

TOFINO CONSUMERS CO-OPERATIVE ASSOCIATION
64th Annual General Meeting
September 30th, 2020
7:00 PM Tofino Legion

AGENDA

- 1. Call to Order**
- 2. Introductions**
- 3. Motion to Approve Agenda**
- 4. Notice of Meeting**
- 5. Minutes of 2018 - 2019 Annual General Meeting**
- 6. Business Arising from Minutes**
- 7. Reports:**
 - 7.1. President's Report**
 - 7.1(a) Patronage Allocation for 2019 - 2020**
 - 7.1(b) Ratification of Board of Directors**
 - 7.2 General Manager's Report**
 - 7.3 Auditor's Report and Financial Statement (MNP)**
- 8. Discussion and Adoption of Reports**
- 9. Appointment of Auditors for 2020 - 2021**
- 10. New Business**
- 11. Election of Directors – 2 Positions (3 Candidates)**
- 12. Oath of Affirmation**
- 13. Special Presentations and Acknowledgments**
- 14. Question Period**
- 15. Adjournment**

TOFINO CONSUMER'S CO-OPERATIVE ASSOCIATION

63rd Annual General Meeting

May 22, 2019

7:00 pm Wickaninnish School Tofino BC

In Attendance: 220 registered members, 11 registered guests

6:45 pm Board of Director President Jim Striegel announced start of AGM would be delayed until all members had opportunity to register.

6:55 pm Wickaninnish Community School coordinator advised the user group in the gymnasium had offered to give up their space for the Co-op to move into a larger area. Meeting was relocated to the gymnasium.

1. Call to Order

8:05 pm Meeting called to order by Board of Director President Jim Striegel. Everyone was welcomed.

2. Introductions

Jim Striegel introduced the Tofino Co-op Board of Directors:

- Chris Michaud – newest director – has been on the Board for one year
- Barb Audet- Vice-President – is an elder in the local First Nations Community, has been on Board for 5 years, serves as Planning Officer
- George Hubert – has almost 30 years of service on the Board – Every 12 years you go off for a year but can be voted back on.
- Rosemarie Tranfield -Secretary – has worked in the Co-op for many years.
- Rene Gibson – has worked in the Co-op for many years, has been on the Board for six years
- Carol Schulz – Manages our Finance and Acquisitions, has been on the Board for 12 years, off for one year, re-elected and has 17 years total. Lead the store renovation.
- Mike Tomilin – General Manager

J. Striegel stated he just wants to clarify the Board doesn't do the counting of votes.

- Doug Potentier – is an invited guest, is President of Canadian Co-operative and works with government on laws that support the Co-operatives. He is Vice-President to FCL. He will help with counting as he does each year when is here.

Thank you to Dr Jameson and his friend who will assist in counting.

You will require a Co-op number to speak please.

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3. Motion to Approve Agenda

MOTION: To approve the Agenda as presented.

Moved: #6151 Chelsea Bauer Second: #1992 James Green

No Discussion

CARRIED

4. Notice of Meeting

J. Striegel stated:

Notice of Annual General Meeting has been advertised as required.

Tofino Co-op has been in business since 1922,

since 1956 has been part of FCL,

has three years to 100 years of business.

Congratulations to Sister Margaret who also is turning 100.

5. Minutes of 2017-2018 Annual General Meeting

MOTION: To accept the Minutes of May 2018 Annual General Meeting as published

Moved: #13 Barb Audet Second: #1992 James Green

No Discussion

CARRIED

6. Business Arising from Minutes

None

7. Reports

7.1 President's Report

J. Striegel stated there is a lot of misinformation on how a Co-op Board works and has prepared his report keeping this in mind.

Jim thanked everyone for holding their questions until the end.

It is possible about 60 persons did not receive a printed copy so Jim stated he would read his report.

Jim Striegel gave his president's report – see attached

8:18 pm Comment from floor – “get on with it, you are only politicking”

Striegel continued with his report.

8: 22 pm Comment from floor – “don't use names when identifying events”

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8:24 pm Comment from floor

MOTION: To accept president's report.

Moved: #2210 Second: #317

Director Carol Schulz responded the motion is out of order.

Discussion back and forth between the floor and C. Schulz.

8:29 pm J. Striegel stated the motion was out of order and continued reading his report.

