

2024

# ANNUAL ENDS REPORT

LA MONTAÑITA



FOOD CO:OP





## LA MONTAÑITA GLOBAL ENDS

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

## FROM THE BOARD PRESIDENT

Thank you, member-owners, for continuing to invest in your co-op through membership dues and shopping at La Montañita. With your support, La Montañita continues to be a thriving, cooperatively-owned business where people can buy great food, knowing their purchases make a difference.

The board focuses on our Ends, the core of La Montañita's business model, and what differentiates us from other grocery retailers. This year, we've focused on ensuring the successful opening of the new Avanyu Plaza location in Albuquerque. We have also continued to monitor and support investments for the whole co-op, for example, the implementation of a new perpetual inventory system that is making a positive difference in operational efficiency.

In partnership with the co-op's member engagement leadership, we created the La Montañita Book Club to explore meaningful topics related to our co-op community. We hosted gatherings at local bookstores in Santa Fe and Albuquerque to discuss *Grocery Story* by Jon Steinman. Turnout was small but enthusiastic, and we are assessing where to take this in the future.

Through listening to our member-owners, we have heard increasing concerns about environmental sustainability, particularly around reducing single-use plastic packaging.

This is a challenging problem, and we are exploring ways to better communicate decisions La Montañita makes in this area and how we can improve practices in the future with our general manager. Please continue to reach out to the board with your ideas and concerns. La Montañita's Board of Directors is made up of dedicated people who care greatly about our co-op's success.

On behalf of the board, I'd like to express a huge thank you to our hard-working and dedicated general manager, James Esqueda, his management team and staff for all that they do each and every day.

It's been an honor to serve as your board president these past two years, and I've been warmly reflecting on my nearly three and a half years of service. I'll close by saying, I have very much appreciated the opportunity to learn more about this amazing community organization, and will continue to do my small part and support local food systems.

A handwritten signature in blue ink that reads "Nina".

Nina Rosenberg  
Board President

## FROM THE GENERAL MANAGER

This year my team streamlined our operation processes to offer high-quality products at competitive prices and improved product selection across our retail locations which generated increased team member capacity to better support our customers. This key focus provided improved in-store experiences for our customers, decreased our total operating expenses, and increased sales, resulting in a profitable bottom line for our end-of-year finances.

The Distribution Center (DC) has also focused on improving its inventory management processes and expanding service into rural areas across the state, increasing access to healthy food. The DC serves more than 200 customers in New Mexico including schools, senior centers, food banks, restaurants, cafés and other food co-ops. The DC's commitment to purchasing from local (New Mexico) and regional (Colorado, Arizona and Texas) growers and producers has significantly contributed to the development of our local food systems. We're proud to support our local communities and their economies.

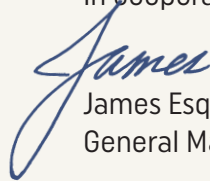
As we close out this year and look towards the future, the excitement is palpable as we inch closer to opening

our new store at Avanyu Plaza. We're working diligently in the background to transition from our beloved North Valley store on Rio Grande to soon join the many local businesses already in Avanyu Plaza at 12th and Manual.

What we've done this year is thanks to our dedicated team and members who support the work we do. Our commitment to community is expressed in many ways, but I must share my deep appreciation for how our friends and neighbors have supported each other through the Round up for Change program. You have donated over \$87K to local non-profits this year by rounding up your purchases. The impact of this program has improved our community and kept the doors open for some of these support organizations.

Thank you to everyone who supported our co-op this year. Your continued patronage has been essential for us to serve you now and in the future.

In cooperation,



James Esqueda,  
General Manager



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## COMMUNITY IMPACT BY THE NUMBERS

**\$6M+**  
Local  
Sales

**100K+**  
Meals to  
NM Food  
Banks

Echo Food Bank  
Food Bank of Eastern NM  
Roadrunner Food Bank  
The Community Pantry  
The Food Depot

**114**  
New  
Team  
Members

**2.8%**  
headcount growth

MAKE  
HEALTHY  
FOOD &  
GOODS  
ACCESSIBLE

CREATE  
A  
WORKPLACE  
BASED ON  
DIGNITY  
OPPORTUNITY  
& FAIR  
COMPENSATION

**\$1.2M+**  
EBT  
Benefits  
Processed

**8K**  
Distribution  
Center  
Deliveries

Over **\$19K** towards  
Double Up Food Bucks  
eligible items.



Local produce is 2 for 1  
when using EBT benefits  
at our co-op. [doubleupnm.org](https://doubleupnm.org)

**\$1M+**  
Paid in  
Employee  
Benefits

**1**  
Fu  
M



Supported  
**20+**  
Local Programs  
Organizations  
& Events

That's  
**\$6.5M**  
invested  
back into  
local  
businesses!

