

**Bloomington Cooperative Services  
Board of Directors Meeting  
Thursday, April 25<sup>th</sup>, 2019  
642 N Madison St. Bloomington, IN 47404**

Board Members in Attendance: Angela Babb, Corbin Baird, Tosh Lewis, David Parkhurst, Maggie Sullivan, Pam Weaver, Bobbi Boos, Jacob Schumacher  
Absent Board Members: Gerry Hays  
BCS Staff in Attendance: Dee Bohler, Phil Phillipy, Taylor Ritchie  
Kelley Fellows in Attendance: Tom Steward, Stacy Liedle  
Owner-Members in Attendance: None  
Board Guests in Attendance: None

1. Preliminaries
  - a. Announcements
    - i. Discuss details of Upland party on April 27<sup>th</sup>
    - ii. Customer survey update
    - iii. Update on lender forgiveness responses (currently at 16 yes, 7 no, 9 undecided, and approx. 90 we have not yet heard from)
    - iv. Update on planning logistics with the City of Bloomington
  - b. Review Board Calendar and Action Items
2. Consent Agenda
  - a. Tonight's agenda
  - b. Minutes from 190328 board meeting
    - i. Parkhurst suggests correction to minutes to add member-owner in attendance, Greg Haas, in addition to member-owner comment(s) by Haas.
    - ii. Parkhurst moves to accept modified minutes. Babb seconds. All in favor, motion passes.
  - c. Minutes from 190228 executive session
  - d. Minutes from 181206 executive session
  - e. GM B7 monthly communications report
  - f. Boos moves to accept/approve consent agenda items. Babb seconds. All in favor, motion passes.
3. Owner-Member Comments: None
4. Staff Member Introduction: Taylor Ritchie – Board Admin
5. Education
  - a. Cooperative Values presented by Babb and discussed by Board
  - b. Kelley Fellows present final presentation on sales/shopper trends and category analysis
6. GM Monitoring
  - a. B1 February and Quarterly
    - i. Discussed member-owner discounts and coop equity
  - b. B7 Monthly Communications
    - i. No members left
    - ii. Discrepancy in basket average numbers – GMs will recalculate
  - c. Ivy Tech
    - i. Has been ignored a bit – there are programs we want to launch, but not enough engagement with student body

- ii. Would like to give it at least a fiscal year to perform/not perform and then re-evaluate
      - iii. Sales tied to customer enrollment – we need tangible, honest conversations with Ivy Tech about enrollment numbers
      - iv. Need formal vision/plan about what success looks like for location – clear budget, decide amount of money we are willing to invest in this location, strategies to increase sales
    - d. Mini Plans
      - i. Discussed different possibilities for the future of the East store and future of coop as a whole as a result
- 7. Self-Monitoring
  - a. Board Budget
  - b. C1, D, C5, D1, D5
  - c. Forum Planning
    - i. Board decides to delay forum until we are able to better evaluate options to present
- 8. Committee Reports
  - a. Perpetuation
    - i. Recruit!
  - b. OMCC
    - i. Make recommendations to the board – names/contact info
  - c. Ad hoc Marketing Search
    - i. Job Description created
- 9. Closing
  - a. Baird motions to adjourn meeting. Weaver seconds. All in favor, motion passes.