

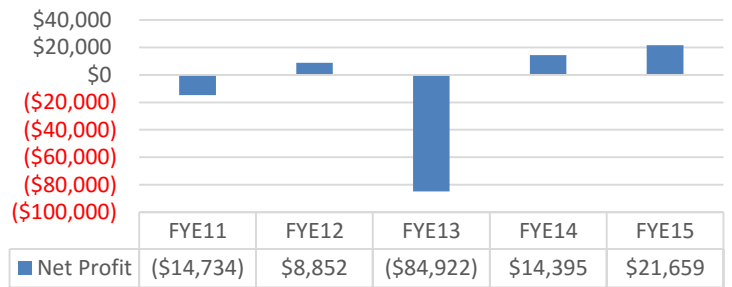
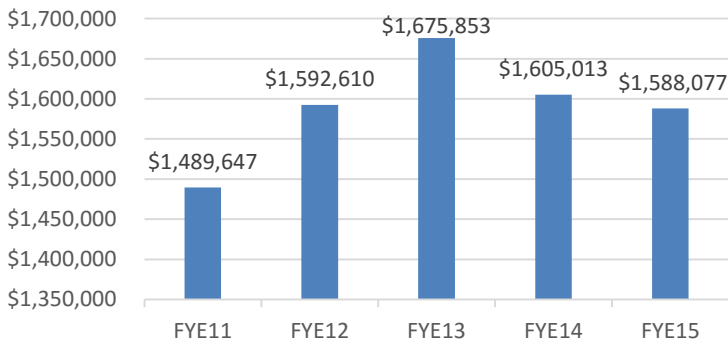
Syracuse REAL FOOD Co-op

Store Report

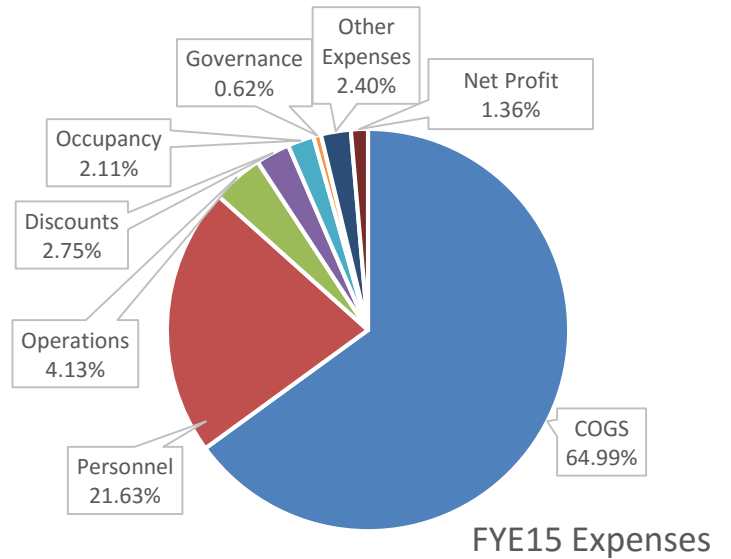
November 2, 2015

The Syracuse Real Food Co-op has had an excellent year. Despite the slight decrease in sales, the Co-op still managed to post the highest net profit in recent memory. The staff have committed themselves to continuing efforts to be an excellent grocery store with a focus on our local community by: building equity through operational excellence and recruitment of new members; bringing in a greater variety of local products; and working with local organizations to promote shared growth.