**20%**  
Cost Of Goods  
purchased  
from local  
producers

CHAMPION  
LOCAL  
FOOD  
SYSTEM

We Carry  
**2689**  
Local  
Items

from **202**  
Local Producers

**\$87K+**  
Round Up  
for Change

WELCOME  
&  
CELEBRATE  
OUR  
WHOLE  
COMMUNITY

PROMOTE  
ENVIRONMENTAL  
SUSTAINABILITY  
IN OUR  
PRACTICES  
&  
PRODUCTS

**\$17M**  
Organic  
Food  
Sold

**\$40K+**  
Bag  
Credits

**4K** fewer  
grocery bags  
in circulation

**.2%**  
More  
Full-Time  
Team  
Members



## ROUND UP FOR CHANGE

Each month, we partner with a New Mexico organization that positively impacts our community in ways that align with our Ends.

These organizations submit thoughtful applications throughout the year and share how they work to make change within our state. Our membership outreach team reviews applications, and learns about each organization's mission work and specific programs details. The team then categorizes applications by impact area in the state and by how they align with our Ends.

The final selection step is to review past and upcoming partners so our shoppers may round up their purchases for community organizations that support each city we serve and distribute funds across all five of our Ends.

### 2024 ROUND UP FOR CHANGE

September	Health Equity Council	\$ 8,369.84
October	Roadrunner Food Bank	\$8,390.84
November	New Mexico Friends of Foster Children	\$7,337.57
December	Greater Albuquerque Habitat for Humanity	\$7,976.56
January	Gallup Community Health	\$7,019.42
February	Yerba Mansa Project	\$6,958.78
March	Nature Niños	\$6,484.35
April	Rio Grande Community Farm	\$5,979.29
May	Feed New Mexico Kids	\$6,464.26
June	Roots Animal Sanctuary	\$6,605.68
July	National Indian Council on Aging	\$7,369.37
August	Amparo	\$8,767.60
<b>Total</b>		<b>\$87,723.56</b>

While we take great care in selecting our community partners, it's you who delivers the monumental impact in our communities. Thank you for choosing to opt-in whenever possible.



## 2023-2024 FINANCIALS

### CONSOLIDATED INCOME STATEMENT

Year Ended:	8/31/2024	8/31/2023	8/31/2022	8/31/2021
Sales	\$ 49,193,055	\$ 47,419,045	\$ 44,405,457	\$ 41,501,815
Member and Staff Discounts	\$ 1,224,280	\$ 1,062,955	\$ 997,156	\$ 948,125
Net Sales	\$ 47,968,774	\$ 46,356,090	\$ 43,408,301	\$ 40,553,690
Cost of Goods	\$ 31,490,760	\$ 30,889,799	\$ 28,612,217	\$ 26,425,069
Gross Profit	\$ 16,455,769	\$ 15,466,291	\$ 14,796,084	\$ 14,128,621
Staff Wages, Benefits and Taxes	\$ 11,777,992	\$ 10,849,409	\$ 10,012,715	\$ 10,047,855
Occupancy and General Expenses	\$ 5,156,280	\$ 5,129,863	\$ 4,876,664	\$ 4,498,016
Other Income and Expenses	\$ 567,927	\$ 391,310	\$ 267,990	\$ 2,872,409
Income before Taxes	\$ 96,068	\$ (230,363)	\$ 174,695	\$ 2,455,159
Income Tax	\$ (28,481)	\$ 39,325	\$ 45,421	\$ 404,600
<b>Net Income</b>	<b>\$ 67,587</b>	<b>\$ (191,038)</b>	<b>\$ 129,274</b>	<b>\$ 2,050,560</b>

### CONSOLIDATED BALANCE SHEET

Year Ended:	8/31/2024	8/31/2023	8/31/2022	8/31/2021
Current Assets	\$ 6,561,060	\$ 8,429,571	\$ 8,694,398	\$ 8,927,860
Property and Equipment (net)	\$ 4,123,032	\$ 1,761,488	\$ 1,500,454	\$ 1,417,091
Other Assets	\$ 4,957,316	\$ 5,551,903	\$ 879,260	\$ 875,382
Total Assets	\$ 15,641,408	\$ 15,742,962	\$ 11,074,112	\$ 11,220,333
Current Liabilities	\$ 3,415,480	\$ 2,868,451	\$ 2,302,202	\$ 2,629,719
Long Term Liabilities	\$ 3,889,575	\$ 4,525,995	\$ 260,117	\$ 253,517
Total Liabilities	\$ 7,305,055	\$ 7,394,446	\$ 2,562,319	\$ 2,883,236
Member Equity	\$ 8,336,353	\$ 8,268,766	\$ 8,511,793	\$ 8,337,097
Total Liabilities and Member Equity	\$ 15,641,408	\$ 15,742,962	\$ 11,074,112	\$ 11,220,333

### RATIO ANALYSIS

Year Ended:	8/31/2024	8/31/2023	8/31/2022	8/31/2021
Current Ratio	5.61	3.49	3.78	3.39
Debt to Equity	0.82	0.32	0.30	0.35
Return on Assets (EBITP/Total Assets)	0.01%	-8%	1.58%	21.88%
Return on Equity (EBTP/Equity)	0.55%	-1.09%	2.05%	29.45%

\* Year 2024 has been CPA reviewed and approved.

