

**LMC Board of Directors Monthly Meeting
August 16, 2022, 5:45 pm**

Attendees:	Elias Murray	James Esqueda
Michael Smith	Maggie Seeley	Rob Dixon
Liz Davenport	Nina Rosenberg	Ryanne Hooeboom
Valerie Smith	Kari Sutton	David Glober
John Kwait	Peter Chestnut	

Member Comments – there were no member comments

Approve Revised July Board Minutes

- Voted to approve unanimous

Policy Committee -New Ends Proposal

- Board voted unanimously to approve new Ends Policies
- New Ends:
 - *LMC is a thriving cooperatively-owned business where people can buy great food, knowing their purchases make a difference. We will:*
 - *Make healthy food and goods accessible.*
 - *Promote environmental sustainability in our practices and products.*
 - *Champion local food systems.*
 - *Create a workplace based on dignity, opportunity, and fair compensation*
 - *Welcome and celebrate our whole community.*
- Members would be interested in the new Ends – a one page in the Bean would be good
- Need to be updated with the Marketing department, in the board manual, on the website.

Finance Committee Report

La Montanita Monthly/Quarterly Financials Fiscal Year 2021-2022

Period Ending	6/30/2022			Quarter: 4	Period: 10
Indicator	Jun-20	Jun-21	Jun-22	Min. Target	
Comp Sales	-4.79%	6.19%	1.95%	3%	
Net Income	-1.63%	6.44%	-2.54%	1%	
Days Cash on Hand	32.67	35.88	37.82	12	
Current Ratio	1.59	3.82	3.97	1:1	
Debt to Equity	0.86	0.26	0.28	<2	
Legend:		At or above target			
		Below Target			

- Board 2023 Budget

- The Finance Committee reviewed the new budget and recommends it to the full Board
- Vote to approve was unanimous.

Board Development Committee Report

- Valerie sent 2 self-evaluation tools to the board prior to meeting
 - Discussion was positive but wanted something easy to perform and use
 - Kari will create a scoring tool and send it out before the next board meeting. Board members will then fill out and return to Kari
 - We will review when the board schedule permits
- Move Executive Sessions
 - Having the executive sessions after the board meetings can run too late for some
 - The executive session, when needed, will be scheduled before the board meeting
 - GM will give advanced notice for scheduling when an executive session is needed
- Valerie proposed there be a plan for holding in-person meetings
 - Final budget didn't include funding for rental fees
 - James, others will explore possibilities for locations, prioritizing outdoors and free

Member Engagement Committee Report

- There have been no meetings the past 2 months
- Meeting will be scheduled on Sept. 13 with Marketing Director to discuss where the committee's efforts can be most helpful

GM FYI Report

- July Sales
 - Total coop comp sales were up 8.1% for the month
 - Gallup down 2.4%
 - Nob Hill up 12.8%
 - Santa Fe up 11.6%
 - Rio Grande up 11.3%
 - Distribution Center down 10.91%
 - Transactions are up 6.5% compared to last year
 - Our average basket size is \$37 compared to \$35 last year
 - Our average Distribution center order is \$757 compared to \$685 last year
 - Sneak Peek for August – comp sales trend at 5.13%
- Membership
 - July memberships were at 14,117 above our benchmark of >14,000
 - July was our annual member survey month!
 - The final count of Member Surveys are in for this year
 - Digital survey collected: 1,391
 - Paper: 587
 - Total: 2,059
 - Compared to last year we collected 1856 digital and 634 paper surveys
 - A difference of 431 total survey's less than 2021, we attribute the general shopper survey that was held in May as a primary driver for the lower numbers this year

- We now have both survey results to help guide us in better understanding of our shopper and member-owners
- A typical survey response rate can range between 5% - 10% and this year's member survey response is approximately 14.5%
- Round Up for Change Program
 - The July Round Up for Change recipient was Warehouse 508. We successfully raised \$9,009 for the organization in July!
 - Warehouse 508 provides programs for the youth including music, poetry, photography, breakdancing and mural arts. Giving youth the option to explore many avenues of creativity for a healthy outlet for life

GM Policy Monitoring Report

- L4: Budgeting and Financial Planning
- Voted unanimously to approve report, in addition to the proposed budget.

GM Ends Definitions and Interpretations

- James shared the interpretations and some context by email ahead of the meeting. Addressed comments and suggestions
 - Comments:
 - New ends split local and sustainable goals? Focus on local/regional as it is most measurable
 - Water management, do we track in stores? Hard to measure as we sell water
 - Do we send assessments to our producers?
 - Make a case for environmental approach – metrics as best we can
 - If you have any other comments/suggestions/changes please get them to James within 1 week. Changes to interpretations not easily incorporated at this point
 - Other than small adjustments resulting from comments and discussion, board supported interpretations for October Ends report.

2022 Annual Member/Owner Gathering

- Proposed format: Virtual/Zoom to maintain attendee safety as COVID rates still high. Also noted there's not enough time left for planning a live event.
- Operations offered selection of October dates and Wednesday, October 19, 2022 @ 6pm, was the preferred day.
- Proposed length – 90 minutes
 - Show Elements:
 - BOD Presentation - info to M&M Wed. Aug. 21
 - Management Reporting - info to M&M Wed. Aug. 23
 - Audience Participation options such as raffle, games, etc.
 - Board Candidate Platform
 - Panel of questions presented by host?
 - Intro & opening statement
 - Followed by 6-10 questions with 1 min. response or less
 - Virtual backgrounds for attendees and music planned
 - Tentative dates for annual presentation preparation:

- First draft show due Tue, Oct 4, 2022
- Second round show due Fri, Oct 7, 2022
- Finalized show due Tue, Oct 11, 2022
- Show run through Wed, Oct 13, 2022
- Comments:
 - Suggestion: Invite speaker from IPCC
 - Finance presentation 10 min.
 - Each board member needs to invite 10 other members to attend

Action Items

- 1) Valerie will send Board portion plan for Annual Meeting by 8/21.
- 2) Nina will send policy manual with updated ends for posting on web.
- 3) Kari will convert BOD self-evaluation checklist to survey and send to the board