7.1(a) Patronage Allocation for 2018-2019

The Board of Directors has set the following refund:

1. That the 2018-2019 patronage refund rate be 6.0% of purchases.
2. That all monies from the allocation be distributed as follows:
 - a) All members with an equity between \$10.00 and \$500.00 receive 25% in cash and 75% allocated to their equity.
 - b) All members with equity between \$500.01 and \$750.00 receive 50% in cash and 50% allocated to their equity.
 - c) All members with an equity between \$750.01 and \$999.99 receive 75% cash and 25% allocated to their equity.
 - d) All members with equity of \$1000.00 and over receive 100% in cash.

MOTION: To accept the 2018-2019 patronage allocation as set by the Board of Directors.

Moved: #271 Lynda Shaw Second: #942 John Forde

No Discussion

CARRIED

7.1(b) Ratification of Board of Directors

MOTION: Be it resolved that the members ratify and confirm all the actions taken and decisions made by the Board of Directors.

Moved: #2020 M Hogan Second: #6004 C. Schulz

3 nays by show of hands when question asked

CARRIED

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7.2 General Manager's Report

General Manager Mike Tomilin presented his report. Copy attached.

7.3 Auditor's Report and Financial Statement (MNP)

General Manager Mike Tomilin presented this report. Copy attached.

7.4 FCL Report

Presented by Doug Potentier.

Points included:

- What is FCL? FCL exists to provide goods and services to the Co-operative Retailing System.
- There are 4 major commodities FCL is involved in: Energy, Food, Agriculture, Home and Building Supplies
- 170 autonomous Retail Co-operatives of which Tofino Co-op is one
- FCL supports projects dedicated to recreation, environmental conservation, and urban agriculture.
- A vision of FCL is Building Sustainable Communities Together.

8. Adoption of Reports

MOTION: To accept the Reports as presented.

Moved: #2095 S. Mole Second: #4270 G. Martin

No Discussion

CARRIED

9. Appointment for Auditors for 2019-2020

MOTION: To appoint MNP as external auditor for 2019-2020 fiscal year.

Moved: #5119 C. Milliken Second: #3119 I. Frank

No discussion.

CARRIED

10. New Business

None

11. Election of Directors – 3 Positions

There are three three-year term positions available and six candidates.

George Hubert, Rene Gibson, and Jim Striegel will stand.

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Margaret Eady, Matin Gholami, and Stephanie Hughes have completed an application package.

Each candidate stated why they would like to sit on the Board.

Voting by Ballot commenced.

Scrutineers left to count ballots.

Scrutineers returned.

Doug Potentier announced Margaret Eady, Matin Gholami, and Stephanie Hughes were elected.

G. Hubert, R. Gibson and J Striegel were thanked for their time and their contributions.

12. Oath of Affirmation

Doug Potentier administered the Oath of Affirmation to the Directors.

13. Special Presentations and Acknowledgements

Thank-you gift to Freda Hubert for assisting at the front door with the sign- ins.

14. Question Period

#5658 B. Lax:

If other large stores are purchasing non-certified produce products, why can't we?

GM:

Has to keep all consumers safe, has to protect the Co-op's assets, can't take the chance, and all suppliers according to FCL are required to be GAP certified.

not provided – G Smith:

We are here to ask for a change to the produce that is available in the store.

GM:

Will not take the chance, suppliers need to be GAP certified.

not provided – Stephanie Hughes

Wonders if FCL can engage with Island Producers.

D. Potentier:

That would be an operational decision. We elect management who can continue to dialogue with FCL. Your management has made the decision for safety until the farmers get certified.

5023 – Judy (no last name provided)

Is it just because of insurance and liability only that we don't purchase all product from non-certified suppliers?

GM: It's about safety.

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Judy:

Is certification for small farmers realistic? Does it take years?

Jim Striegel:

I don't know.

B. Lax: Are we doing enough? Our core value is we buy local produce whenever possible.

4617 - no name provided

Co-op has been supportive in the removal of plastic. Will the new board be able to continue with this support?

GM:

Will continue to do what he is able to decrease the plastic.

4270 – G. Martin

We have an official language here in our territory. When will the aisles include the Tla-o-qui-aht language on the signs?

GM:

It's something we should look at. Half our members are First nations. Half our staff are First Nations.

