

LMC Board of Directors Monthly Meeting
Tuesday, October 17, 2023
Next meeting Tuesday, November 21, 2023, 5:45 pm

Attendees:

Nina Rosenberg
Liz Davenport
Brian Naughton
Michael Smith
Kari Sutton

Ching Lu
Maggie Seeley
John Kwait
Peter Chestnut
James Esqueda
Rob Dixon

Randy Evans
Nicki Handler
Ginny Callahan
Heather Strange
Lanny Goodman

La Montañita Co-op Business

- Unanimously approved agenda
- Unanimously approved September minutes

Member comments

- Lanny Goodman said that he enjoyed the recent Coop Café and would like more opportunities like that for members to interact. He also made the comment “Just because you can put it in your mouth doesn’t make it food”.
- Ginny Callahan said that she is looking for volunteer opportunities, preferably one day a week.

GM Update September 23

- Sales
 - Our Coop has successfully achieved a total sales increase of 4.2% for the previous month when compared to the previous year. Our retail stores experienced a growth rate of 5.2% while our Distribution Center saw a decrease of -2.16% in sales as compared to the previous year's sales figures. So far, for the month of October we are experiencing a 2.6% sales lift compared to last year.
- Round Up for Change
 - In September, our Co-op selected the Health Equity Council (HEC) as the recipient for our Round Up for Change campaign. HEC works to improve health equity and quality of life for all inhabitants and communities of our region. HEC’s work includes fiscal sponsorship of the Whittier Food Hub pantry, air and soil quality monitoring in gardens in the Albuquerque International District and community training in diverse topics such as anti-racism and mental health first aid. We raised a total of \$8,300.
- Membership
 - As of the end of September, our membership has reached 14,399, 801 of which are lifetime memberships.
- Other Updates
 - We have made changes to our volume discount strategy this year. Starting September 1st members of our Co-op will have the option to use a 15% discount coupon on any single purchase of their choice within the quarter. This discount will not carry over to the next quarter if not used. Members will automatically receive a 15% discount coupon to their membership account every three months for the fiscal year.
 - Our team has finally executed the long-awaited capital expenditure for our largest store in Santa Fe. We have replaced the coolers in the Dairy and Frozen department

with updated equipment that includes better lighting and operating technology. The previous equipment was outdated and required constant repairs. To complete the planned improvements for the fiscal year in Santa Fe, we also updated the store signage last month

- The excavation work for the new store site (Avanyu Plaza in Albuquerque) has been completed. The landlord is now collaborating with the general contractors to initiate the foundation of the building shell this month. The steel and truss of the building shell will follow. We are excited to see the project come to life and are continuing to work closely with our architect on the finalization of our tenant improvement designs.
- Our annual member gathering is back and will be held in person this year. The Membership and Marketing Department has already secured a venue and started promoting the event. The gathering will take place at the Hotel Andaluz, located in the heart of downtown Albuquerque on Thursday, November 9th, from 5:15 – 8:30 pm.

Report from Finance Committee - Peter

- There will be a special Finance Committee meeting Nov 7th to:
 - Review the Fiscal Year End Report
 - Prepare for a special Avanyu Plaza Workshop on Friday November 10th for the Board to review project financial information.

Monitoring: Ends Report – GM

- The GM reviewed the suggested changes/additions made by the board, after which the board unanimously approved the report

Plans for Annual Member Owner Meeting – GM

- The agenda will include ~10 minutes of remarks from the Board President followed by a speech from our GM. Lea Quayle, Marketing and Membership Engagement Director, will be the Master of Ceremonies for the event.

Report from Membership Engagement (ME) Committee

- The first Co-op Café was held in Albuquerque on Saturday September 23rd, the first in many years.
 - 6 members were present at the beginning and 5 more showed up later
 - There were 36 RSVPs. Next time we need a better reminder campaign
 - Key results were that members would like:
 - More education about how the Co-op works, the relationship between food and health, and product labeling.
 - Clearer information on how to communicate with LMC
 - Volunteer opportunities
 - Opportunities for community involvement
 - A few initial ideas for follow-up were briefly mentioned, with plans for further discussion at the next meeting.
 - Have book club event starting with Jon Steinman's *Grocery Story*
 - Hold seasonal cooking workshops
 - Support community garden(s)
 - Add educational articles in the Scoop and Co-op website

Report from Nominations & Elections (N&E) Committee

- Marketing promo plan for 2023 election will include the following:
 - Inclusion in every Scoop email.

- Webpage will include a “Meet the Candidates” section.
- Hardcopy of “Meet the Candidates” will be available at stores
- Social Media posts promoting upcoming election
- Register display graphic at all checkouts mentioning upcoming election
- Emails to all members with election and candidate information
- Planning for videos from candidates.
- QR codes in all stores that link to more info
- The election process this year (Nov 1st - 14th) will include the following:
 - Simply Voting Inc is supplying electronic system, as in past Co-op elections.
 - No ballot boxes in stores but one will be available at the Annual Member Gathering
 - Paper ballots (with self-addressed, stamped envelope) will be available at store info desks (addressed to the Co-op’s Support Office)
 - There will be also be a ballot box at the Co-op’s Support office in Albuquerque where members may drop of their ballots Monday-Friday between 9 am – 5 pm.
 - Paper ballots will be counted at the Co-op Support office
 - The N&E Committee Chair & the Co-op Marketing team will conduct the count.

Report from Board Development (BD) Committee

- The committee is making preparations for onboarding new Board members, which will include getting recommendations from the two Board members who were elected last year (Brian & Ching) on how they found last year’s orientation.

A Look Ahead:

- Mtg schedule for next month
 - Membership Engagement Tues Oct 24 6 pm
 - Election starts Wed Nov 1 and runs through Tues Nov 14
 - Special Finance Committee meeting Tues Nov 7 5:15 pm
 - Annual Member Gathering at Hotel Andaluz Thur Nov 9 5:15 to 8:15 pm
 - Avanyu Plaza Workshop Fri Nov 10 at the Support Office from 9 am-12 pm