

Board approved previous meeting minutes

Timekeeper: Max

Note taker: Kristjan

#### Financial Update:

- Revenue generated in Nov allowed 612SS to cover operating expenses.
- Fewer packages sold, but more bench reservations sold.
- Opportunity to increase reservations through improved marketing & promotions now that we have our operations in a more sustainable place.

#### Staffing Update:

- We've recruited excellent staff, now we have an opportunity to streamline our on boarding process and share the 612SS sexual harassment policy.
- Volunteer Program: We had 30+ volunteers attend our Volunteer Night. There was great energy, which led to brainstorming new ways to contribute to the co-op. Opportunity to engage volunteers in promoting 612SS - the Board will ask volunteers to be a part of developing a marketing strategy starting 1/1/2019.
- Potential to train hosts on Aufguss in Jan/Feb 2019

#### Newsletter Update:

- Promote "Give the Gift of Sauna" during the Holiday Season - Black Friday, Small Business Saturday, Sweaty Sunday & Cyber Monday. 612SS can push out a promotion every week through end of Sunday
- Promote Aufguss schedule

#### Trailhead Sauna Updates

- December Programming: Thursdays are low-volume evenings. Explored ways to offer programming.
- John & Max will be meeting with The Loppet Foundation to negotiate the MOU going forward.

#### Stoker Update from Nick & Kirk

- Volunteers are looking for concrete ways to volunteer and have expressed confusion about why last year's program was changed.
- Volunteers felt that they were contributing to community building in the previous season and felt a part of the co-op.