

CAMBRIDGE FOOD CO-OP
 From ANNUAL MEMBERSHIP MEETING
 May 24, 2017

1 West Main St.			
	2010	2016	Diff. %
SALES	\$468,592 (calc.)	\$628,175	+34%
Inventory	\$36,770 (beginning of yr.)	\$62,290	+69%
Membership	110 (approx.; beginning of yr.)	324	+224%
Competition	+ 4 Seasons (Saratoga) + Spice 'n Nice (Benn.) + Honest Weight (Albany)	+ 4 Seasons: expanded + Spice 'n Nice + Honest Weight + Aldi's (Benn.) + Whole Foods (Saratoga) + Healthy Living (Saratoga) + Fresh (Saratoga) + Hanniford (Greenwich & elsewhere – expansion into organic) + Shurfine (Cambridge – expansion into healthy foods)	
Building	Rent	Own	

<u>Challenges & New Realities</u>	
SALES:	
2009 – 2012: sales increased <u>every year</u> by average of +13.5% !	
2013 : sales increased by +1.7%	
2014 – 2016: sales increased total of +0.75%	
Jan. – April 2017: sales increased total of +0.1%	
<i>SALES are FLAT!</i>	
NYS MINIMUM WAGE INCREASES:	
<u>Staff wages & related expenses (taxes, insurance, employee discounts:</u>	
FY16: \$104,735 / increase of \$10,046 / +10.6% (52.5% of total expenses)	
FY17: \$113,418 / increase of \$8,683 / + 8.3% (53% of total expenses)	
FY18: \$119,779 / increase of \$6,361 / + 5.6%	
FY19: \$124,779 / increase of \$5,000 / + 4.5% (projection)	
FY20: \$130,207 / increase of \$5,428 / + 4.35% (projection)	
FY21: \$135,753 / increase of \$5,546 / + 4.26%	

NET PROFIT / LOSS : FY2015 – FY2017			
	FY2015	FY2016	FY2017 (budgeted)
Net Income	\$5,533	\$-7,106	\$1,853
Incl. Fund Raising	<u>\$9,089</u>	<u>\$ 1,561</u>	<u>\$7,000</u>
Position without Fund Raising	\$-3,556	\$-8,667	\$-5,147

MEMBERSHIP ACCESSIBLE TO ALL:
Goal: Make membership and/or discounts available to ALL
Possible Criteria:
- SNAP (Supplemental Nutrition Assistance Program, formerly “Food Stamps”
- WIC (Women, Infants, & Children
- Medicaid
- Free School Lunch Program
- SSI (Supplemental Security Insurance
- Pell Grants (Higher Ed. grants)
- TANF (Temporary Assistance for Needy)
Our current program:
- conversation with manager
- donation box on renewal form: donate to support a membership
- supporting members: available
- working members: new -> may be asked to work addl. Shift
FLOWER program [used by other co-ops]:
- incl. 1 year free membership <u>and</u> 15% discount
- one co-op reported 40% of participants re-up’ed after first year (pd. Membership)

RECOUPING ANNUAL DUES			
Dues = \$20	Dues = \$20	Dues = \$40	Dues = \$40
Working (15% discount)	Supporting (2% discount)	Working (15% discount)	Supporting (2% discount)
Purchase...	Purchase...	Purchase...	Purchase...
\$ 133.33 annually	\$1,000 annually	\$ 266.67 annually	\$2,000 annually
\$ 11.08 monthly	\$ 83.33 monthly	\$ 22.22 monthly	\$ 166.67 monthly
\$.36 daily	\$ 2.74 daily	\$.73 daily	\$ 5.48 daily