

# Yelm Cooperative



Annual Meeting  
September 5, 2015

∞ Our mission is to create a vital, healthy, food sovereign community that cooperates and makes living here a joyful thing.

Marilyn Reardon

# Yelm Cooperative Celebrates its 10<sup>th</sup> Anniversary



- ❧ 2005: Small group of people had an idea to create for the Yelm community a central point for its residents to access fresh, local food and other healthy products.
- ❧ 2007: YFC opened store in Frontier Village Shopping Center. 1<sup>st</sup> year sales \$95,563 (7 months).
- ❧ 2012: YFC moved into current location and sales hit \$786,000. Yelm Farmers Market opens. Members voted to transition to a non-profit organization, 501 (c) 3.
- ❧ 2015: YFC Sales will exceeded \$1.1 million, 4<sup>th</sup> year Farmers Market sales projected to be near \$125,000.

# Original Steering Committee



Ektara Jarecki  
Carolyn Sheldon  
Fran White  
Jackie Jo Reid  
Maggie Sayer  
Iris Moore  
Beverly Wright  
Laura Losada  
Marilee Wallace  
Christine Verdagamo  
Alexandria Roberts

# From the Bi-laws -Section 3



- ⌘ c. The Annual Meeting of the Members shall be held in September of each year or at such date, time and place as the Directors shall determine. At the Annual Meeting, the Members shall elect Directors to serve until successors are elected.
- ⌘ e. Each Member shall have one vote.
- ⌘ f. At any Meeting of the Members, 10% of the Members shall constitute a quorum. A quorum shall be required to pass any resolutions of the Members.

## 4. Directors

- ❧ a. The affairs of the Corporation shall be managed by a Board consisting of at least five and no more than nine Directors. All Directors shall be Members of Yelm Cooperative.
- ❧ c. Initial Directors may serve for one, two or three years so that the election of Directors is staggered to provide for election of some Directors in one year and the remaining Directors in the following year. After the initial Directors' terms have ended, Directors shall serve a three year term.
- ❧ d. Co-op membership shall elect new Directors at the annual membership meeting. After completing the third year of a term of office, a Director can choose to run for election for a second 3 year term via membership vote at the annual membership meeting. After 6 consecutive years as a Director, a mandatory 1 year break is required.
- ❧ e. The Annual Meeting of the Directors shall be held within 30 days following the Annual Meeting of the Members. At the Annual Meeting, the Directors shall elect the Officers to serve until successors are elected.

# Board Member Term Matrix. September 2015

## Original 1 year term:

- ☞ Eleanor Israel (Resigned, June 2011). **Marilyn Reardon**, appointed to this seat. (Elected in 2011, Current till September 2014). If re-elected will be current until September 2017.
- ☞ Leland Hagedorn (Resigned, October 2010). Aaron Rodriguez appointed to this seat (Elected in 2011), (Resigned, April 2013). This seat is VACANT. **Barbara Morando**, elected 2013, If re-elected will be current until September 2017.
- ☞ Debbie Burgan (Resigned, October 2011). This seat is VACANT

## Original 2 year term:

- ☞ Chelsea Bunn (Resigned, June 2011), Seat was taken by Lois Willman who also resigned in 2012. **Jeevan Anandasakaran**, Elected in Sept. 2014, current until September 2015.
- ☞ Fran White (Resigned, January 2012). **Tom Dewell**, Appointed to the seat in January 2012. Elected September 2012. Current until September 2015.
- ☞ Carolyn Fairley (Resigned, June 2011) Danielle Graham (Board appointed in October 2011, Resigned January 2012). Bev Wright appointed to this seat. Elected September 2012, Resigned September 2013. **Diane D'acuti**, Appointed to the seat in January 2015. Current until September 2015.