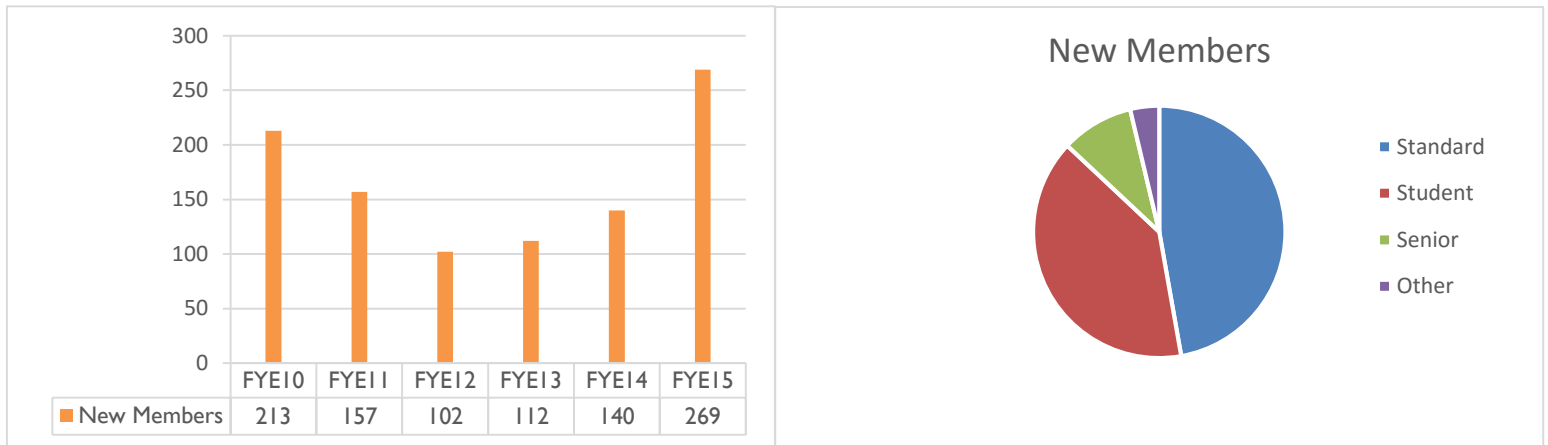
SRFC Annual Sales



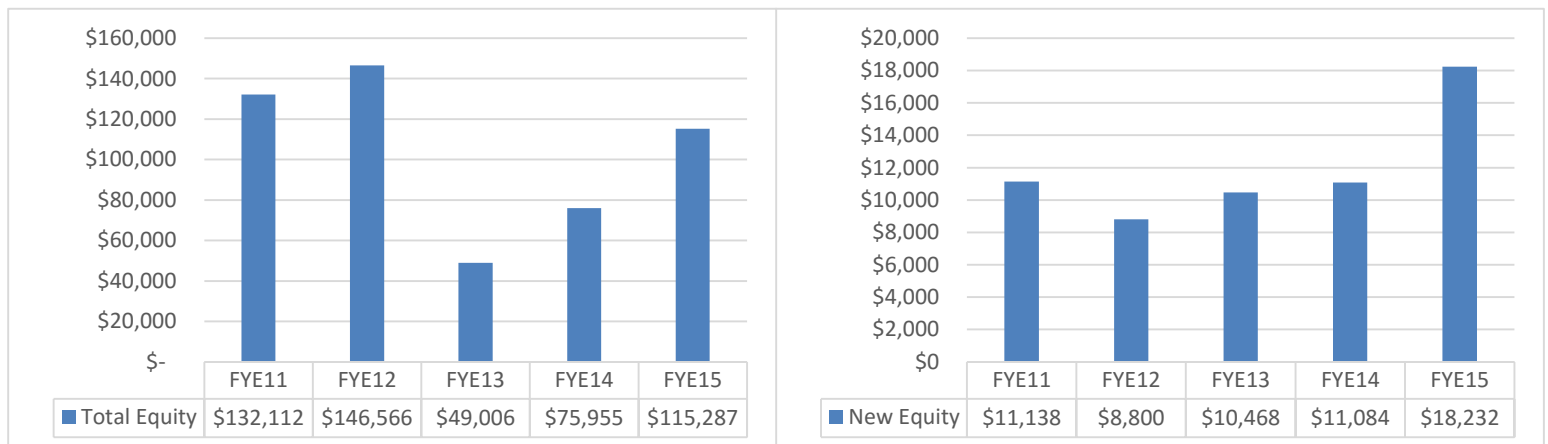
For the FYE15 the Co-op's sales dipped about 1% from the previous year. The Co-op posted the highest net profit in recent years, around 1% of sales, despite the slight sales dip. The trend of profitability continues, and the Co-op has achieved net profit so far in FYE2016.



In addition to achieving net profit, the Co-op added 269 new members; student membership continue to be a high growth area.

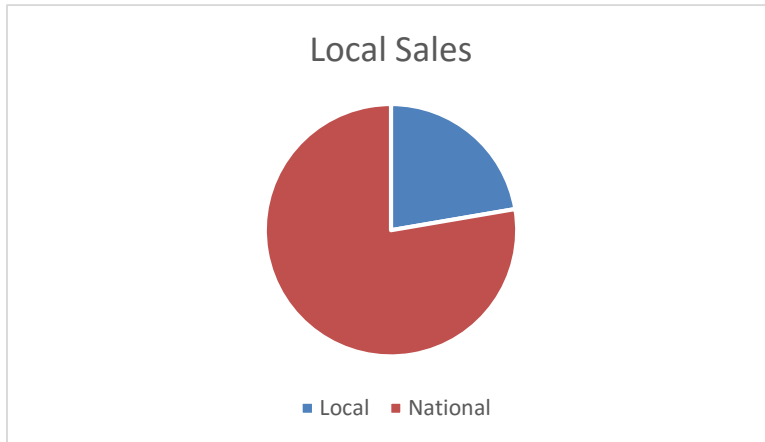


The Co-op grew equity by over 50% throughout FYE15, including adding over \$18,000 of equity from new members, the greatest amount in Co-op history.



We have also partnered with local organizations and businesses to promote shared growth:

In October 2014, the Co-op launched the 1% Wednesday program. The Co-op partnered with nine groups city-wide and contributed over \$1,600. The groups included: The Partnership for Onondaga Creek, FACES of Nottingham, Cooperative Federal's School Savings Program, Syracuse Community Choir, Westcott Community Center, Onondaga CASA, The Newland Center, The Alchemical Nursery, and the Westcott Neighborhood Association.



In FYE15, the Co-op sold \$354,317 of 536 different local produce, dairy and grocery products.

The Co-op also features a local business in each issue of the New Leaf.

The Co-op is still planning for growth. We're working to implement a number of new programs to promote access to local and organic foods.

- The Co-op has already launched the in-store pickup option for our online shopping option, Rosie App. The delivery option will be announced soon, stay tuned for updates!
- The Co-op is working to develop a produce share that will allow members another opportunity to support the Co-op and a number of local farms across the area.