6959 – Gynette (no last name provided)

In decision making does the Co-op only get a say when we elect the Board? How much of a say does FCL have and how much do members have in our Co-op?

GM :

FCL is our supplier. We try to do our best in supplying. FCL is huge. As GM, I have access to many professionals. There is a manager from FCL for food safety, there are petroleum experts, retail managers. All of them are available for the GM to consult with. Ultimately, it's the Board which you elect. They have to work under the laws of Canada and the laws of BC.

#973 - L Zed

Please look at other co-ops to see how they manage and sell non GAP.

#7524 – S. Rideout

Less than 10% of the membership is in attendance. She stated she encourages the Board to find other options on how to participate.

GM:

Good advice. Changes to bylaws have to be made by Special Resolutions.

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not provided – B. Audet

Most of our members are First Nation. They don't vote. How can we include them in the process you describe?

not provided – C Schulz

There has been a major shift in the Board. They have done newsletters before and mail outs and the co-op has an active web page. We welcome the new board members to get involved with how to communicate better. We can look at ways to improve.

#271 – L. Shaw

Requests an apology from Mr. Striegel for his earlier comments.

And because the staff work so hard, can we put more money into operations to fill the shelves.

GM:

Our truck comes in on Monday. We order by Monday night. Product has to go on shelves as soon as we get it in so we don't double order. Chelsea has a good point – where do we get the staff?

no number provided – Iris

Many of our staff live in Opitsaht. How can we get here?

GM:

We have the product; we just can't get it on the shelf fast enough.

My staff is amazing for what they do. Thanks for the question Lynda.

#7594 – R. Thorogood

How do rules get changed? Monthly board meetings are in-camera. How do we get this changed? Many of us here tonight are in the dark. How do we change?

C. Schulz:

Resolutions are written up for the next general meeting. They have to be published in advance.

R. Thorogood:

The board has not provided any information.

GM:

The Co-op has a website. Chelsea can add them to the site. The statement of operations can be posted. FCL works the same way. We aren't unique.

G. Smith:

Can we make the board meetings public? How do we get them open?

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C. Schulz:

The oath says the board meetings are confidential. At the meetings we go through accounts and it's private information. We used to have a newsletter, but members said they didn't want them. We can electronically do a newsletter. We can do it.

G. Smith:

How do we get a resolution in place to have portions of board meetings open?

C. Schulz:

Resolutions are brought to the AGM after being posted for all members to read.

#3866 C. Dennison.

How can we help?

C. Schulz:

Feed back is a two-way street. We can do this. There is a way to do this.

B. Lax:

There are seven board members. How does the president get elected?

C. Schulz:

The board has a meeting immediately after the AGM where the president is elected at that time.

15. Adjournment

10:51 pm Meeting adjourned by Chelsea Bauer.

Date Approved: _____

Signed: _____

C. Schulz, President.

Signed: _____

R. Tranfield, Secretary

TOFINO CONSUMERS' CO-OPERATIVE ASSOCIATION

2020 ANNUAL GENERAL MEETING

President's Report

Welcome to the 2020 Annual General Meeting of the Tofino Consumers' Co-operative Association. We meet tonight to report to you the outcome of our Co-op's 2019-2020 Fiscal Year, the year ending on 31 January 2020. We also celebrate that year because of the outstanding year-end financials, the excellent performance of our staff and management, and the continued support of our loyal Membership and consumer base.

First, let me touch on the numbers. Our sales rose to a bit over \$24 Million, our highest annual sales to date. Our overall assets total over \$18 Million, an increase of 13% over the previous fiscal year. We remain debt free, with a cash reserve of \$7 Million. We are in an excellent position to invest in assets and expand our Co-op's services to you.

Further, our net savings (after taxes) was over \$2.1 Million, allowing your Board to recommend equity repayment at 6% on all Co-op purchases made by our Members during the year. This is an exceptional equity repayment rate when compared to that of most of the retail co-operatives in Western Canada.

Our Membership continues to increase slowly, but steadily. We are now at 3,715 Members, of which only 445 were inactive during the 2019-2020 fiscal year. Most of our Members are local folks, living in our market area, from Hesquiaht in the north to the Highway 4 junction in the south. We do have Members who live elsewhere, from as near as Ucluelet, to as far away as Nova Scotia and Texas.