## Original 3 year term:

- ☞ **Bill Wyman**, First elected in 2010, Re-elected September 2013, current until September 2016.
- ☞ Bev Larkins (Resigned, December 2011) **Terry Kaminski**, appointed to this seat. Elected in September 2012 for the remainder of this term. Re-elected September 2013, current until September 2016.
- ☞ Vienne Cordet (Resigned, March 2011). This seat is VACANT

# Voting Rules



- ❧ There is only one vote per membership and you have to be up-to-date with the annual fee.
- ❧ Candidates *are not* competing against each other.
- ❧ Members vote “yes” or “no” on *each* candidate.
- ❧ You cannot leave the AGM with a blank ballot. The ballot must be placed in the ballot box before leaving.



# Board Member Elections:

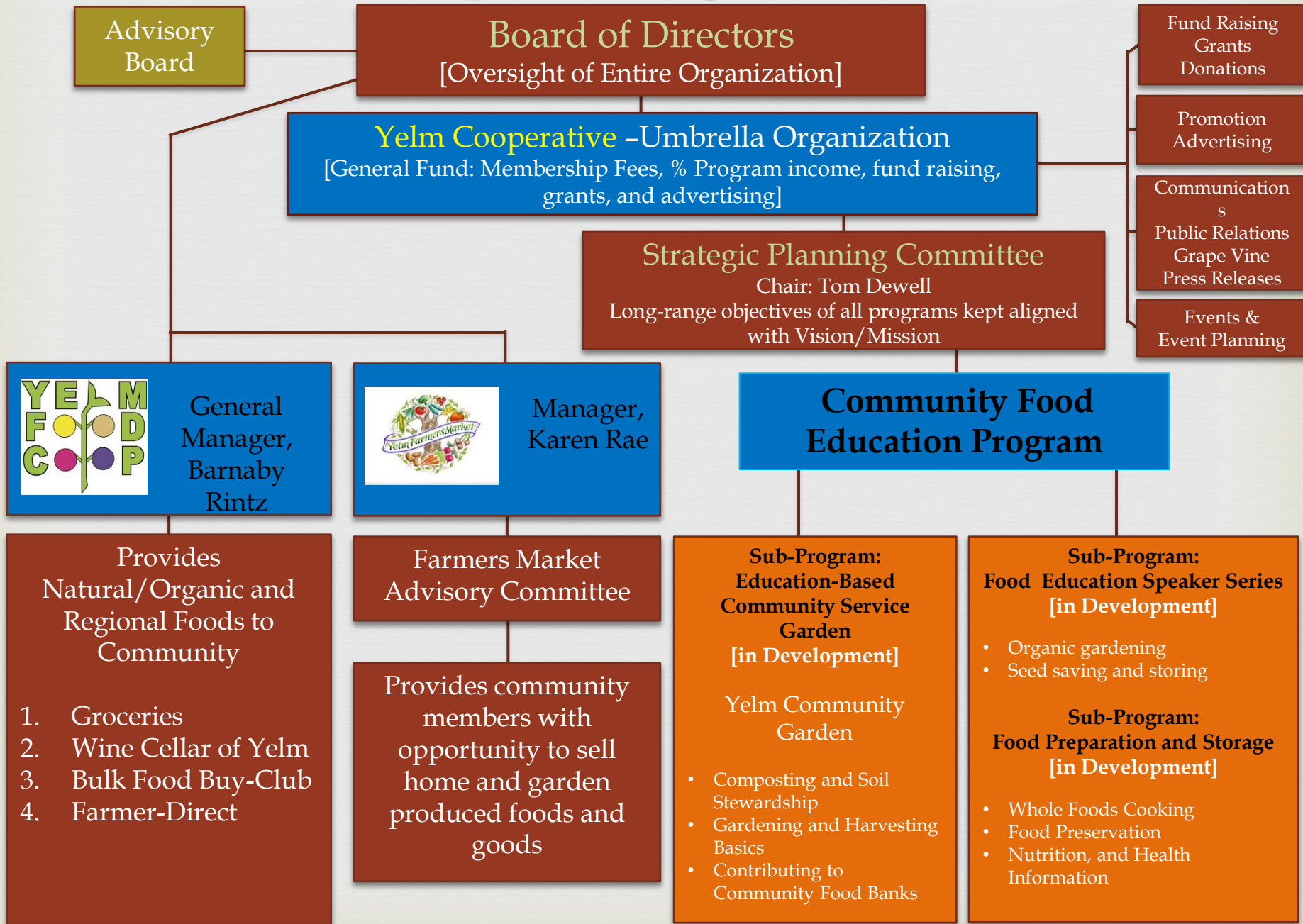


Tom Dewell, new 3 year term.

