

Dear Co-op Members ~

Things have been going well with the Co-op in general - the GM and staff are running two great storefronts, the Board is focused on its governance work, and our Member Owners and shoppers are supporting our cooperatively owned businesses in Concord and New London! With spring around the corner, the Board wishes to update you on a few things:

- **Positive 2nd Quarter Financial Trends** –

Sales growth for the second quarter ending December 31, 2017 was 1.6%, a continuation of the 5.22% sales growth achieved in the first quarter, and a solid increase over last year.

Membership growth in the 2nd quarter of 5.6% continued a steady upward trend. Membership as of December 31, 2017 reached a record high of 7,112 member-owners.

- **Board Members Needed.** It is a great time to consider running to be a member of our Board of Directors. The Coop needs thoughtful individuals to serve on the Board, and we expect to have openings for our October elections. The deadline for applications is July 1, 2018; please contact Jim McConaha, Board Secretary, to express your interest and learn more.

- **Board Meetings.** If you are interested in joining the Board, our process requires attendance to at least one Board meeting prior to the election on September 15, 2018. Even if you are not interested in joining the Board, we always welcome members to attend to hear what we are discussing and to provide input. You can always find our agendas and minutes posted on the Coop Website. Some of the interesting and important topics we are addressing in the coming months are:

- A. Prepared foods with Executive Chef Keith McCormack.
- B. The potential purchase of an updated Point of Sale (POS) system to better serve our customers.

Customer Survey. We will be doing our annual Customer Survey in March from the 11th to the 24th. Please take the time to fill out a survey and share your feedback and ideas – the Staff and Board continually strive to have our Coop to best serve its Members. One question will be: “*What does the Coop mean to You?*” We very much look forward to hearing from you.

- **Save the Date & Share a Summer Evening.** The *Canterbury Shaker Village Garden Party* is July 25th at 5:30 pm (subject to change). All Co-op members are welcome to attend at no charge. It is a beautiful setting to come see what we are growing this year, to enjoy good company and good food, and to appreciate the simple gifts that generations have fostered in this special place with good honest work, innovation, and acts of humanity and community. It will also be an opportunity to meet the Co-op’s Organic Farm Manager, Andrew Messenger, who is already hard at work planning for the 4th year of farming on the beautiful grounds at Shaker Village. We look forward to seeing you there.

Thank you for your support and involvement! We are proud of what our Co-operative brings to the greater Concord and New London communities.

~ Your Board of Directors