



# warfair Board Meeting

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*Agenda for the meeting in the warfair Advisory Board, April 19th, 2023, from 15:30-17:15.*

**Venue:**

TEAMS

**Participants:**

Peder Holk Nielsen (PHN): Member of the Board

Judith Kyst (JK): Member of the Board

Lisbeth Stausholm Zacho (LSZ): Member of the Board

Tahmina Salik (TS): Member of the Board

Jacob Bøtter (JB): Member of the Board

Christian Friis Bach (CFB): Member of the Board, acting as Secretary to the Board

Karin Friis Bach (KFB): Member of the Board

**Visitors:** Thea Raunsbæk will participate and present her thesis

**1. Minutes from last meeting in the warfair Advisory Board & follow-up.**

- The [minutes](#) from the last meeting have been approved in a written procedure and have been uploaded to the website.
- The documents and registration following the General Assembly and new ownership composition has been finalised.

**Discussion:** Comments to follow-up

**2. warfair strategy**

The board will over the next 3-4 meetings develop a strategy towards 2026. In this first session each board member shared their thoughts on the vision and goals for warfair including:

How large/profitable should warfair become?

What is/should be our positive impact?

Which preconditions are needed to develop our vision and reach our goals?

The ideas and comments will be further developed in a strategy document to be finalised in the fall 2023.

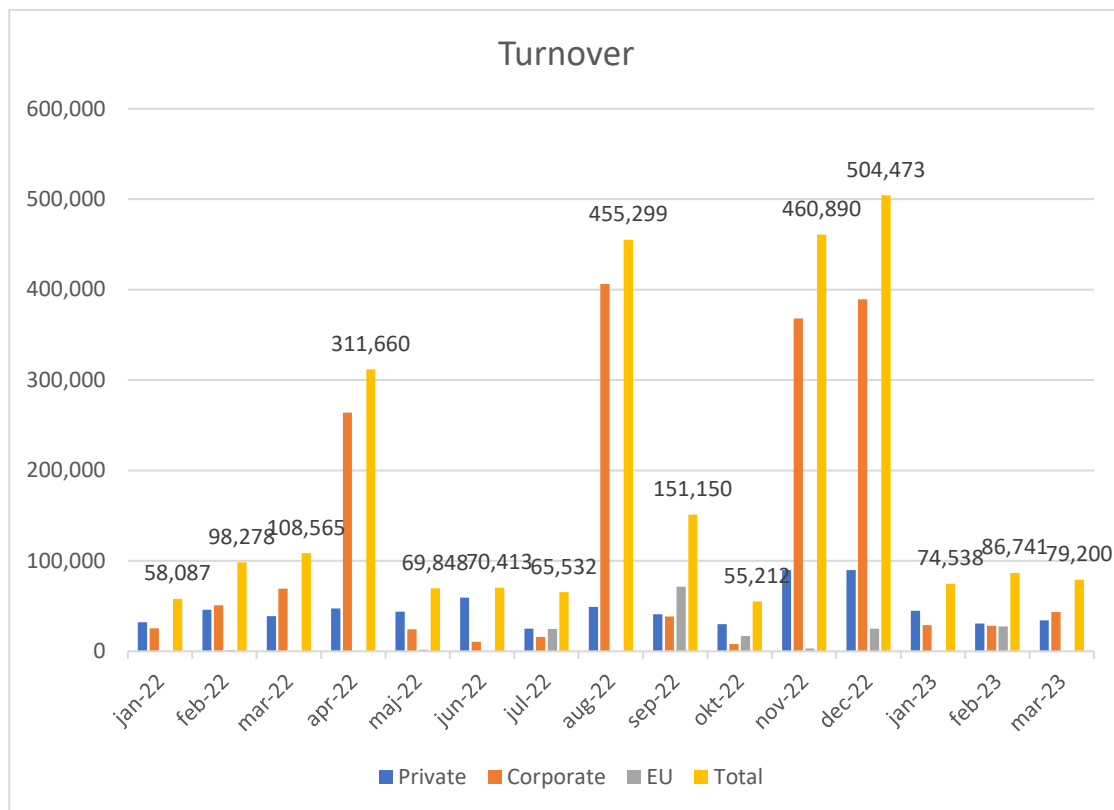
**3. Sales**

**New products:**

Chili from Myanmar and Coriander from Afghanistan has arrived. New products are Trail mix and Round Kishmish Raisins from Afghanistan and Hearati glass from Afghanistan together with Østerland.

**Sales.**

Sales to private customers are at the same level as last year with a modest increase.



#### **B-2-B partners:**

A few more shops and restaurants have become partners, but in general the sales to corporate partners have not taken off as expected. The market situation is difficult for high-value specialised food products and several companies in this field have seen substantial problems.

**Discussion:** The Board recognised the difficult market situation and in this light assessed the sales to be satisfactory.

#### **4. Staff and staff related matters**

- We plan to continue with the current set-up in 2023 but will have to reduce staffing costs.

**Discussion:** Comments to staffing in 2023.

#### **5. Annual Report for 2022 and Budget.**

Approval of Annual Report for 2022. The Annual Report has been finalised. The result is as expected from the draft report presented in January.

The budget shows that we need to reach a total turnover equal to close to DKK 3 mio. with the current setup. So we need to adjust costs or increase sales to have a balanced budget.

**Discussion:** The Board approved the Annual Report and budget and submitted it to the General-Assembly.

#### **6. Geographic Expansion**

Thea Raunsbæk has finalised her thesis which is focused on a possible expansion of warfair to Germany. Thea presented her conclusions for the Board.

**Discussion:** The Board praised the thesis and found it to be valuable input when developing the Strategic Plan.



## 7. B-corp certification and climate policy

A [draft climate policy](#) has been prepared and our application for B-corp certification is ready.

**Discussion:** The Board approved the general climate policy and an application for B-corp certification but asked the Ethics Committee for a final assessment.

## 8. Any other issues

### a. Next Meetings.

The next meetings were planned and invitations will be submitted.

### b. Other issues