

**SUMMARY OF MINUTES**  
**Regular Meeting**  
**of the Board of Directors**  
**August 12, 2018**

A regular meeting of the Board of Directors of Recreational Equipment, Inc. (the "Co-Op") was held at the Cavallo Point Lodge in Sausalito, California.

The meeting was called to order by Chair Steve Hooper at 10:35 a.m. All directors were present in person. Management representatives present in person for the entire meeting were Eric Artz, Rick Bingle, Leslie Gerrard, Raquel Karls, Chris Putur, Ben Steele, Tim Spangler, Susan Viscon, Wilma Wallace, and Tracie Winbigler. Previously, Ms. Winbigler presented a detailed report on financials at a State of the Co-op meeting attended by all directors on August 9, 2018.

Here is a summary of the subjects discussed and actions taken during the meeting:

Administrative:

The minutes of the regular board meeting and Annual Membership Meeting of May 7, 2018, were approved.

President's Report:

Mr. Stritzke reported on the state of the business and opened the discussion for questions.

Financial Report:

Tracie Winbigler provided the 2018 forecast summary, including revenue, expense, gross margin and net income. She reported that REI is ahead of budget year-to-date, despite additional expenses.

Sephora/REI Recap:

The Board shared insights from an earlier presentation by Mary Beth Laughton regarding Sephora's omnichannel customer-centric strategies.

Committee Reports:

As in the normal course, the Nomination & Governance, Compensation and Audit & Finance Committee Chairs provided committee reports on matters discussed during those meetings.

The Board meeting adjourned at 12:00 p.m. and commenced the Annual Retreat of the Board of Directors.