

General Manager's Report

Graeme Hussey
Month: *March 2007*

The receiver general has been paid.
PST and WSIB payments are up to date.

Sales

- Sales in FY 07 year to date (YTD-June through January) were \$33,500 (3.2%) above budget projections and \$59,600 (5.8%) above FY 06 YTD sales.

Finances (Including gross profit, inventory, shrink and cash flow)

- We are actively collecting the building and capital membership fee. As of the end of February, a significant majority of members have paid and cashiers are reminding all members who have not paid with each shop.
- Significant actions are planned or have been commenced recently to combat shrink and product loss. Please refer to the separate report attached at the bottom of this document.
- POS SYSTEM: I have attached a separate report to the board by staff member Filip Haderer on POS Systems.
- Draft store net income in FY07 YTD (June through January) is negative \$4,900.
- Draft gross profit in FY07 YTD (June through January) was \$9,400 above budget projections and \$1,000 below FY 06 YTD gross profit.

Capital and Maintenance Changes

- I do not intend to consider capital purchases until a finalized renovation plan is complete. Unless there is an emergency replacement.

Member Labour & Relations

- 2006 member survey was complete and we are waiting for the analysis. Should be complete in the coming month. No update on this since the last meeting, I was told by Andie that she is waiting for governance committee analysis from Howard Kaplan.
- Starting January 15, members have been required to present groceries when purchased. Most members have responded positively to the change as they understand the benefit served to the coop, despite their personal inconvenience. The main concern members have is that it will take longer at the cash. Staffs have been quicker to respond and open up the second cash and so far I have not heard any concerns that it has actually taken longer. The re-layout in the summer will address the bottle neck that is currently created at cash.

Operational Changes

- No significant changes.

Promotions and Marketing

- Brochure is being updated by a Karma member in conjunction with Suzanne and has yet to be printed.

Staff

- Have not yet updated the employee manual with the new changes to staff shopping lists.

Miscellaneous Items

- Nothing to report.

Announcements and Questions to the board and committees

- Nothing to report.