

Fiscal Report

Vicki Bennett
Finance Manager

The combined sales for fiscal year 2022 totaled approximately \$7.9 million. While the Co-op had not been immune to the challenges of COVID-19, inflation, and labor shortages; we were able to maintain our overall sales with a 1.3% increase over the prior 12 months.

The Cost of Goods sold increased approximately 2.9% with operating expenses experiencing a slight increase of .3%.

On 4/1/22 we received a portion of the Employee Retention Credit totaling \$217,000. We anticipate the final payment of \$268,000 to be deposited fiscal year 2023.

The ERC credit allowed us to make much needed capital improvements some of which included: flooring repairs, new digital scales, temperature sensors for cases & coolers for an overall total of \$56,000. The ERC Credit also helped to

improve our cash position and we ended with a net income of \$349,821.

In the fiscal year we had 287 new members join the Co-op and 18 members withdraw their membership for a net increase of 269 members. At year end we had a total of 8521 members. The purchase of member shares contributed \$25,183 of equity to the Co-op.

Please see the attached audited financial statements for years 2021 and 2022.

We remain optimistic that our members and shoppers will continue to support their cooperative while we adjust to sustain our financial security. As always, thank you to all our members and customers for your support in keeping the Concord Food Cooperative a thriving community organization. Be well and stay healthy!

Balance Sheet

Balance Sheet JUNE 30, 2022 and 2021

	6/30/2022	6/30/2021
ASSETS		
CURRENT ASSETS		
Cash	\$ 507,961	\$ 455,170
Accounts receivable	4,714	5,313
Employee retention credit receivable	268,352	142,317
Inventory	465,314	394,736
Other current Assets	18,650	3,313
Investments	143,442	127,872
	<u>1,408,433</u>	<u>1,128,721</u>
PROPERTY AND EQUIPMENT		
Less accumulated depreciation	4,711,571	4,654,957
	<u>(2,365,788)</u>	<u>(2,265,892)</u>
	<u>2,345,783</u>	<u>2,389,065</u>
OTHER ASSETS		
Deposits		
	<u>5,617</u>	<u>5,617</u>
TOTAL ASSETS		
	<u>\$3,759,833</u>	<u>\$3,523,403</u>
LIABILITIES AND MEMBERS' EQUITY		
CURRENT LIABILITIES		
Accounts payable	252,718	237,659
Accrued Expenses	53,375	53,098
Accrued payroll and related taxes	124,923	148,992
Current portion of long-term debt	267,067	296,854
LONG TERM DEBT		
Total current liabilities	<u>698,083</u>	<u>736,603</u>
Long Term Debt (net current portion)	1,536,118	1,636,173
SBA PPP Loan	-	-
MEMBERS' EQUITY		
Total long term liabilities	<u>1,536,118</u>	<u>1,636,173</u>
Total liabilities	<u>2,234,201</u>	<u>2,372,776</u>
Class A Shares	211,977	205,277
Class B Shares	754,364	735,880
Additional paid-in-capital	89,742	89,742
Retained Earnings	469,549	119,728
Total members' equity	<u>1,525,632</u>	<u>1,150,627</u>
TOTAL LIABILITIES AND EQUITY		
	<u>\$3,759,833</u>	<u>\$3,523,403</u>

Statement of Operations

Statement of Operations FOR THE YEARS ENDED JUNE 30, 2022 and 2021

	Year Ended 6/30/2022	% Sales	Year Ended 6/30/2021	% Sales
REVENUE				
Net sales	\$ 7,911,735	100.0%	\$ 7,810,962	100.0%
Cost of goods sold	4,930,620	62.3%	4,788,339	61.3%
Gross profit	<u>2,981,115</u>	<u>37.7%</u>	<u>3,022,623</u>	<u>38.7%</u>
OPERATING EXPENSES				
Personnel	2,084,659	26.3%	2,127,451	27.2%
Occupancy	441,735	5.6%	410,564	5.3%
General and administrative	562,832	7.1%	541,305	6.9%
Total operating expenses	<u>3,089,226</u>	<u>39.0%</u>	<u>3,079,320</u>	<u>39.4%</u>
Operating (loss)	<u>(108,111)</u>	<u>-1.4%</u>	<u>(56,697)</u>	<u>-0.7%</u>
OTHER INCOME (EXPENSE)				
Interest income	2,904	0.0%	208	0.0%
Appreciation in investments	15,570	0.2%	5,718	0.1%
Miscellaneous income	16,967	0.2%	43,527	0.6%
SBA PPP Loan Forgiveness	-	-	382,900	4.9%
Employee retention credit income	552,598	7.0%	171,854	2.2%
Interest expense	(103,550)	-1.3%	(109,967)	-1.4%
Total other income (expense)	<u>484,489</u>	<u>6.1%</u>	<u>494,240</u>	<u>6.3%</u>
Income before taxes	<u>376,378</u>	<u>4.8%</u>	<u>437,543</u>	<u>5.6%</u>
INCOME TAXES				
Federal Income Taxes	15,818	0.2%	-	-
State - NH business Enterprise Tax	10,739	0.1%	11,204	0.1%
Total taxes	<u>26,557</u>	<u>0.3%</u>	<u>11,204</u>	<u>0.1%</u>
NET INCOME	<u>\$ 349,821</u>	<u>4.4%</u>	<u>\$ 426,339</u>	<u>5.5%</u>

The financial statements presented reflect the auditor's report for the years ended June 30, 2022 and 2021.
Independent audit conducted by Rowley & Associates, P.C.

