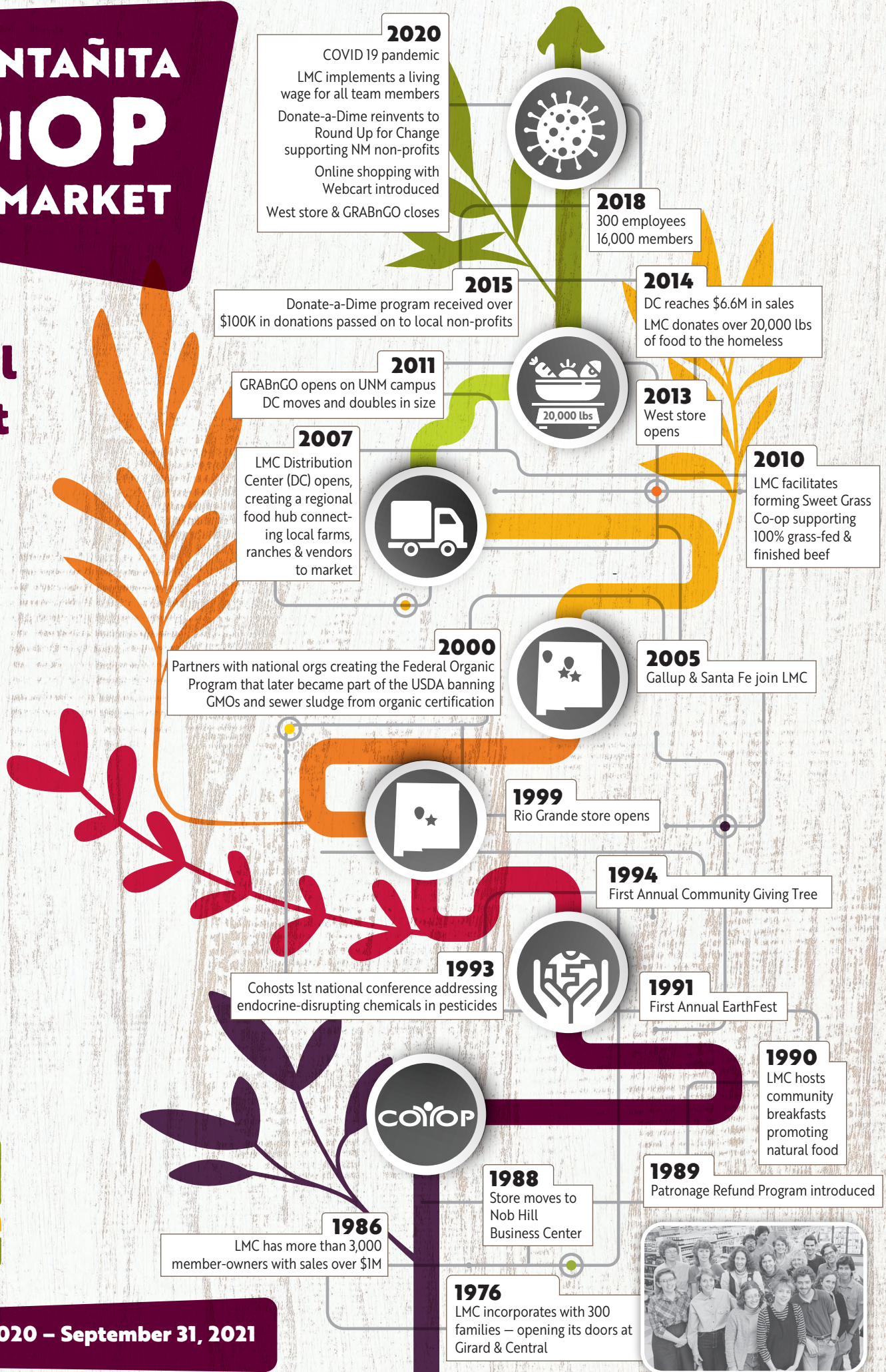


LA MONTAÑITA COIOP FOOD MARKET

2021 Annual Report



September 1, 2020 – September 31, 2021



From the Board President



Valerie Smith,
President, La Montañita
Co-op Board of Directors

Relecting on this past year, I can only call it unpredictable and more than a little chaotic. Top priorities for re-tailing were upended as we responded to shifting health orders and customer needs, making operational efficiency a hard target to hit. We continued to stock our stores with locally grown fruits and vegetables, implemented a living wage structure and used economic stimulus funding to strengthen our finances. It is in these challenging times that we learn the most about how strong we really are.