You will undoubtedly remember our last AGM, in 2019. One positive outcome of that meeting was the Board's realization that we needed to upscale our communications with the Membership. Taking that message to heart, we have instituted a quarterly report to you, NEWS FROM THE BOARD, to be found on the Tofino Co-op website. We are also conducting local radio interviews, as well as issuing regular ads in both the Westerly News and on the radio to keep you informed of projects planned and progress made. This has been well-received. It is our intention to continue this communications plan into the future. We expect you will let us know if we fall short of your expectations.

Something we do every year, and with little fanfare, is our donations program to our local community. In FY 2019-2020, we again donated approximately \$40,000 to our youth groups, sports activities, cultural events, our food banks, a variety of school programs involving food and the daily snacks programs for our school children, and, of course, to our annual scholarships to our high school graduates.

We ran into a few snags along the way regarding our attempts at growth. We needed to revise our in-town gas bar expansion plans as they were in conflict with OCP zoning for our adjacent lot. We returned to the drawing board and with FCL assistance, have re-designed an upgrade on the existing gas bar lot. This plan upscales the number of lanes and pumps and downsizes the convenience store to kiosk size, housing only office space, a coffee bar, and minimal snacks and tobacco products; there will be washrooms on the outside of the building. This facility can be operated by a much smaller work force and the estimated cost is \$4.5 Million, half the cost of the originally proposed expansion. It will allow our Co-op to retain an in-town gas bar for the future. Because of the volume of traffic to the west coast every summer, the District considers our gas bar an essential service and we cannot close it down. So, we build what we can, as per the immutable OCP.

We are very fortunate in having received a timely invitation to join with our Tla-o-quiagt First Nations (TFN) neighbors to explore the feasibility of building a gas bar and 4,000 square foot grocery store along the Pacific Rim Highway, at Ty Histanis, on First Nations land. We have conducted a series of market and feasibility studies, but still have a way to go before this project is finally approved by both parties. Discussions and planning sessions have been very positive thus far and after we agree on the terms of a long-term lease, we will join with TFN in the development of this project, which Co-op will operate, under the Co-op banner. This will be a \$9 Million facility of which our Co-op has proposed to invest \$6 Million in construction and technical equipment required to run a gas bar and a state-of-the-art small grocery, to FCL specification. If this plan comes together as both parties would like, then this investment will be Tofino Co-op's first expansion outside of the District of Tofino into other locations within our market area. That makes this a landmark effort. We thank the TFN for selecting us as your co-operating neighbor on this joint project!

You will recall that our Co-op is still involved in a legal action by TERGEO against TRIPLE MAR over the sale of the TRIPLE MAR building to the Co-op. Although all parties to this action have agreed to release the Co-op as a defendant, we remain, by our choice, a party to this case because the outcome can affect our closing on the building sale, and the length of the Tofino Pharmacy lease, believed by us and TRIPLE MAR to terminate in October 2022, with no extensions. We had expected the trial to be done by now, but due to the pandemic, the BC Courts were closed for most of this spring. Upon re-opening, our trial date was slipped by the Courts to next year (26 April, 2021). So, we enter the 4th year of this action. Please be reminded that Tofino Co-op is at no risk of financial loss, regardless of outcome of the trial. The legal fees expended thus far by us (about \$80,000), will be mostly repaid, since the case against us was dropped by the plaintiff. Also, the down-payment on the building is refundable, on the unlikely chance the court ruling goes in TERGEO's favor. By next year's AGM, I expect this matter to be settled.

Now a few words about this current fiscal year. The COVID 19 pandemic has caused mayhem in the entire business world. In a way we were lucky, being an essential

service, we were open the entire spring, with extensive operational adjustments to adhere to BC Health directives. One of those adjustments is how we are running the 2020 AGM. I hope that the opportunity for advance voting will make up for the restriction on size of a physical meeting, and allow a maximum number of local members to vote on the annual motions and election of directors.

The decrease this year in sales and net savings will be unavoidable. That is expected. Fortunately, we have the reserves to weather such a storm. We ask that our customers please continue to show patience. All of this will pass. We are doing our best.

To our management and staff, I and the Board thank you for braving the front lines with strength, positive attitude, and humor. You make us very proud.

