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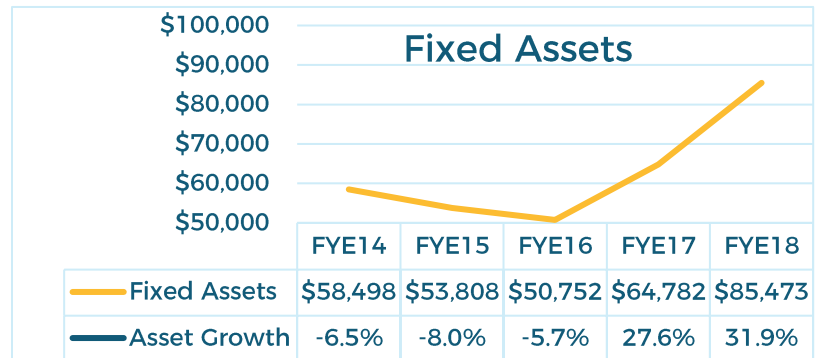
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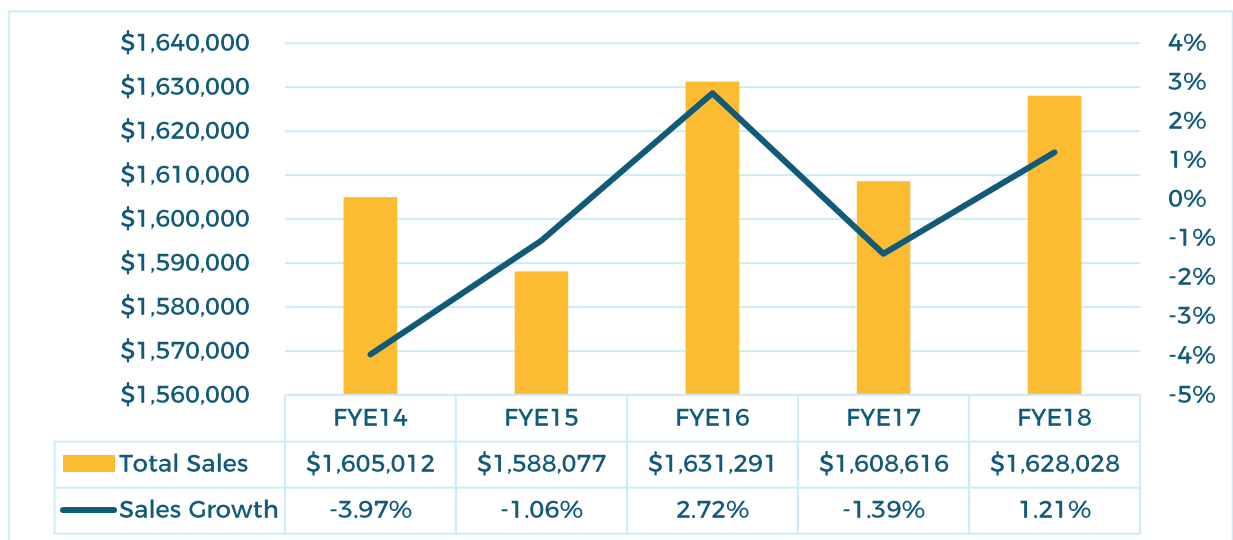
## Store Report October 14, 2018

The Co-op has had a great year. At last year's annual meeting we unveiled our new brand and name and we have continued to build that identity. In May 2018 the Board adopted a new Ends policy, which we took to emphasize: **Great Food, Strong Community and Local Economy.**

While we have worked to roll out the new brand we have also worked to continue improving the Kensington store. This year's improvements include: a new produce cooler, a new walk-in cooler and a new roof on the main building. The continued improvements to our facility provide a better shopping experience for our members and shoppers.



The investments we've made have been paying off: overall, sales are up over last year.