Jeevan Anandasakaran, new 3 year term.

Diane D'Acuti, appointed in January.  
She is standing for a new 3 year term.

# Yelm Cooperative Organization Chart



# 2015 Yelm Cooperative Highlights



- ❧ 2015 Yelm Home and Garden Show
- ❧ Beer and Brats, 3<sup>rd</sup> year. Yelm Prairie Days Parade
- ❧ Gift of Gobble 5<sup>th</sup> year, fed 1128, raised +\$8000
- ❧ Farmer's Market 4<sup>rd</sup> year, third at Nisqually Springs Farm

# 2015 Yelm Home and Garden Show



# Yelm Prairie Days



Beer and Brats  
(3rd Annual)  
Net Profit \$2083

# Some of the 30+ Fabulous Volunteers who made this possible



# More Fabulous Volunteers



# Gift of Gobble

## Menu

- 2014 Gift of Gobble, 5<sup>th</sup> Year,
- 128 Families fed, total donations \$8044



- 1 12-15 lb. turkey
- 1 bag, lettuce
- Butter 1 lb
- Carrots 2 lb
- Chicken broth
- Chocolate pie filling
- 2 cans corn
- 2 cans Cranberry Sauce
- 2 bags Dinner Rolls
- 2 packets Gravy mix packet
- 1 can Green peas
- 3 lbs Onions
- 2 Frozen Pie shells
- 5 lbs. Potatoes
- 1 can Pumpkin pie filling
- 1 box Stuffing mix
- 2 lbs Sweet potatoes



# 2014 Gift of Gobble Committee





# Yelm Cooperative General Fund Account

To August 1,  
2015

## Income

Membership dues collected \$10713

Fundraising income B&B \$4010

**Gross Profit \$14723**

## Disbursements

Advertising and promotion \$1091

Fundraising expenses \$2769

Miscellaneous corporate expenses \$1544

Office expense/accounting \$1986

Total expenses \$7390

**Net income \$7333**

# Bank Balances (Aug. 1, 2015)

TAXES		\$1,112.65
DONATIONS		\$3,830.52
PRIME SHARE ACCOUNT		\$85.00
MEMBERSHIP TRUST ACCOUNT		\$501.83
OPERATIONS FUND		\$51.15
GENERAL FUND		\$8055.02

# Other Financials

Line of Credit total	\$50,000.00
Line of Credit available	\$35,257.23
Line of Credit owed	\$14,237.31

## Program Support:

Farmers Market – YTD	\$ 4,518.88
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# Yelm Food Co-op

## Barnaby Rintz- General Manager



# YFC: Looking Forward for 2016

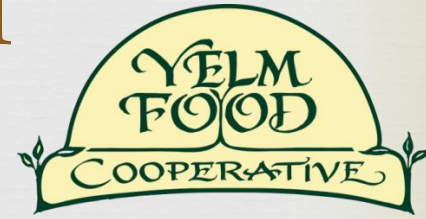


## Financials, Patronage Refund, and Improvement Plans





# 2014 & 2015 Sales and Comparisons

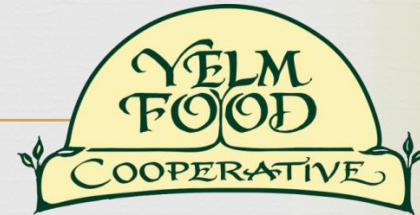


2014 YFC Financial Outline		
Total Store Sales		1,053,760.36
Total COGS		713,583.34
Volunteer Discounts.		33,195.10
Gross Revenue		307,683.43
Total Expense		284,717.51
Net Ordinary Revenue		22,965.92
Net Ordinary Revenue as a Percent		2.18%
Dividends Received		24.47
Total Other Revenue		24.47
Other Expense		
Membership Dividends		6,157.60
Interest Expense		399.63
Total Other Expense		6,557.23
Net Other Revenue		(6,532.76)
Net Revenue		16,433.16
Net Revenue as a Percent		1.56%