Vital to our success is the staff of La Montañita. Whether it was creating graphic art for COVID signage, adding new sanitizing procedures, filling Webcart orders, or enforcing mask rules, the pandemic response has been managed by each and every employee in one way or another. The grace, patience, and care exhibited by store staff have inspired me daily to work harder as a board director.

I appreciate our GM, James Esqueda, who had all the normal work of the general manager, with the added chaos of the pandemic on top. James dug in and invested in both roles with commitment and determination. Our connections to other co-ops and the support from National Cooperative Grocers (NCG) were vital sources of support for our GM, and I am grateful for those resources.

I am grateful for the members who stepped up to serve on the board during these chaotic times. Besides myself, Maggie Seeley, Vice President, Liz Davenport, Secretary, Peter Chestnut, Treasurer, Benjamin Bartley, and our newer members, John Kwait, Erika Newman, Elias Murray, Advisory Director, Nina Rosenberg, and Kari Sutton, are working to fill the unique role of the cooperative board by providing oversight and direction in service to the membership. This year we have engaged in policy updates and an updated governance process, supporting our GM by doing our job well.

What we'll face in the coming year is unknown. However, the past year gives me confidence that the GM is working hard on improving our operations and investing economic stimulus dollars back into the Co-op. The board will focus on training and process improvement, as well as providing good member service through oversight and vision. We will continue to be driven by our community values and the cooperative difference.

Valerie Smith

From the General Manager



James Esqueda,
La Montañita Co-op,
General Manager

A year in review

Last year, one thing remained certain: we all needed to eat! As difficult as the year was getting through a pandemic, La Montañita Co-op continued to work in growing the cooperative economy across New Mexico. Our Co-op faced unprecedented challenges in keeping our doors open and adjusting to the restrictions set by Public Health Orders. The safety lessons that we learned will continue to be important in this upcoming year and beyond. While public health regulations have relaxed some, we must continue to follow best practices to keep our shoppers and staff safe.

Over the course of this year, I have been impressed to see our team continue to work hard and rise to the occasion in fulfilling the critical role of providing our shoppers access to local, healthy food. This has been no easy task, as we have experienced many challenges navigating the new normal. The pandemic has shifted the way our co-op operates and the way many of us grocery shop.

La Montañita Co-op launched its curbside program over a year ago and while it was no easy task, our team stepped up to the challenge. We started this program with just a few offerings, fast forward into the present, and we now have thousands of products available for our customers! We are pleased to continue to grow access to the products we sell in our stores, as well as provide our shoppers with another way to invest in an equitable local economy. Our team is committed to finding solutions and we will continue to work on refining our program.

We have heard from many of our members this year via member meetings, emails, social media and phone calls about what you want to see our co-op focus on. La Montañita's mission is to provide to our member-owners, at the lowest price possible, exemplary customer service, environmentally sound products, and the highest quality natural and organic food. We are committed to ethical business practices, participatory management, and cooperative principles. Our intention is to provide to the entire community, through practice and education, a working model for a healthy, sustainable, and future. We thank all of our members and shoppers for your support through a very challenging year. We look forward to serving you in our stores and at the curbside.

