



2018 SNO ISLE
FOOD CO-OP
ANNUAL REPORT

Growing the health of our communities from the roots up!

Thanks to the wonderful support of the community over the years, the Co-op is finally able to move toward taking larger steps and bigger actions for our community and the environment as a whole. Over the next ten years, we are working on some very exciting projects to fulfill our 10 year business plan goals:

- 1. Support Our Community**
- 2. Become B Corp Certified**
- 3. Offer Community Trusted Sourcing**
- 4. Spread Knowledge of the Cooperative Model**
- 5. Create Zero Carbon Footprint**
- 6. Expand Our Store**

The past 20 years has been such a growing experience shared between the Co-op and the community. As the General Managers, we are SO proud of our community and

so thankful to be a part of growing such strong cooperative roots! We thank the founding members for creating this Co-op in the first place. We would also like to thank our hardworking and passionate staff, our creative and steadfast Board and our inspiring and dedicated owners, customers and community for supporting the Co-op and giving us the power to make real positive change!

Cheers to a new year and another step in our journey together!

Sincerely,

Amber Kreisher and Gretchen Weimer
General Managers



SNO ISLE
FOOD CO-OP
On Grand & California

79

Supporting Our Community

At the Co-op, we seek to further understand the diverse needs of our community and develop inclusion and diversity practices to better support our local area as a resource for education and clean food.

We have made an addition to the Marketing Team who will specialize in best practices for reaching out to the community, defining necessary support and executing that support through different programs. They will provide food, education and necessary resources within our local area. We are already increasing free classes at the Co-op for anyone interested. We are also trying to find better ways to advertise these programs so that they are more easily accessible and available to ALL areas of the community.

The Co-op has a Community Engagement Committee (CEC) that meets every month. The goal of this committee is to create connections and support between the Co-op and community. Some of the actions include educating at farmers markets, attending school wellness events, and in general supporting the Co-op's Outreach efforts. The opportunities are limitless and anyone is welcome to join.

If you are interested in CEC, please contact our Board at board@snoislefoods.coop



Jan. 2018 - Aug. 2018
Register Roundup
Donation Total:

\$6,099.31

Co-op Principle #7: Concern for Community

We support sustainable local communities that are economically, environmentally, and socially healthy and resilient through our co-op's practices, policies, and programs. We work in cooperation with local governments, neighborhood associations, and other concerned parties to improve the overall health of the community.



Becoming B Corp Certified

The Co-op would like to become B Corp Certified. We have already taken the assessment test which scores us on governance, workers, community, environment and customers. There are rigorous audits and regular inspections that ensure we follow all B Corp requirements. 2019 will be the beginning of these steps for us. We want to maintain our accountability and become the best we can, both socially and environmentally. We feel that this certification will help ensure these goals for the Co-op and the community as we continue to grow and support one another.

What is a B Corp? B Corps are companies certified by the nonprofit *B Lab* to meet rigorous standards of social and environmental performance, accountability, and transparency. Today, there is a growing community of more than 2,100 Certified B Corps from 50 countries and over 130 industries working together toward one unifying goal: to redefine success in business.

B Corp Assessment and action focuses on:

- Environmental Impact
- Customer service
- Suppliers, products and contractors
- Employee benefits and support
- Community support
- Cooperative governance

Certified



Corporation™



The B Corp Declaration of Interdependence

We envision a global economy that uses business as a force for good.

This economy is comprised of a new type of corporation - the B Corporation - which is purpose-driven and creates benefit for all stakeholders, not just shareholders.

As B Corporations and leaders of this emerging economy, we believe:

- That we must be the change we seek in the world.
- That all business ought to be conducted as if people and place mattered.
- That, through their products, practices, and profits, businesses should aspire to do no harm and benefit all.
- To do so requires that we act with the understanding that we are dependent upon another and thus responsible for each other and future generations.

B Corporation definition and declaration gathered from www.bcorporation.net

Providing Community Trusted Sourcing

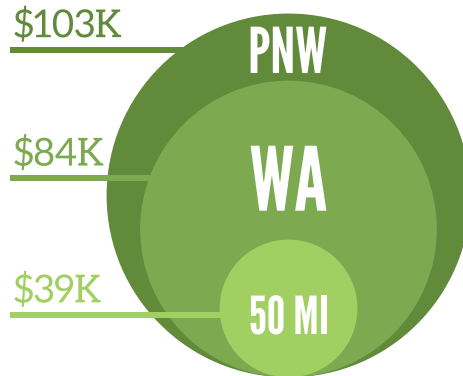
Our goal is to be the best resource for products that are trusted to support the sustainability of our planet.