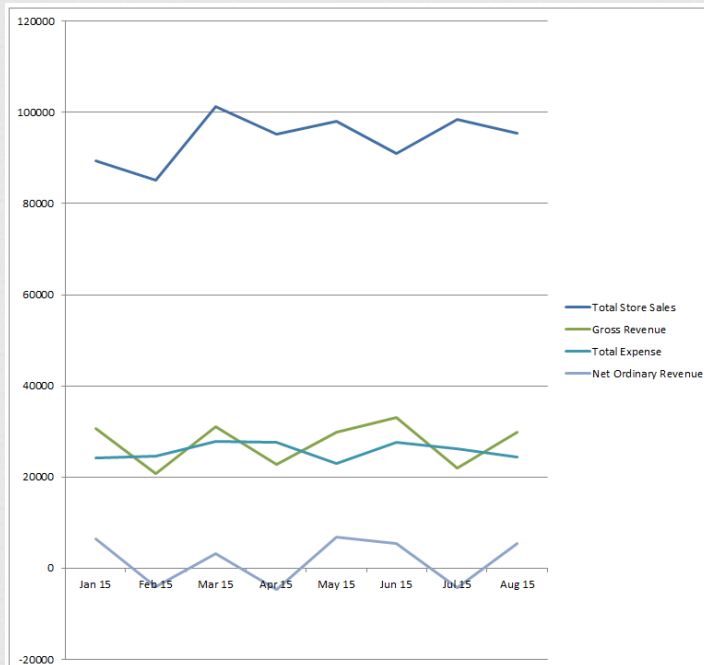
2014 vs. 2015 YFC January-June					
		Jan - Jun 15	Jan - Jun 14	\$ Change	% Change
Total Store Sales		560,227.71	518,592.88	41,634.83	8.03%
Total COGS		375,563.27	343,325.31	32,237.96	9.39%
Volunteer Discounts.		-17,133.87	-15,968.06	-1,165.81	-7.3%
Gross Revenue		168,167.36	158,867.27	9,300.09	5.85%
Total Expense		154,821.49	137,309.16	17,512.33	12.75%
Net Ordinary Revenue		13,345.87	21,558.11	-8,212.24	-38.09%
Net Ordinary Revenue as a Percent		2.38%	4.16%		
Dividends Received		12.12	12.52	-0.40	-3.2%
Total Other Revenue		12.12	12.52	-0.40	-3.2%
Other Expense					
Membership Dividends		6,820.91	5,853.48	967.43	16.53%
Interest Expense		535.68	133.17	402.51	302.25%
Total Other Expense		7,356.59	5,986.65	1,369.94	22.88%
Net Other Revenue		(7,344.47)	(5,974.13)	(1,370.34)	-22.94%
Net Revenue		6,001.40	15,583.98	-9,582.58	-61.49%
Net Revenue as a Percent		1.07%	3.01%		



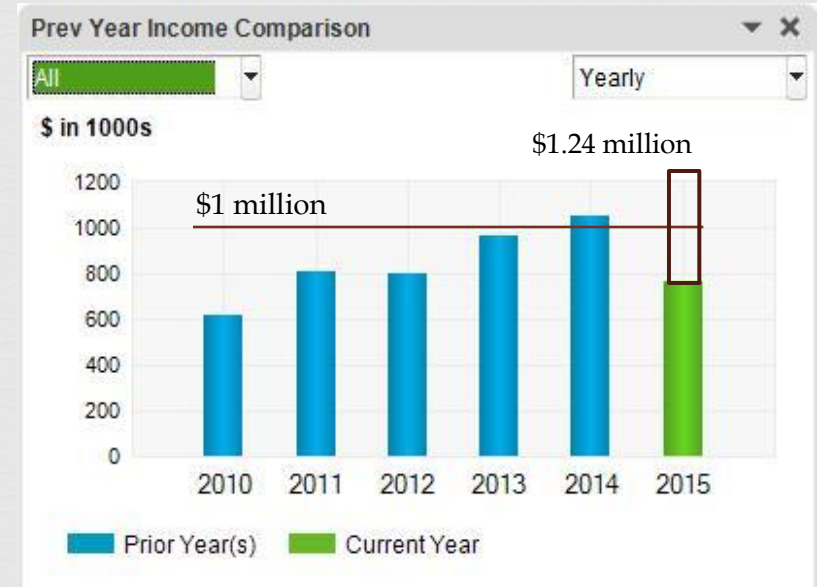
# Graphic Representations of YFC Finances