In Cooperation,
James Esqueda

2020–2021 Financials

Consolidated Income Statement

Year 2021 is projected and subject to CPA Review and before Tax Adjustments

Year Ended:	8/31/2021	8/31/2020	8/31/2019	8/31/2018
Sales	\$ 41,501,815	\$ 43,429,879	\$ 44,846,273	\$ 44,257,751
Member and Staff Discounts	\$ 948,125	\$ 867,483	\$ 925,488	\$ 912,638
Net Sales	\$ 40,553,690	\$ 42,562,396	\$ 43,920,785	\$ 43,345,113
Cost of Goods	\$ 26,414,229	\$ 27,598,622	\$ 28,338,806	\$ 27,750,709
Gross Profit	\$ 14,139,460	\$ 14,963,774	\$ 15,581,979	\$ 15,594,405
Staff Wages, Benefits and Taxes	\$ 10,030,618	\$ 11,018,526	\$ 10,383,372	\$ 9,943,135
Occupancy and General Expenses	\$ 4,498,016	\$ 5,411,779	\$ 5,436,686	\$ 5,159,500
Other Income and Expenses	\$ 2,872,409	\$ 1,528,803	\$ 266,521	\$ 274,682
Income before Taxes	\$ 2,483,236	\$ 62,271	\$ 28,442	\$ 766,451
Income Tax	\$ 72,787	\$ -384,840	\$ -8,493	\$ -11,200
Net Income	\$ 2,410,449	\$ 447,111	\$ 36,936	\$ 777,651

Consolidated Balance Sheet

Year Ended:	8/31/2021	8/31/2020	8/31/2019	8/31/2018
Current Assets	\$ 8,927,860	\$ 6,302,398	\$ 5,127,199	\$ 5,422,839
Property and Equipment (net)	\$ 1,417,091	\$ 1,542,938	\$ 2,668,167	\$ 2,858,220
Other Assets	\$ 875,382	\$ 877,213	\$ 907,803	\$ 905,251
Total Assets	\$ 11,220,333	\$ 8,722,549	\$ 8,703,169	\$ 9,186,309
Current Liabilities	\$ 2,350,731	\$ 2,342,182	\$ 2,301,048	\$ 2,452,985
Long Term Liabilities	\$ -52,097	\$ -58,097	\$ 410,769	\$ 778,908
Total Liabilities	\$ 2,298,634	\$ 2,284,085	\$ 2,711,817	\$ 3,231,892
Member Equity	\$ 8,921,699	\$ 6,438,464	\$ 5,991,352	\$ 5,954,417
Total Liabilities and Member Equity	\$ 11,220,333	\$ 8,722,549	\$ 8,703,169	\$ 9,186,309

Ratio Analysis				
Current Ratio	3.80	2.69	2.23	2.21
Debt to Equity	0.26	0.35	0.45	0.54
Return on Assets (EBITP/Total Assets)	22.13%	0.84%	0.64%	8.81%
Return on Equity (EBTP/Equity)	27.83%	0.97%	0.47%	12.87%



Locations

Nob Hill

3500 Central Ave. SE
Albuquerque, NM 87106
505-265-4631
8am-8pm, Monday-Sunday

Santa Fe

913 West Alameda St.
Santa Fe, NM 87501
505-984-2852
7am-8pm, Monday-Sunday

Rio Grande

2400 Rio Grande Blvd. NW
Albuquerque, NM 87104
505-242-8800
8am-8pm, Monday-Sunday

Gallup

105 East Coal Ave.
Gallup, NM 87301
505-863-5383
8am-6pm, Monday-Sunday

Support Office

901 Menaul Blvd. NE
Albuquerque, NM 87107
505-217-2001
9am-5pm, Monday-Friday

Co-op Distribution Center

901 Menaul Blvd. NE
Albuquerque, NM 87107
505-217-2010
Hours vary; please call for appointment.

La Montañita Co-op Leadership Team

James Esqueda,
General Manager

Rob Dixon,
Chief Operations Officer

John Heckes, CFO

Dalon Bynum,
Human Resources Director

Jason Martinez,
Information Technology Director

Lea Quale,
Membership Engagement and
Marketing Director

Luis Nunez,
Distribution Center Director

Store Leadership

Willy Cookson, Nob Hill

Nagisa Suzuki, Santa Fe

Travis Kriegel, Rio Grande

Leaf Ashley, Gallup

La Montañita Co-op Board of Directors

Valerie Smith,
President

Maggie Seeley,
Vice President

Liz Davenport,
Secretary

Peter Chestnut,
Treasurer

Benjamin Bartley

John Kwait

Elias Murray

Erika Newman

Nina Rosenberg

Kari Sutton

Send an email to
**TalkWithTheBoard@
LaMontanita.coop**
if you would like to
share any questions,
comments or concerns
with the Board of
Directors.