Our plan is to market our integrity and product supply transparency. We would like to work on increasing the quality of our products as well as market how we choose products. Part of this process will also allow for us to support local farms and suppliers by telling their story through our many different channels.

Our staff have recently created a *Vendor Guide* and *Vendor Application* that will screen our products and ensure that the companies we support hold our values. We are passionate when sourcing the products we carry and we would like to make sure that as we grow these standards are upheld and shared with our customers and community.

On average, each month the Co-op sells \$103,000 of PNW products. Of that, approximately \$84,000 comes from Washington products and \$39,000 comes from products made within 50 miles of Sno-Isle Food Co-op!

Find our *Vendor Guide* at www.snoislefoods.coop/vendors





Cascadian Farm
ORGANIC

9-7

OPEN

Live Off
the Land
Farm

Sharing the Cooperative Model

After 20 years, we understand the structure and benefit of the cooperative model. We also understand that the more this model is utilized in our community, the healthier, stronger, more sustainable, wealthier and more supported businesses, neighborhoods, schools and local organizations will be. We would like to become an education source for this business model. Going forward, we will seek out ways to market this model and educate the community on the overall function of cooperatives as well as the outcomes they create!

Find out about educational resources on our website and in store this fall!



What is a co-op?

A co-operative is an autonomous association of persons united voluntarily to meet their common economic, social and cultural needs and aspirations through a jointly owned and democratically controlled enterprise.

THERE ARE MANY DIFFERENT TYPES OF CO-OPS

| Cooperative Schools | Credit Unions | Feed & Supply Stores | Food Co-ops Like Us! |



Reaching Zero Carbon Footprint

In July of 2018 the Co-op created a group of employees known as *The Green Team* to begin our journey toward true sustainability. Residing in an old building has posed many challenges for us over the years related to energy conservation. We decided that we needed to bring these issues to the forefront and face them directly, regardless of how challenging they might be.

Not only do we want to be a resource of food sustainability, we also want to operate sustainably ourselves and educate our community on how we can all join together to minimize energy use and reduce the carbon footprint.

Some of the actions that have come out of our meetings so far include:

Buddy Ohm Systems

This is a system of hardware that calculates energy consumption and ensures the use of credible vetted programs throughout the world that can off-set the amount of energy a business uses. The key is to first find ways to minimize energy use and waste production, constantly reviewing these metrics and working towards improvement. Secondly we will utilize the 'Off-Setting' program to help balance out the energy use and waste we do still produce.

Solar Power

We met with local solar power companies to calculate how many solar panels we would need, how much they would cost and how they would be maintained. We have recently had some classes on solar power from Banner – a company from Bellingham. They teach individuals the cost, payback and benefit of residential solar panels and how to acquire them. *Another Solar class will be coming soon!*

Green Team Newsletter

We will create a monthly or quarterly update that informs our customers on our progress in every aspect of our zero carbon footprint journey. We will include resources for both residential and commercial businesses as we find them. The first information will be posted this fall after we receive our first set up metrics.

Co-Efficiency Program

As a team we provide operational data for National Co-op Grocer's *Co-Efficiency Program*. This program is similar to B Corp measurements and helps provide B Corp with the data necessary to determine our scores. They create metrics which not only are comparative to other co-ops but also help us look at our performance and to create goals for ourselves.

YEARLY WASTE

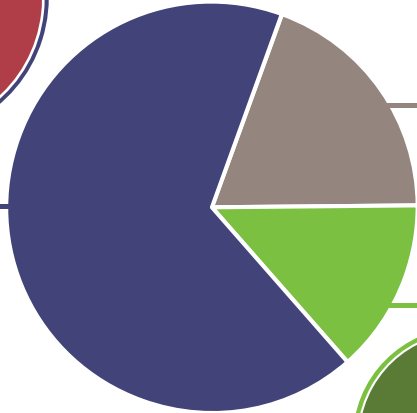
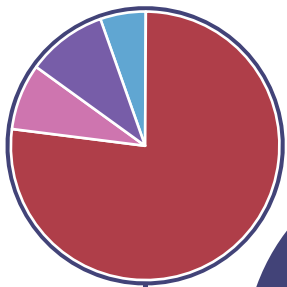
Recycled	66.99%
Disposable	9.32%
Food Waste	13.69%



