

LMC Board of Directors Monthly Meeting
Tuesday, February 20, 2024
Next meeting Tuesday, March 19, 2024 5:45 pm

Attendees:

Nina Rosenberg
Liz Davenport
Nini Sulamoyo
John Kwait
Kari Sutton

Ching Lu
Brian Naughton
Maggie Seeley
Peter Chestnut
James Esqueda
Rob Dixon

Randy Evans
Johathan Loth, staff
Diane Mooreset, member
Phil Geller, member

Open Meeting:

- **January BOD minutes unanimously approved**
- **Agenda unanimously approved**
- **Member Comments:**
 - Diane Mooreset and Phil Geller asked about changes in the SF store re: fish and produce. Specifically, they noted fewer choices in the fish department and commented on what they saw as excess packaging in both the fish and produce department.
 - James responded that these changes were made to prevent spoilage and increase sanitation and noted that the fish department is happy to take special orders.
 - There was discussion and agreement that the Co-op could do a better job communicating the reasons for changes to store practices. Leah agreed to include information regarding such changes in the Scoop as needed.
- **GM Update – February 2024**

Sales – Total sales at our Coop for the month of January were up 5.38%, transactions at our retail locations grew by 2.46% and the average basket size 1.7% when compared to last year. The DC sales grew by 3.19% with transactions up 2.56% for the month.

Round Up for Change – Gallup is in McKinley County, the New Mexico County with the largest primary care provider deficit according to the US Health Resources and Services Admin. I am delighted to report that we successfully raised \$7000 for the Gallup Community Health nonprofit organization.

Other News – Earth Day 2024 is just around the corner. Our team is busy working on collecting vendor applications and working with the Membership Committee to plan Board activities during the event, the deadline for vendors to submit applications is Feb. 25, 2024. The team will also start reaching out for volunteers for the event next month in March.

Avanyu – The building shell of our new location is nearly complete. We are excited about starting the tenant improvements in the building this Spring and are aiming to be ready for business in the fall of this year.
- **GM Monitoring Reports**
 - L6 - Communication and Counsel to the BOD – The board voted unanimously to accept the report
 - L7 - BOD Logistics Support – The board voted unanimously to accept the report
- **Board Review**

- The board reviewed B7 – Committee Principles.
- **Finance Committee Report – Peter**
 - Final CPA Review for fiscal year '22-'23
 - CPA rule change re: leases
 - No impact on our cash flow statements
 - Peter and James are working on a statement to members
 - Even after adjustments, our debt-to-equity ratio will be 1.86, still under our benchmark of 2
 - Cash Receipts Review
 - Cash Receipts was the process we elected to be reviewed rather than do a full audit as it tells us more in-depth information on the specific process.
 - CPA report found the process sound with no issues.

Financial Report Period 04, December 2023

Indicator	FY '22	FY '23	FY '24	Target
Comp sales	8%	4%	5%	3%
Net income	3.16%	4.85%	-1.75%	1%
Days of cash on hand	39	44	39	12
Current ratio	3.91	3.81	3.5	>1
Debt to equity	0.29	0.3	0.32	<2

Legend		At target
		Below target

- Avanyu Update
 - Management reported that we are within 2-3 weeks of having final loan numbers from our bank
 - Once that is available Co-op management will have a face-to-face meeting with the bank
- This is Kari’s last meeting. She has resigned from the board. Thank you Kari. It's been a pleasure working with you. We hope to see you in the stores!
- **Membership Engagement Report – Ching**
 - Charter was accepted unanimously by the board
 - Book Club update
 - First meetings will be held:
 - Abq – Bosque Books Thur. 5:30 – 7:00. First meeting April 11, 8 or 25
 - Gallup – Octavia Fellin Public Library on Sat. late morning or early afternoon. First meeting April 13

- SF - Collected Works on Sun. at 10 in the morning. First meeting April 28
 - First book will be Grocery Story
 - Coop employees are welcome, too
- **Board Election Nominations & Development Report – Nina**
 - Once the Nominations & Elections working group works out a detailed timeline and clear roles and responsibilities and the Board approves, John will look at adding these to our Policy document for future reference.
 - Charter was accepted unanimously by the board
- **Look Ahead**
 - CCMA will be in Portland, Maine at the end of May or early June. Early bird deadline is April 12.

There was an Executive session held after this meeting adjourned to discuss personnel matters.