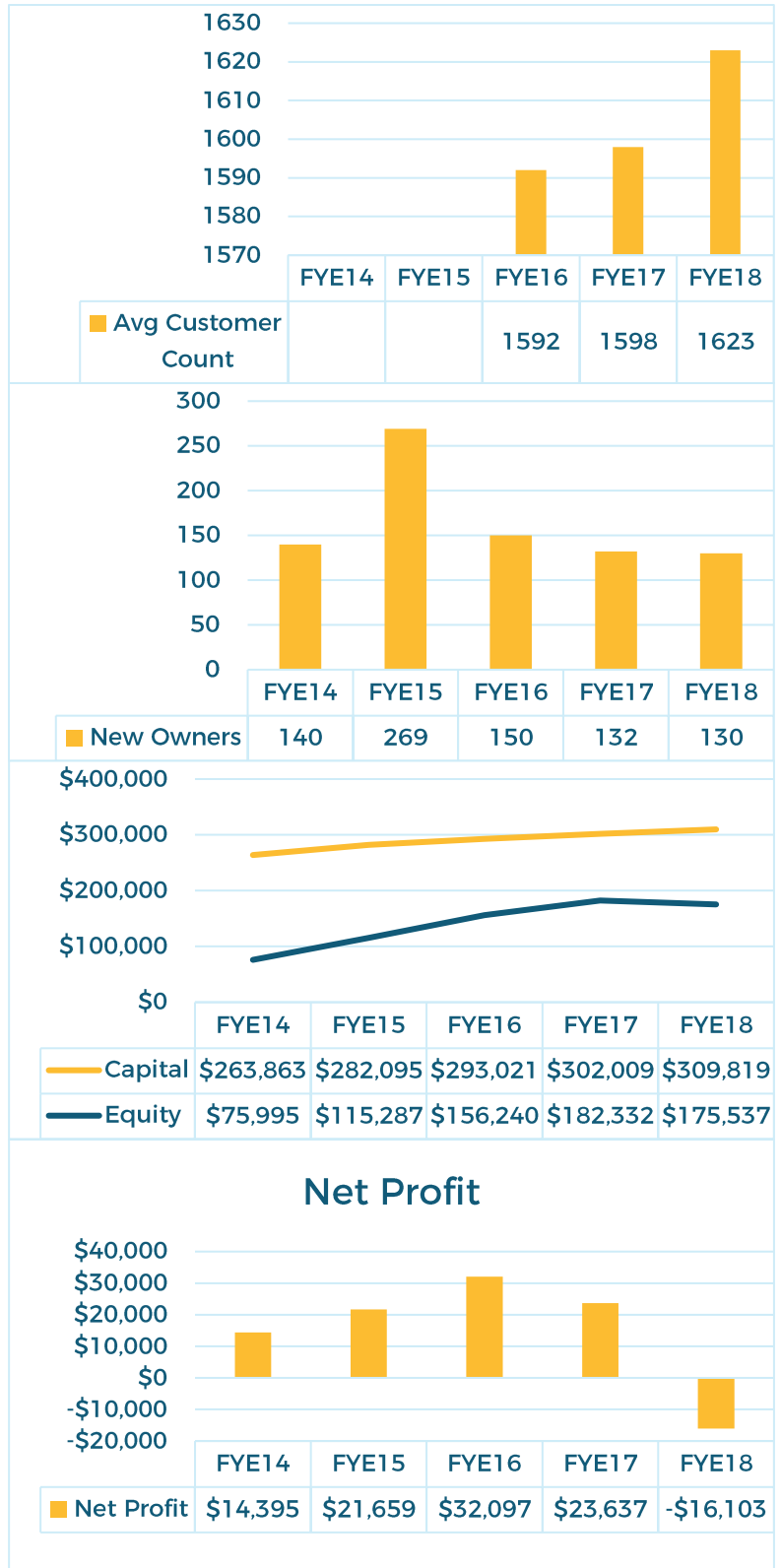


And we have continued to increase our number of weekly shoppers (1.5% increase),

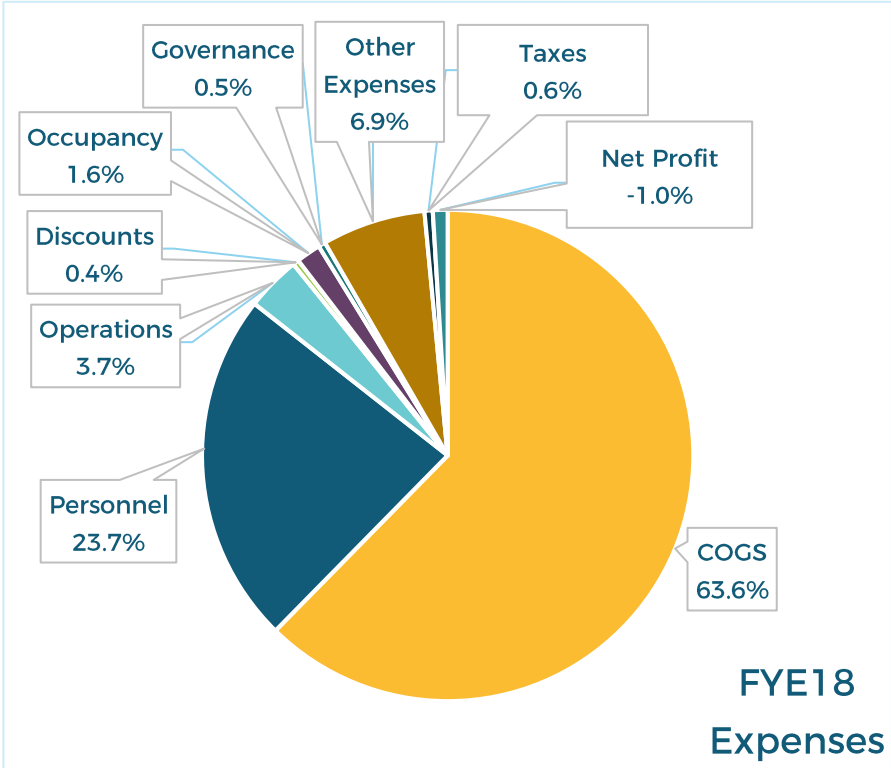
continued to add new members, and

increased our capital (2.5% increase). Our total equity decreased slightly, on financial results, but remains at nearly its highest level.

One-time expansion exploration costs led to a loss in Fiscal Year 2018, but the Co-op remains financially strong.



The loss was largely a result of expansion related spending, as mentioned, plus tax liabilities, rather than expenses as a result of normal operations.



The Co-op has many things planned for the year ahead and we're working hard on the behalf of our members and shoppers to move the Co-op forward.