## Key Metrics for 2015



## Year to Year Comparison





# The Ideas Behind Patronage refunds

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- Give value to 'original' and annual members who are in good standing
- Based upon purchases made at the store; has been 1% or 2% for dual members
- Determined by BoD shortly after financials for prior year have closed
- Largest patronage disbursed in 2015 was \$217.90



# Patronage Refunds By The Numbers

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Since the introduction of Patronage Refunds, Yelm Food Cooperative has disbursed:

- About \$13,100 in store credit (2014 & 2015)
- This is over 46% of net revenue
- \$7100 was dispersed in 2015
- Looking good to repeat in 2016
- The more you spend, the larger the refund

We love this program, but...  
We have a 'Wish List' for 2015  
And we have Expansion Plans for 2016

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## Wish List



- Around \$27,750 to make happen
- 1) New Freezer Merchandiser - \$3,500 (recent addition)
- 2) Store Signs - \$2,750 (very soon)
- 3) Outdoor Lighting - \$1,500
- 4) Expand bulk offerings - \$7,000
- 5) Rotate cash registers - \$3,500
- 6) Deli Scale - \$1,500
- 7) Aisle Signs - \$1,000
- 8) Wine Cellar Upgrades - \$7,000

# Yelm Food Cooperative 2016 Final Phase Expansion



## Expansion Plans

- Six digit dollar amount needed for plan (about \$126,000)
- Every dollar will help make this happen
- That can start with you!
- Includes a deli, in-store bakery, juice bar, fresh meat, more seating, and a better layout
- Will improve access to quality, healthy prepared food alternatives to competition
- Would nearly complete our transition to a full service grocery store
- Could reduce our wholesale costs due to increased volume
- Can make YFC a 'destination store'



# How will the money be spent?



- 1) Deli and meat display case - \$20,000
- 2) Walk-in refrigerator/freezer - \$20,000
- 3) Grease trap - \$25,000
- 4) Prep and hand sinks - \$1500
- 5) Dishwasher - \$5,000
- 6) Juice bar - \$10,000
- 7) Finish Bathroom - \$10,000
- 8) Cooking/Baking equipment - \$7,500
- 9) More seating - \$1,500
- 10) Another beverage refrigerator - \$2,000
- 11) Move the office - \$2,000
- 12) Hood fan - \$10,000
- 13) Upgrade HVAC \$7,000
- 14) Soup/Salad Bar \$5,000



# So



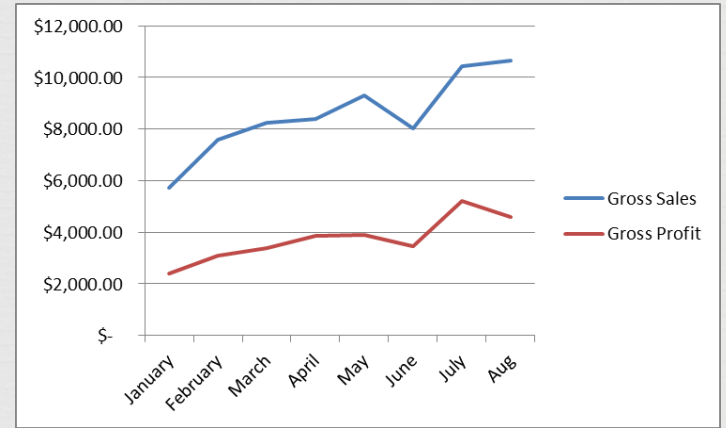
- A projected 2016 Patronage Refund of about \$8,500:
- Is nearly one-third of 'Wish List' budget
- Would save about \$200/month in loan payments/ about \$13,000 in costs with interest
- Reduces outstanding budgetary needs to \$145,250
- Gives back to your community co-op!

