

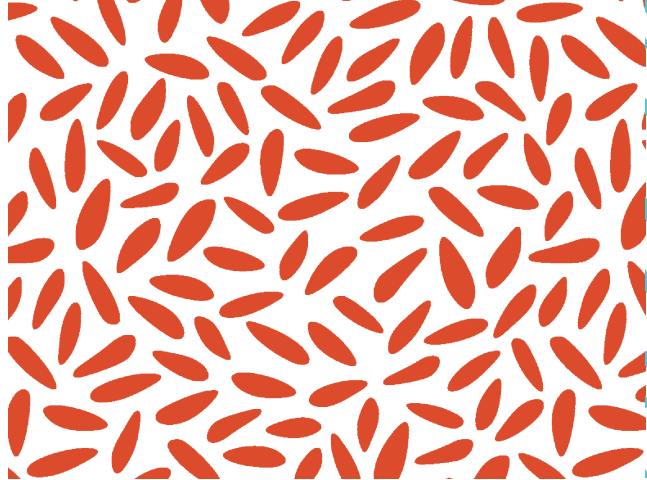


**THREE RIVERS
MARKET**
the co-op

ANNUAL REPORT

Fiscal Year

2021-2022



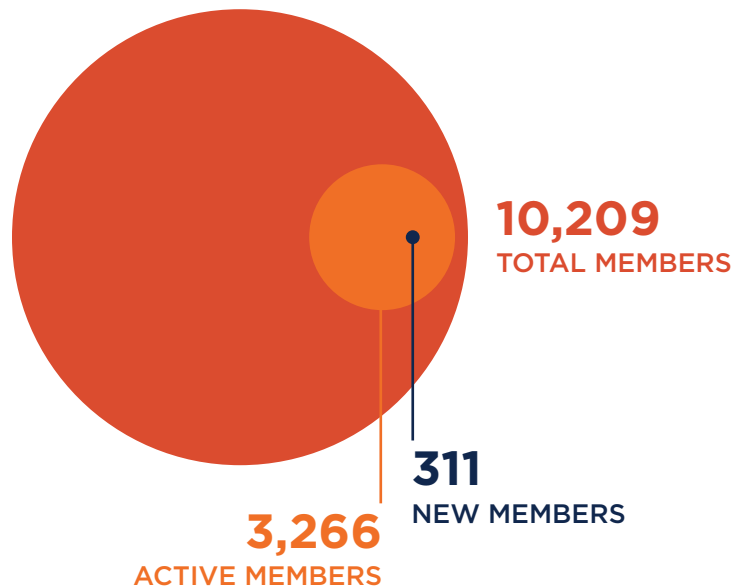
END GOAL

Three Rivers Market, a cooperative center of sustainable commerce, exists to benefit its members by creating and nourishing a healthier environment, healthier people, and a healthier community.

VISION OF SUCCESS

- Our local and cooperative economy is ethical, sustainable, and strong
- Our community has access to healthy food
- Our natural world is respected, protected, and restored
- Our people are happy

2022 MEMBERSHIP OVERVIEW



CO-OWNER EQUITY

\$948,500 total co-owner equity

\$63,375 new co-owner paid-in equity

\$32,596 new co-owner allocated equity from patronage dividend

CO-OWNER DISCOUNTS & DIVIDENDS

\$188,119 was returned to our co-owners through discounts

\$145,810 was returned to our co-owners through a patronage dividend

\$60,537 in discounts was given to our employees

HEALTHIER COMMUNITY

\$74,315 customer donations to Nourishing Change

\$22,965 donations, sponsorships, and outreach (including KAT, Holiday Promotions)

\$2,913,300 sales of local products (32% of sales)

\$3,668,396 sales of organic products (40% of sales)

HEALTHIER ENVIRONMENT

46,748 pounds of compostable food scraps given away

41,358 kWh of clean energy produced by our solar panels

20,000 cardboard trays delivered to Young-Williams Animal Shelter to use as beds and litter boxes

\$57,593 total credits against our utilities bill (appx \$6k /year)

HEALTHIER PEOPLE

32,500 pounds of food donated

62 employees

65% jobs are full-time

47% employees are female

INCOME STATEMENT

	FY 2020-2021	FY 2021-2022
Net Sales	9,084,958	9,093,649
Cost of Goods	6,073,780	6,186,452
Gross Profit Margin	3,011,179	2,907,197
Wages	1,353,649	1,478,477
Benefits & Taxes	536,614	538,004
Total Labor Expense	1,890,263	2,016,481
General & Administrative	2,743,835	3,067,613
Depreciation	103,233	117,424
Total Expenses	956,806	1,168,550
Net Operating Income	164,110	(277,840)
Other Income	371,045	36,812
Other Expense	27,791	330
Income Before Taxes	507,365	(240,698)

BALANCE SHEET

	FY 2019-2020	FY 2020-2021	FY 2021-2022
Cash	1,993,455	1,989,440	1,612,901
Inventory	310,235	309,348	344,950
Other Current Assets	26,262	83,723	79,967
Total Current Assets	2,329,952	2,382,511	2,037,818
Property & Equipment	1,623,165	1,576,099	1,528,685
Other Assets	149,660	171,809	196,486
Total Assets	4,102,777	4,130,420	3,762,989
Current Liabilities	857,180	896,897	811,956
Long Term Debt	944,456	521,515	418,323
Total Liabilities	1,801,636	1,418,412	1,230,279
Co-Owner Equity	1,339,515	1,760,733	1,314,768
Retained Earnings	961,626	951,275	1,458,640
Total Equity	2,301,141	2,712,008	2,773,408
Total Liabilities & Equity	4,102,777	4,130,420	3,762,989

ANNUAL SALES

