 3rd Streets, Chester, PA**

Present: Tina Johnson, George Brown, Rod Powell, LaRaine Branch, Ken Wright,
Christine Lussier, Alton Loper

Absent: Tara Jones-Stephens

Meeting called to order 6:10

Announcements:

Jack resigned from Board.

Tara will be removed from the Board due to continued absences.

Board Role Changes-

Christine will be Treasurer

Ken will be Secretary

Search for new Board Members-

What types of quality do we need?

Someone committed to the cause

Need to be available

Activist and moved to action

Finance person

Technical person/software person

Membership Committee

Information/Orientation Meeting –

87 households memberships to date.

Jack and Kacie did a payment reconciliation. We have a schedule of what was paid to date and balance due. Owner-member Emily Copeland will maintain spreadsheet.

Orientation meetings are now offered during the day at Andre's Café. They are every Thursday at 7:00 (some are offered at 6:00.)

Farm Fresh Market

We are going to have a sign-up sheet for orientation meetings at the Market. We need to continue stressing to nonmembers that they must join the Coop to continue shopping at the Market.

Church Liaison Committee

Church Liaison Committee is going to schedule a committee meeting tomorrow. Chester Think Tank is ready to go forward with the luncheon with ministers from Chester and Swarthmore to talk about the Coop. We are trying to build up interest in Chester among the ministers. Details for luncheon still need to be made.

We talked to pastors at Bread of Life to tell them about the Coop and to encourage their congregation to come in and see the Market. We made an appointment to speak to Pastor Butler directly.

Thaddeus Kirkland is a member of Community Church – Rod Powell will talk to him about becoming involved with the Coop. He is already a member, but not actively involved.

Membership Outreach: Mr. Brown has been putting up the posters with tear-off labels with contact information. But Mr. Loper is not getting any calls – only 2 people called and he was not able to schedule them for an orientation meeting.

Tina suggested inviting them to come shop at the Market.

Loan Program

Tina is going to review the loans to see what we have outstanding.

Newsletter

We will have a newsletter for the January 28 General Membership Meeting.

General Membership Meeting

There will be a meeting on January 28. The committee is working on the agenda.

Finance Committee

Tina interviewed several Coops. They said, given hindsight, that they would have elected to start with a low gross margin. If we are able to do that as a Coop, we should design our model with a low gross margin.

Tina is running the numbers for the Farm Fresh Market to see if our 25% mark-up is enough to cover our costs.

Board agreed that we need to have a low gross margin to be successful.

Tina will ask Joe Holtz if we can license their software for membership database.

Building Committee

Kevin Flynn was working on trying to lower the rehabilitation costs for the 8th Street building, but was unable to get them lower.

We need to have enough capital to start working on this building.

Sunshine Lady Foundation wants to see a 12 month financial pro form from us. They are considering giving us \$250,000. They don't want to be the only source of income. We need to be able to match the \$250,000 with other funds. We can then apply for the TRF grant and show that we have the \$250,000. There is possibility of state funding to rehab a building in Chester. They will be willing to match what Kevin Flynn can put up. However, we need to create 20 jobs in the first year.

Church Contributions

On February 20 we will hear back on the Wallingford Presbyterian grant. Swarthmore Presbyterian granted the Coop \$2,190 for purposes of buying a truck for the Farm Fresh Market. We will also be receiving another \$2000 to help fund the minister luncheon.

New Business

Ken proposed a Plan B in the event that we cannot get members engaged in working at the Coop or people are discouraged from joining because of the work requirement. We suggested that we have a separate price structure for non-workers. Possibly we could have a surcharge on purchases for non-workers.

We need another membership meeting to focus on scheduling the Market. Three or four people meet at a specific day at a place with phones and call members to schedule work slots.

Possible callers are Mrs. Gayant, LarRaine, Ken Wright. They would meet one night a week from 7-9. First meeting will be next Wednesday at Ken's house.

Our Wish List:

Website Developer

Bookkeeper

Coolers/refrigeration

Truck

Workslot callers

FFM volunteers – heavy lifting

Signage – Large vinyl sign

Finance person

Development Director

Nutritionist

Software programmer

Meeting Adjourned 8:15