## Of Course:

- We would gladly take donations designated for the store development - any amount helps
- All donations to Yelm Food Cooperative, and Yelm Cooperative are tax-deductible
- This expansion will complete the store's major infrastructure needs
- This means that we should have a sustainable business operation after completion



# Wine Cellar of Yelm



Anne Marsh  
Virtuose de Vin







## ☞ Art and Wine at Gordon's Garden Center

- 59 tickets netted \$1190. After expenses, profit on ticket sales was around \$450.
- Wine sales on the day exceeded \$1675.
- The Co-op did over \$4793 that day.
- Plus Gordon's and La Gitana's sales

**ART, WINE & FLOWERS**  
*In Gordon's Gardens*

**SATURDAY AUGUST 15<sup>TH</sup> from 3-6 P.M.**

**Tickets 2 for \$40**  
**360.400.2210**



**Yelm Food Co-op**  
**308 Yelm Ave East**





# Yelm Farmers Market



Market Manager,  
Karen Rae



# What's New in 2015?

- Grass Site
- Vendors
- Live Music
- WIC & SFMNP
- Power of Produce





# Kids POP Club!

## Yelm Farmers Market

Join for Free!

KIDS ages 5-12

### Grow Healthy and Strong with the Power of Produce!

Join the Club and get:

- 1) Passport to Health
- 2) PoP Club shopping bag
- 3) PoP Club Button
- 4) \$2 in wooden tokens every time you come to the market!

Starts May 31st      Sundays 10am-3pm

Use the tokens to buy fresh veggies, fruits, and food plants!

Yelm Farmers Market  
At Nisqually Springs Farm  
(Next to Stewarts Meats)  
17835 SR 507  
Yelm Wa 98587



\* "Thank you so much for your time & inspiration for my kids to choose to eat and even grow their own foods."

\* "My daughter has started a garden from plants purchased with tokens. "

\* "Thank you for doing this and for showing kids that they matter."



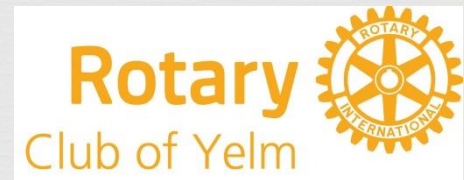


# Yelm Farmers Market Grows!

Year	Customers	Sales
2013 (Whole Season)	5900	\$65,792
2014 (First 14 markets)	7400	\$73,594
2015 (First 14 markets)	8500	\$92,473

*We are on track to have DOUBLED our annual market sales in 2 years!*

# 2015 Farmers Market Sponsors



- \* Dr. Terry Franks \* Terry Kaminski \* J & I Power Equipment  
\* Yelm Farm & Pet \* Yelm Gymnastics \* Yelm Cinemas

And You, the Yelm Cooperative Members!