To our Membership, I thank you again for your loyalty, patronage, and your attention to all health directives.

All of you comprise our local Co-op family. May you and yours stay healthy and be happy!

Respectfully,
Carol Schulz

7.1(a) 2019 - 2020 Patronage Refund

The Board of Directors has set the following refund:

- 1. That the 2019 - 2020 patronage refund rate be 6.0 % of purchases.**
- 2. That all monies from the allocation be distributed as follows:**
 - A) All members with an equity between \$10.00 and \$500.00 receive 25% in cash and 75% allocated to their equity.**
 - B) All members with equity between \$500.01 and \$750.00 receive 50% in cash and 50% allocated to their equity.**
 - C) All members with an equity between \$750.01 and 999.99 receive 75% in cash and 25% allocated to their equity.**
 - D) All members with equity of \$1000.00 and over receive 100% in cash.**

7.1(b) Be it resolved that the members ratify and confirm all the actions taken and decisions made by the board of directors.

TOFINO CONSUMERS' CO-OPERATIVE ASSOCIATION
2020 ANNUAL GENERAL MEETING
General Manager's Report

Thank you for picking up your 2020 Tofino Co-op AGM and voting package. Given our current COVID 19 pandemic, nothing seems to be normal anymore. This has led the Board of Directors to try to meet the needs of governance as safely as possible, while also adhering to the democratic rules of this co-operative. I urge you to read the provided information, and fill out your ballot for the needed operational motions and the election of two Board Directors. Return your ballot, sealed in the enclosed white envelope, to the Admin Office in the Food Store before noon on September 30. By doing so, your attendance at the AGM, that evening, is not necessary for your voice to be counted.

Our 2019-2020 fiscal year was, as Carol pointed out, "outstanding." It mirrored the previous fiscal year in sales and returns. Highlights and trends include:

- Sales of \$24,280,000, net savings before tax of \$2,594,000, which is a 10.7% return on investment.
- All locations and departments had a positive bottom line, with Food Store departments having an exceptionally good year.
- FCL patronage returns decreased by approximately 25%, but we were able to make that up in strong local savings.
- Fuel consumption dropped this past year, with a concomitant lowering of liters sold by our gas bar.
- The change of three Directors in one year would be a challenge for any Co-op Board. Through training, the best interests of the organization and leadership, our Board has done right by all of us.
- The creation of two monthly "Member 10% Discount Fridays," and the continuation of a "10% Weekly Senior Discount Wednesdays" have proved successful for our Food Store.
- Human Resources was boosted by the addition of Susan van Dalen. Susan's work on Health and Safety, policy implementation, and staff hiring has benefited our retail immensely.
- Plan for a Gas Bar has been initially approved by the Board that would call for a smaller "kiosk" type store at the present location. While smaller in retail space an additional browser to accommodate 2 extra filling lanes would be installed.
- Discussions with Tla-o-quiaht First Nations and Tofino Co-op began (and continue) on the prospect of a new gas bar and small grocery store complex, located at Ty Histanis.
- The Hardware location has undergone a reset and a change in management, resulting in major positive results in that department.

- FCL has moved in a direction of out-sourcing technology instead of trying to create it on its own. This has led to major changes in our accounting programs. Jennifer has accomplished great work moving us forward and adapting us to this new approach.

As with all AGMs, you receive an "Annual Financial Report" from our external accounting firm, MNP. Our Co-op retail goes through rigorous audit controls every fiscal year, using FCL Retail Accounting, FCL Interim Accounting, and finally by MNP as our external accounting control. Allow me briefly to orient you to this Year End Financial document:

- The introductory pages include management and auditor responsibilities.
- Page 1 – The Balance Sheet includes assets and liabilities of our Co-op this fiscal year. Please note the noteworthy increase in cash assets of approximately \$2,500,000.
- Page 2 – Statement of Savings shows a larger net savings by our retail, but a lower patronage return from FCL.
- Page 3 – Statement of Cash Flows is very strong, with an increase of \$2,373,000.
- Pages 4-12 – Notes to Statements provide detailed information pertinent to operations and results.
- Page 13 – Statistical Information gives you an historical perspective on sales and net savings, along with Member-Owner details.

