

Prairie Newsletter

Update From AGM

General Managers' Report

I wanted to summarize the Yelm Food Cooperative (YFC) Annual General Meeting (AGM) that was held at the Yelm Community Center on Saturday, September 23rd for this article.

Tom Dewell, the former YFC board president, began the AGM with a brief update of the past year for the store. A key development was the change in business structure that made YFC an equity-based cooperative again after operating as a 501c3 nonprofit organization from 2012-2016. This change was a result of a mandate from the IRS to restructure as a result of a mistake that the IRS made in granting YFC nonprofit status to begin with. As a result, the nonprofit Yelm Cooperative (YC) split from YFC, but YC still exists under the new name BFF (Bounty For Families). BFF will assume all charitable aspects of the former organization, including Yelm Farmers Market, Yelm Community Gardens, and Gift of Gobble.

Originally, the board of directors for both organizations were comprised of the same individuals with essentially the same roles. As of the AGM, we now have two distinct boards of directors for each organization with one person sitting on both boards. The current board of directors for YFC includes: Carl Zambuto, Jeevan Anandasarkarian, Diane D'acuti, Debbie Lusk, and Judy Scott. Debbie Lusk and Judy Scott are both up for election this year, and voting is going on until about October 7th or until we reach a quorum which is 10% of our member base.

From the financial perspective of the store, YFC had better numbers in 2013-2015, but 2016 was good overall. Our total sales exceeded \$1.17M, and that is the best sales year at YFC thus far. Unfortunately, sales have dropped rather significantly so far this year (-5%). Many factors can be pointed at for this drop, but the important thing for us right now is to plan better so that we can regain the market share that we lost.

Other key metrics include net profit which reached about 1.11% in 2016. This is a little below industry standards, but we emphasized increasing hours and hourly wages in payroll during 2016 so that accounts for our low net margin. In the previous three years, our net margin was between about 2-3%. For 2017 through June,



*Join Anne
every Friday 3p-7p
"Taste often. Drink what you like."
— Anne Marsh
Virtuose de Vin*



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our figures show that our margin went up to about 1.35%. July-Sep 2017 figures have yet to be fully compiled.

The important word to reflect YFC's position right now is 'undercapitalized'. YFC started with only about \$26,000, and even though it remains as a great accomplishment, the long term success of the store will require improving our financial resources. We currently do not have enough credit for us to make YFC a full service natural foods store. Instead, we are looking at smaller modifications that can help us improve sales. We will begin to have foods made exclusively for YFC by a local producer, and we will look into expanding our beer selection in order to provide the best 'to style' beers that we can fit into our space. The combination of these two additions will potentially increase sales by 10% after two years.

On the plus side, We have recently agreed to work with ION Group (It's Only Natural) in conjunction with other negotiations in order to reduce retail prices on many products. You will see ION Group promotions starting this month!

Overall, we are still here, but we need your regular shopping support in order to make YFC a sustainable operation over the long haul. Please keep us at the top of your errand list. At the same time, our staff works hard to keep this store going in Yelm, and we plan to stay around indefinitely!

One block from the Co-op!



NEW PRODUCTS THIS MONTH

This month we will be bringing in new products from 2 Seattle based distributors of gourmet cheese and specialty products. We have been carrying products from DPI Specialty Foods (<http://www.dpispecialtyfoods.com/>) for many years and are now adding Peterson Cheese company (<http://www.petersoncheese.com/>). Check out our new Wild Boar Salami, as well as an assortment of pate's and specialty crackers just in from Peterson. Follow that with approximately 30 new products from DPI Specialty foods starting the week of Oct 9th. As we move into October and begin working with the ION Group for our monthly specials, you will see more new products there as well. We will be sampling all these new products throughout the store so stop in and sample them for us. As always we appreciate your feedback.

<p>Larabar All Natural Bars gluten free selected varieties 1.6 to 1.8 oz. 10\$10 for 10</p>	<p>Muir Glen Organic Tomatoes selected varieties 28 oz. 2\$4 for 2</p>	<p>St. Dalfour Fruit Conserves selected varieties 10 oz. \$3.49</p>	<p>Wolfgang Puck Organic Soups selected varieties 14.5 oz. 2\$4 for 2</p>	<p>C20 Pure Coconut Water selected varieties 17.5 oz. 2\$3 for 3</p>
<p>Earth Balance Peanut Butters selected varieties 16 oz. \$3.99</p>	<p>Pacific Foods 100% Certified Organic Gourmet Soups selected varieties 32 oz. \$2.99</p>	<p>Napa Valley Organic Extra Virgin Olive Oil selected varieties 25.4 oz. \$9.99</p>	<p>2\$5 Ancient Harvest Organic Quinoa selected varieties 12 oz. \$5.99</p>	<p>Beanfields Bean & Rice Chips vegan, corn free, gluten free selected varieties 5.5 oz. 2\$5 for 2</p>
<p>Lucini Italia Organic Authentic Pasta Sauce handcrafted, gourmet selected varieties 25.5 oz. \$6.99</p>	<p>Harvest Roast Roasted Pumpkin Seeds selected varieties 2 oz. \$1.69</p>	<p>Late July Organic Multigrain Tortilla Chips selected varieties 5.5 to 6 oz. 2\$5 for 2 Organic</p>	<p>Tasty Bite All Natural Entrees selected varieties 10 oz. 2\$5 for 2</p>	<p>Blake's Handmade Pot Pies with organic ingredients, selected varieties 8 oz. \$4.49</p>
<p>Coco-Roons Organic Cookies selected varieties 3 oz. \$3.49</p>	<p>Mary's Gone Crackers Organic Crackers selected varieties 5.5 to 6.5 oz. \$3.99</p>	<p>Blossom Water 100% Natural Infused Water with Flower Essences selected varieties 16 oz. 2\$3 - exp. 10/01</p>	<p>Natural Sins Fruit & Veggie Crisps selected varieties 1 oz. 2\$4 for 2</p>	<p>Garden Meatless Entrees selected varieties 8.8 to 14.1 oz. \$3.99</p>
<p>Glutino Gluten Free Pretzels selected varieties 14.1 oz. \$3.99</p>	<p>North Coast Organic Apple Juices selected varieties 32 oz. \$3.29</p> <p>Organic Apple Sauce selected varieties 24 oz. \$2.99</p>	<p>Traditional Medicinals Organic Wellness Tea selected varieties 16 ct. \$3.99</p>	<p>Ecos Liquid Laundry Detergent all natural and biodegradable, selected varieties 100 oz. \$9.99</p>	<p>Blukleen 100% All Natural Laundry Detergent power of plant-based, selected varieties 64 oz. liquid \$8.99</p>

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