GOAL: Reduce disposable waste 10% by Jan 31/19

RECYCLED

Carboard	76.93%
Paper	9.61%
Bottles & Cans	7.98%
Plastic	5.48%



FOOD WASTE

Compost	94.09%
Donations	5.91%



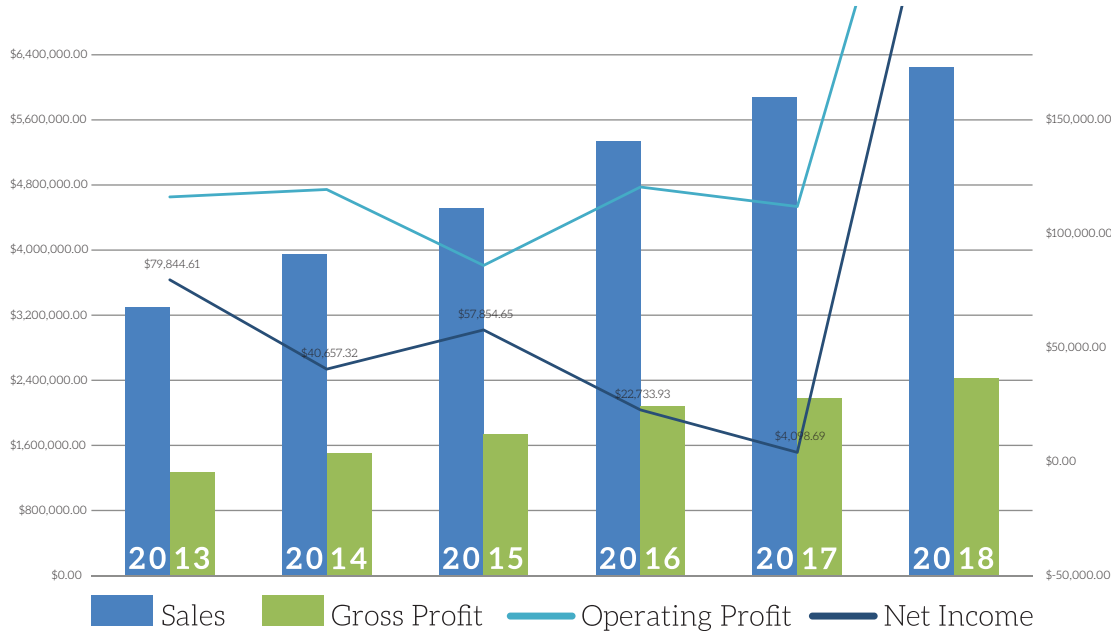
Future Expansion

In the next few years we will be seeking out creative ways to open up the space in our existing building as we increase our customer base. Also, the Board of Trustees is on the hunt for a different location where we can support our growing needs. We are in search of 12,000 to 14,000 square feet in the near area. We have also considered teaming up with another investor to buy a place in the neighborhood that can support our growth for the next 10 years. Any conclusions will be posted on our website for anyone interested.

2018 Fiscal Year September 2017 - August 2018

PROFIT & LOSS	2013	2014	2015	2016	2017	2018
Sales	\$3,300,837.11	\$3,953,222.79	\$4,519,990.79	\$5,341,361.95	\$5,881,458.19	\$6,243,551.23
Cost of Goods Sold	\$2,027,919.08	\$2,450,588.36	\$2,775,442.56	\$3,258,260.84	\$3,699,930.20	\$3,812,558.57
Gross Profit	\$1,272,918.03	\$1,502,634.43	\$1,744,548.23	\$2,083,101.11	\$2,181,527.99	\$2,430,992.66
Operating Expenses	\$1,156,682.59	\$1,383,161.62	\$1,658,429.58	\$1,962,555.19	\$2,069,536.12	\$2,082,954.81
Operating Profit	\$116,235.44	\$119,472.81	\$86,118.65	\$120,545.92	\$111,991.87	\$348,037.85
Net Other Income	\$(36,390.83)	\$(78,815.49)	\$(28,264.00)	\$(97,811.99)	\$(107,893.18)	\$(50,563.94)
Net Income	\$79,844.61	\$40,657.32	\$57,854.65	\$22,733.93	\$4,098.69	\$297,473.91

SALES & GROSS PROFIT



NET INCOME & OPERATING PROFIT

FINANCIAL SUMMARY

Fiscal Years 2013-2018

SUSTAINABLE
GROCERIES

ANCHORED IN
COMMUNITY



SNO ISLE
FOOD
CO-OP

AUTOMATIC SLIDING DOOR

HOURS
Open Daily
7AM - 9PM



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