Moving into this current year, the best word to explain operations is "difficult." Since the arrival of COVID 19, it has been a battle for all of us at the Co-op, and, of course, for you, our Members. Operational decisions have been strongly influenced by the BC Ministry of Health, the local health authority, and local municipal health directives. This information is reviewed on a very regular basis by Human Resources, myself, and my local managers. As needed or called for, appropriate decisions and operational changes are made and implemented to safeguard the health of our staff, our customers, and our community, at large. The Board is updated regularly on any changes, and these are also posted on our website for your timely information.

I cannot say enough about the effort put forth by our staff and managers. The stress of being on the front line is often increased by coping with the abuse from customers not wishing to follow the store's health rules. Your Board has been 100% behind all of us and is totally focused on the welfare of our staff and this community.

What has been the impact so far of COVID 19 on our Co-op? Here is what we can tell you as of now:

- We have a 15% decrease in sales, year to date, due to location closures, lack of consumer traffic, and day and hour operational changes put in place.

- We show an approximate 9% increase in expenses, due to increased labor (wages, cleaning, new hires for greeting, etc.) and supplies (masks, sanitizers, shields, cleaning products).
- Year to date, we have an approximate decrease of 45% to our bottom line.

As to whether we can make up some of these losses later in the year will depend on the pandemic's progress. Your guess is as good as mine. Fortunately, our cash reserves are solid. This means that our committed plans are not in jeopardy.

New and continued operational activities for the current year include:

- We have created a position for an Operational Manager; this has recently been filled by Rick Vincent.
- The design of the Tofino in-town gas bar has been completed and approved by the Board to move ahead.
- Discussions with the Tla-o-quiart First Nations are continuing on a very positive note toward the development of a gas bar and small grocery complex at Ty Histanis.
- The bulk food section was installed and then closed due to the pandemic (Health Department directive). With modifications, we will be able to re-open it soon.
- Our Food Store will undergo a cat-6 upgrade to the cable wiring, enabling modern wi-fi ordering systems, pricing scales, and other future equipment improvements.
- Two new 12-foot meat cases (for deli meats) with doors are being installed this fall.
- A new rear check-out cabinet (till, coffee, F'Real, Slushi) will be installed this fall.
- Native language signage has been installed in three locations: Food Store, Hardware and TLC
- The old bus-stop location has been converted into a Human Resource office, a Training Center, and Board Room.
- FCL Propane is now available for Members, who will receive equity on their propane purchases.
- Propane training for gas bar staff will now be conducted internally by our own certified trainer.

COVID 19 will continue to affect operations this year and probably into the next. Operational hours, days, and rules maybe very fluid. Please bear with us and be kind to the staff. I am immensely proud of them, and this community should be, as well.

In closing, I must thank the Members for their patronage and appreciation. I thank Carol and the Board for their confidence in me, their guidance, their care of staff and the community, and for just being there for me when needed. You are much appreciated. To my Managers, thank you for your leadership and professionalism, day to day. Finally, to a huge thank you to my staff, who put up with "the 'old man." Without you we would all be lost.

My name is Barb Audet, I was born and raised here in Opitsaht on Meares island. My mom and dad are Nancy and Alec Masso. I have one son, a daughter and six grandchildren.

I am seeking re~election for the Board of Directors. I have served on the Co-Op board for 6 years. I have been Vice President for the last 2 years.

I have graduated from the Ucluelet Secondary High School. I have also taken business courses at Camosun College. At the Quebec City College, I completed my business administration diploma with emphasis on accounting.

For the last 3 years, I have been on the Tla-o-qui-aht First Nation Economic Development Board. Previous to that, I served on the Tin-Wis Resort Board of Directors for 22 years. For 10 of those years, I was Chairman of the Board.years as Chairperson.

My experience with business boards has been in the economic development areas.

If elected, I look forward to serving the community for another term.





My name is Iris Frank. I am member of Tla-o-qui-aht First Nation. I am married to Bruce Frank and together we have four children. We reside in one of our communities at Tyhistanis and look forward to moving into Esowista soon.

I have 25 years of Management experience and am vision and goal oriented. I possess leadership capabilities, along with strong written and oral communications skills. I have worked with many employees of varying departments, volunteers, Board of Directors, Chief & Council's and multiple First Nation Organizations.

