



CONCORD FOOD COOPERATIVE

BOARD OF DIRECTORS BOARD MEETING MINUTES,

Tuesday, May 19, 2026 5PM

Hotel Concord, Concord, NH

Shawn Menard, President, called the meeting of the Concord Food Cooperative Board of Directors to order at 5:03PM. **Attending:** Shawn Menard, James Stever, Sam Pike, Krista Helmboldt, Amanda Bauer, Zack Sheehan and Andrew Weakly. Abby McShinsky attended via zoom. Izzy attended as a guest. Staff members included: Nick Schneider (Interim General Manager), Gloria Najecki (Produce Manager), Pat Gale (New London Store Manager), and Melanie Waldvogel (Board Administrator). Board quorum is met (7 out of 8 present).

WELCOME and MEMBER TIME

The Board welcomed Izzy to the meeting, a member wanting to connect more with the co-op. Gloria stated that she has seen that the economy is the main driver of lower sales numbers, not anything on the part of the departments themselves. It takes strategy on the part of the staff to find sales and create partnerships with vendors, which can be difficult if departments are understaffed. There is more competition and options for consumers. There are ways to create value, such as offering more local produce. Gloria noted that education on the benefits of local produce, despite the higher price tag, is needed. NH is lucky to have so many local farms and producers, and the co-op is in a unique position to partner with those that are a good fit. For instance, bread sales are up due to bringing in more local and talented vendors. Younger generations need to care about what they are eating and where they are shopping. This is an important conversation that can be continued in a future meeting or as a retreat topic.

MINUTES

BOARD VOTE: Approve the April 21, 2026 Board minutes as amended.

(Motion by Abby McShinsky, seconded by Zack Sheehan; approved unanimously).

GENERAL MANAGER'S REPORT

Nick reported that April saw a net profit of \$1,121. Sales are up in the Deli, Bakery, Bread and Sushi departments. Most other departments are flat or down from last April. Fuel surcharges are also up. Pat reported that the lack of soup and sandwich sales are hurting them in New London. Solutions to this problem are in the works, as well as events for the warmer season ahead. Better outside signage stating what is sold and all shoppers are welcome is needed. April saw some staff changes.

COMMITTEE UPDATES

Capital Raising – Krista reported that Nick was to be commended for the work he is doing in his new role, to include gathering information to determine what meets charitable purposes for alignment with CDS fund raising. B shares may be more challenging than we had hoped for. The Committee has initiated follow up on non-deductible gift documentation. Brittany at NCG has been very helpful bringing new grant opportunities to our attention, including the FARE (Food Access and Retail Expansion) grant. Other grants remain a possibility, including government grants the Concord location would not qualify for, but New London might.

Hiring – Andrew reported that out of over 150 applicants, 12-15 candidates were identified and interviewed by phone, and narrowed down to less than 10 semi-final interviews. There are many outstanding candidates with a wide range of geographical locations and experience.

BOARD VOTE: Enter Executive session at 6:35PM.

(Motion by Shawn Menard, seconded by Zack Sheehan; approved unanimously).

BOARD VOTE: Adjourn at 7:26PM.

(Motion by Shawn Menard, seconded by James Stever; approved unanimously).

The next Board meeting will be virtual on Tuesday, June 16, 2026.