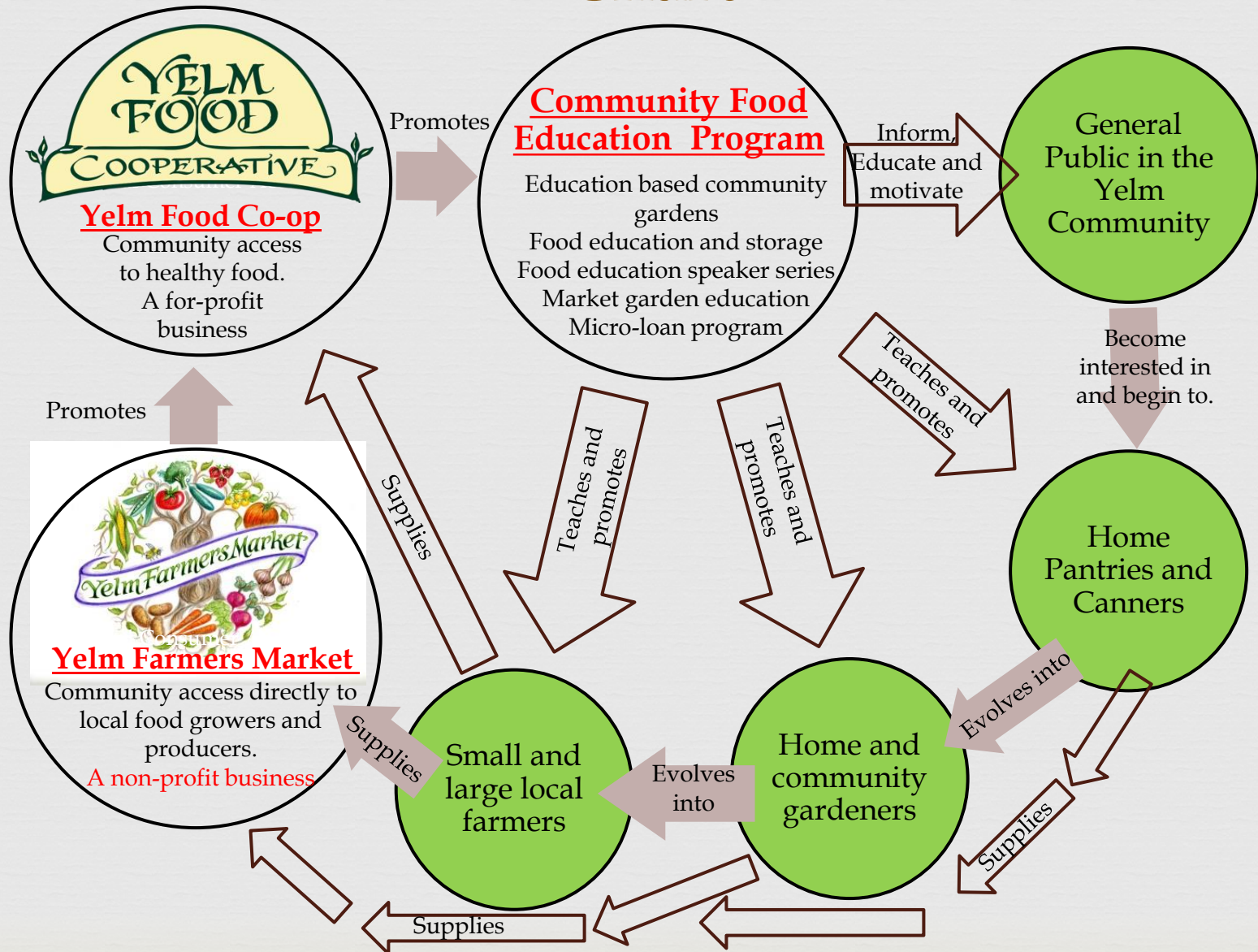
# 8 MORE WEEKS

Experience the Abundance!

Yelm Farmers Market

SUNDAYS, 10am - 3.00pm through October 25th

# Yelm Cooperative Vision Model Flow Chart





# Focus 2015

## Community Food Education Program



### Sub-Program: Education-Based Community Service Garden Yelm Community Garden

- Individual Garden Plots
- Composting and Soil Stewardship
- Gardening and Harvesting Basics
- Contributing to Community Food Banks

### Sub-Program: Food Education Speaker Series

- Prop 522, GMO labeling
- Organic gardening
- Seed saving and storing

### Sub-Program: Food Preparation and Storage [in Development]

- Whole Foods Cooking
- Food Preservation
- Nutrition, and Health Information



# JOIN US AND MAKE GREATNESS HAPPEN!

We are in need of the following help.

For the overall organization:

- Events Coordinator
- Fundraising Coordinator
- Grant Writer
- Promotions Person
- Grapevine Editor
- Program Manager, Community Garden
- Board Members

Contact Barbara

For the Store:

- Stockers, cashiers

See Barnaby

For the Farmers Market:

- Set-up and Take Down Help

See Karen

<http://yelfarmersmarket.yelmfood.coop/>

<http://yelmfood.coop/>

# Questions and Answers

