

# Should we move?



## Board Considerations

Below are some ideas regarding the possibility of a move that the Board discussed at length. We are confident that you have additional thoughts, new perspectives and questions, and we would love for you to share them!

### COMMUNITY

- We are an anchor in the main street business community.
- We have a small community gathering space in our café.
- Our deliveries disrupt downtown traffic.
- In a larger store we could offer a more diverse product line allowing us to serve a wider demographic.
- A new location would allow BMFC a greater presence in the community.
- A larger space would encourage frequent gatherings: more café seating, outdoor events, art exhibits, live music, classes, workshops, etc.
- Additional shelf space presents opportunity for more local products, keeping money close to home.
- HVM location is set up for meat processing, so we could help local farmers access a larger market and provide specialty meat cut options for shoppers.

### STORE

- Love our current store and vibe!
- We have an intimate and personal shopping experience.
- By staying in our current location, we find solutions that fit our small size and encourage us to have a smaller footprint.
- We don't currently have the financial pressures growth brings in our decision making processes.
- We have limits on our product selection due to the size of the store which can make it difficult to meet member needs.
- The building infrastructure is difficult to work and shop in due to having three floors and a tight shopping area, including a bottleneck at check out.
- We purchase less from our distributors than larger stores nearby, so our prices are less competitive.
- Changing the store location would change its physical character.
- Financial feasibility in a larger location is based on a mixed product line of organic and conventional items, changing the co-op's identity.
- In a larger space we could become a one-stop shop.

- Selling more goods will get us better prices from our distributors, passing on savings to shoppers.
- More visible location that is still central to downtown.
- Trucks can deliver without disrupting downtown traffic.

## **SUSTAINABILITY**

- By being a one-stop shop it enables shoppers to stay in town, which keeps money in our community and could decrease carbon usage.
- Potential to work with the town to have an EV charging station and to have space for solar power.

## **ACCESSIBILITY**

- Our current store is not ADA compliant. It has a narrow entrance, no ramps, restricted aisles, public restroom and café on second floor without an elevator.
- On-street parking can be difficult for those not willing or able to parallel park.
- The HVM location has ample off-street parking.
- Wide entrance and aisles for wheelchairs and strollers.
- After a remodel there could be an accessible bathroom at the HVM location.
- The café would be accessible!

## **FINANCIAL**

- Our current business is stable with low overhead costs; we own our building!
- Lower costs in a larger space could make us more stable in the event of an economic down turn.
- Our current building needs repairs due to deferred maintenance.
- There isn't currently much room to grow our sales, though expenses continue to rise.
- Being in debt and having higher monthly costs creates greater vulnerability to economic forces.

## **EMPLOYEES**

- Storage is currently limited and deliveries are very challenging, requiring substantial time and effort to complete tasks.
- Three story building makes for a potentially unsafe work environment.
- Greater potential to increase wages and benefits in a larger store due to increased revenue.
- Efficient and safer work environment in a new location with storage and office space.

***What comes to your mind? Please let us know!***

*[outreach@BMFC.coop](mailto:outreach@BMFC.coop) or leave a note at the register, and participate at our community meetings!*