



Treasurer's Report Fiscal Year Ending June 30, 2019

What a year your Co-op had as we celebrated our **45th** year! As your Treasurer, a role I take very seriously, I always have my eye on internal controls and the way the staff conduct themselves. While these two things do not guarantee success, success cannot be achieved without them. I am proud to report that your Co-op has a strong system of internal controls and based on first hand observations and discussions with Jeremy, the staff of the Co-op continue to be second to none and really are the guiding force that led to yet another strong year. Like I said last year, the grocery business is one of the most difficult businesses to run and rely on repeat business and volume to overcome razor thin margins.

It was an exciting year to be part of a volunteer Board that is one of the most engaged Boards I have ever encountered and one I am very proud to be a part of. We all saw the store really come alive this year with the rebranding and an overall improvement in the way our wares are displayed. The following numbers demonstrates that our Co-op is here to stay and should give you the confidence in the decisions, large and small, made by your GM and the entire team coupled with the guidance of the Board. The numbers presented are prior to finalization of the annual audit however, based on conversations with the auditors no significant adjustments are expected.

- **Sales ended the year at \$1.71m, up 5% from prior year and 3% to budget. This is impressive growth led by increases in nearly every category including deli and special orders.**
- **Margins (percentage of the direct costs of what we sell to sales) was consistent at 36.8% from the prior year an impressive statistic due to the significant pressures for competitive pricing.**
- **Operating income (after all direct expenses) to sales remained consistent at approximately 0.8 % with prior year and up from budget of 0.4%.**
- **Current Ratio (the amount of liquid assets to cover quick turning liabilities) exceeded 2 in the current year and prior year.**
- **Our equity is near \$200k, the strongest in many years.**
- **Our vendors continue to have confidence in us and remain loyal to the Co-op.**

In summary, we end this fiscal year ended June 30, 2019 healthy and strong. Life in Syracuse is no doubt enhanced by having this gem of a store 45 years strong! Here's to a successful and exciting 46th year to come!