My career has taken me many places. For the past five years I have been with Tla-qui-aht First Nation Administration as the Education Manager. I previously worked with Ucluelet First Nation as their Director of Operations for ten years where I oversaw the transition of an Indian Act Nation to a Modern-Day Treaty Government. I also worked with Ma-Mook Development Corporation for seven years, overseeing the day to day operations. And finally, I worked for ten years with the Ditidaht First Nation in a Senior Management capacity, at the same time attended the University of Victoria for two-year Diploma Aboriginal Governance and Administration Program.

I have been a member of Co-op for the past 15 years or so, and a resident of the West Coast for 18 years. I am seeking your support, and would look forward to working with the Co-op Board of Directors for the best interest of its members in and around the Tofino area, including the communities of Tla-o-qui-aht, Ahousaht, Hesquiaht and offshore.

CAROL SCHULZ

I am your current President of the Tofino Co-op Board of Directors. I ask for your vote to re-elect me to our Board of Directors.



I have lived in Tofino for 29 years. I have served on the Co-op Board for 18 years as Finance Chair, Acquisitions Chair, Planning Co-ordinator, and 12 years as Board President.

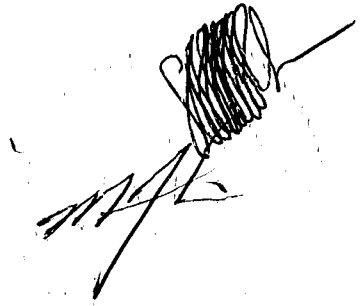
During my time on the Board, our Co-op has tripled in sales from \$7 Million to \$24 Million.

We have rebuilt our Food Store, upgraded all of our locations, and added approximately \$6 million in real estate, primarily in use as Staff housing. We have \$7 million in cash reserves and currently carry no debt. We are developing three additional projects that will improve your Co-op services.

I have hired and worked successfully with three different General Managers. Our Boards of Directors have always been harmonious, fair, and successful bodies of governance. During these years, you, our Members, have received annual equity rebates of 4–6 percent, double that of the average co-op.

My business background is in operational management. Prior to coming to Tofino, I was a Vice President at Science Applications International Corporation, operating a Division of 400 people in multiple offices testing and installing a new automated health records system for all branches of US military hospitals worldwide.

Since moving to Tofino in 1991, I have taught financial and small business management, consulted with organizations in developing their financial systems, and staff hiring and evaluation strategies. I have served on four local Boards, including the Tofino Co-op and the Tofino Branch of the Royal Canadian Legion. Now retired, I paint watercolour landscapes for fun.



TOFINO CO-OP BALLOT

MOTION 1: To accept the minutes of the 2019 AGM, as presented.

Moved: C. Schulz Seconded: B. Audet

Only mark one answer. IN FAVOUR _____ OPPOSED _____

MOTION 2: We resolve to ratify and confirm all actions taken and decisions made by the Board of Directors during FY2019-2020 (ending 31 Jan 2020).

Moved: J. Braiden Seconded: S. Van Dalen

Only mark one answer. IN FAVOUR _____ OPPOSED _____

MOTION 3: Of the FY2019-2020 Year End Savings (before taxes) of \$2,593,979, we resolve to apply approximately \$1,340,802 to general reserves, \$50,479 in over-age repayments, and \$857,440 to member patronage dividends, at the rate of 6% on all member purchases for that fiscal year. Moved: B. Audet Seconded: M. Eady

Only mark one answer. IN FAVOUR _____ OPPOSED _____

MOTION 4: We resolve the following rules for equity allocation cash repayments:

If member equity is between \$10 and \$500, pay 25% of allocation in cash, and 75% in equity. If member equity is between \$501 and \$750, pay 50% of allocation in cash, and 50% in equity. If member equity is between \$751 and \$999, pay 75% of allocation in cash, and 25% in equity. If member equity is \$1000 or more, pay 100% of allocation in cash.

Moved: S. Hughes Seconded: M. Eady

Only mark one answer. IN FAVOUR _____ OPPOSED _____

MOTION 5: We resolve to appoint the accounting firm of MNP as our external auditor for FY 2020-2021. Moved: C. Schulz Seconded: S. Hughes

Only mark one answer. IN FAVOUR _____ OPPOSED _____

DIRECTOR ELECTION: select no more than two candidates below

Barb Audet _____

Iris Frank _____

Carol Schulz _____