CONCORD FOOD CO-OP

Concord • New London

Annual Report

Fiscal Year

2022

July 2021 - June 2022



From the General Manager

Chris Gilbert
General Manager

It has been three years since our last in-person Member Annual Celebration, but it seems like it was forever ago. These past couple of years have definitely been strange. I have now been here at the Co-op for over six years and there have been lots of changes. The biggest change being the way the shopping environment has transformed itself with a greater online presence. The one thing, however, that has stayed consistent throughout has been all of you, our loyal members. Without the over 8500 of you, the Concord Co-op would not be what it is today. For that, I wish you a big thank you!

Total combined sales for the Concord and New London stores were over \$7.9 million and this was an increase over last year's sales of 1.3%. Our membership grew by 287 members putting the total membership over 8500. We were able to take advantage of the Employee Retention Credit that was available through the government COVID-19 relief programs and that money has allowed us to increase wages with the

goal of working towards a living wage in the store.

Our partnerships with Canterbury Shaker Village and the UNH School of Law have continued since we last met in person. The organic gardens at Shaker Village are beautiful and have provided lots of fresh produce to the store. The Jury Box Café at UNH was affected by COVID-19 and the school restrictions, but we remained open during the school year last year.

I also want to thank the entire staff here in Concord and New London. They are what makes the stores operate and succeed. They make the Concord Co-op a great place to work and shop.

On behalf of myself and the entire staff here in Concord and New London, we all wish to thank you for your support and dedication to our Co-op. We can not do this without you!

From the President

Jaran Blessing
Board President

When I first moved to Concord, I was looking for a community dedicated to providing high-quality, nourishing food.

In pursuit of this goal, I soon found myself walking into our beloved Co-op. It did not take long to realize that I had found a special place, with a true dedication to its mission.

This past year has provided some unexpected challenges, and our staff has taken extraordinary steps to ensure that the Co-op continues to thrive, while staying true to its principles. In the face of record inflation, we demonstrated that we won't compromise our integrity. Rather, this past year, we leaned on our principles, allowing them to buoy us through the storm. In spite of the challenges, I am proud to report that this year the Co-op took unprecedented steps towards

ensuring that our hardworking staff is fairly compensated with a livable wage.

Further, while facing rising fuel and transportation costs, the Co-op invested more resources in forming partnerships with local farmers, artisans, and other tradespeople. We now offer products from over 175 vendors in the New England region, most of which are from right here in New Hampshire. It fills me with joy to see products from farmers that I know and trust lining the shelves of the store.

My reflections from this past year remind me of an important reality. The Co-op is more than a grocery store. It is a community dedicated to supporting and uplifting its network of 60+ employees, 8400+ members, 175+ local vendors, and the central New Hampshire region as a whole.

Year Highlights

- We raised over **\$27,900** for our Round-it-Up recipients!
- We welcomed **287 new members** to our community!
- Single-use plastic bags were eliminated from our checkout and replaced with paper bags and reusable totes.
- Co-op Classes started back up in February after an over-two-year hiatus.
- Our marketing team was hard at work creating our new & improved website, which just launched August 2022 (FY 2023).

Board of Directors

<i>President</i> Jaran Blessing	Chuck Gilboy
<i>Vice President</i> Katherine Leswing	Krista Helmboldt
<i>Treasurer</i> Kathy Menard	Tracey Sponenberg
<i>Secretary</i> Pete Engel	Finis Williams
	Erin Waters

Management Team

<i>General Manager</i> Chris Gilbert	<i>Customer Service Manager</i> Nicole Grevior
<i>Store Manager Concord</i> Adam Orcutt	<i>Food Service Manager</i> Jacob Maxwell
<i>Store Manager New London</i> Shane Smith	<i>Grocery Manager</i> Lexi Cartier
<i>Finance Manager</i> Vicki Bennett	<i>Health & Wellness Manager</i> Rianna Bentley
<i>Marketing Manager</i> Kim Brandes	<i>Produce Manager</i> Patrick Gale
<i>Data Integrity Manager</i> Nick Schneider	<i>Co-op Organic Gardens Manager</i> Andy Messenger

Community Involvement

- Affirming Spaces Project
- Boys & Girls Club of Central NH
- Canterbury Shaker Village
- Capital Region Food Program
- Community Action Program
- Concord Coalition to End Homelessness
- Concord Hospital
- Concord Parks & Recreation
- Concord School District
- Crisis Center of Central NH
- Equality Health Center
- Families in Transition
- The Friendly Kitchen
- The Friends Program
- Future In Sight
- Granite VNA
- Healthy Kids Running Series
- Intown Concord
- Junior Service League of Concord
- Muster Field Farm Days
- New Hampshire Public Radio
- NH Audubon
- NH Herbal Network
- NHTI
- NOFA-NH
- Open Door Community Kitchen
- Rotary Club of Concord
- Webster Historical Society