

Community-Owned Since 1971

3,529 OWNERS



2013

ANNUAL REPORT

61 EMPLOYEES

109 W Baraga Ave
Marquette, MI 49855
www.marquettefood.coop
906.225.0671

OUR STORE

The Marquette Food Co-op is your neighborhood full-service grocery store where everyone is welcome and ownership is encouraged but never required. We offer a wide selection of natural, local, and organic foods in a clean and comfortable environment. Our knowledgeable staff is eager to give you a tour, answer questions, and make you feel right at home.

When you shop with us, you're supporting a local business, which in turn supports farmers, producers, and artisans. The Co-op is a community-owned business—and we credit our success to the support of our community. Thank you for making 2013 a record-breaking year!

Our Mission

The Co-op exists so:

Our owners, customers, and community have access to organic and wholesome products and the benefits of a healthy, diverse, educated, and sustainable community.

Local producers and growers of organic and wholesome goods are supported as part of a strong and vibrant local food network.

Our owners, customers, and community are educated about food and related issues.

Our owners and customers will benefit from access to local, organic, wholesome, and fairly-traded food and products.

From the General Manager

The message to take from the performance of your Marquette Food Co-op in 2013 is that with perseverance and hard work, we can accomplish a great deal. In this past year, we continued to provide for our food needs through the profitable operation of our store. We improved our community through the creation of a food hub that will serve this region for years to come. Our store expansion plans were developed into action plans and our new store will open in 2014. We continued to be a growing employer. We enjoyed the mutual benefits that a robust local economy brings. We advocated for and supported the tenets of *local*: respect, dignity, equity, and fair play.

Most importantly, we listened to you, the members of the Marquette Food Co-op, and designed the future operation of this member-owned organization to suit your needs. This is a pillar upon which all cooperatives are built. Another is member investment in the cooperative. We sold nearly 400 preferred shares to members in the last year. This level of investment by members is not only a strong indicator of the health of this organization, but also the trust in which it is held. This is your cooperative. You make it what it is. It is stronger because of you.

I wish to thank the Board of Directors for their continued support during this expansion year. Their diligence at monitoring the progress and potential pitfalls of this ambitious project has been essential. I also wish to thank the management and staff of the store for their strong effort every day to bring excellent service and quality products to our members. Your work at the Co-op is deeply appreciated.

Matt Gougeon

General Manager

Balance Sheet

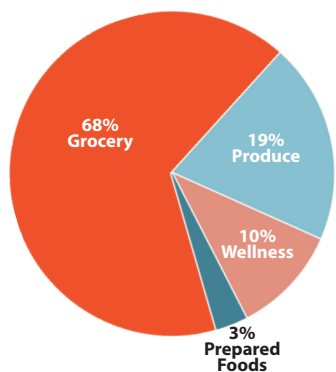
	2013	2012
CURRENT ASSETS:		
Cash & Equivalents	\$1,356,400	\$294,440
Accounts Receivable	501	200
Inventory	167,422	147,725
Other Current Assets	36,939	5,716
Total Current Assets	1,561,262	448,081
Fixed Assets	1,580,757	1,281,465
Other Assets	18,584	16,734
Total Assets	\$3,160,603	\$1,726,280
LIABILITIES:		
Accounts Payable	43,628	100,599
Other Current Liabilities	158,829	73,817
Total Current Liabilities	202,457	174,416
Long Term Liabilities	1,800,611	834,410
Total Liabilities	\$2,003,068	\$1,008,826
EQUITY:		
Member Shares (expansion)	339,000	—
Capital Stock-Members	420,925	393,066
Retained Earnings	324,389	272,258
Net Income	73,222	52,131
Total Equity	\$1,157,536	\$717,454
Total Liabilities & Equity	\$3,160,603	\$1,726,280

Income Statement

	2013	2012
INCOME:		
Gross Sales	5,594,966	4,997,662
Cost of Goods Sold	(3,469,888)	(3,243,827)
Gross Profit Margin	\$2,125,078	\$1,753,835
EXPENSES:		
Personnel Expense	1,372,574	1,132,327
Occupancy	238,754	184,528
Depreciation	8,712	31,834
Operating Expense	278,908	237,284
Administrative	111,714	89,126
Governance	18,565	19,626
Promotional	32,265	24,986
Total Operating Expense	(\$2,086,937)	(\$1,726,621)
Other Income / Expense	35,081	24,916
Taxes	(422)	(6,541)
Net Income	\$73,222	\$52,131

29 U.P. farms + **19** U.P. artisans & producers = **48** local vendors

Percentage of Total Store Sales by Department



589
customers per day



average basket size

\$26.16

215,668
total transactions

\$329,000
preferred shares
purchased by
owners



From the Board of Directors

Like many of you, I find myself going out of my way to drive or walk past the new Co-op building—to peer through the window at the progress inside, to imagine the space lively with owners, guests, and employees, and to marvel at how much we have achieved as a Co-op in the last year. As far as the numbers go, there hasn't been a bigger year in MFC history. We have broken yearly, monthly, weekly, and daily sales records, offered more educational opportunities to our neighbors than ever before, and embarked on the largest expansion in our history.

As big as this year has been, it really is just the beginning; the new home of the MFC will be three times the size of our Baraga Street store and feature an onsite kitchen, parking will be expanded, and for the first time in our history food deliveries will not have to be loaded through the front door but through a covered loading dock. The new store will be more comfortable for everyone, and give us a greater ability to lead our State in promoting healthy, safe and sustainable food.

Having been on the Board of Directors when expansion was first discussed four years ago, it is amazing to see how much Matt and the staff have done to make it a reality. My hat goes off to them!

If you find yourself standing on Washington Street looking into the new Co-op building as I do, pause for a second and shift your gaze from what is happening inside the building to your reflection in the glass. The building itself and all that the Co-op does and means for the community relies on—and is because of—you. Thank you for another successful year.

Glenn Sarka
Board President

Board of Directors

Glenn Sarka **PRESIDENT**
Brian Brady **VICE PRESIDENT**
Barbara Krause **TREASURER**
Phil Britton **SECRETARY**
Tom McKenzie
Mike Potts
Janna Lies
Emily Wright
Leroy Snooks



who sold **\$374,283** worth of goods through **OUR CO-OP**

COMMUNITY OUTREACH

The Co-op provides information and education on eating well to people all over the U.P. We work to spread the word about good food, all things local, and the importance of our food choices.

\$2,762
in donations to
78
agencies & individuals

8,928 People
attended classes, food demos,
presentations, films, & tabling events

3,437
Facebook
Followers

607 lbs
of food donated by
owners to food pantry

NMU HOOP HOUSE

Since 2009, the NMU Hoop House has served as a collaborative learning center for eaters of all ages who are curious about where food comes from and want to learn more about how it is grown.
www.marquettefood.coop/think-local/marquette-hoop

214
NMU students
visited for tours

22 helped plant, raise, & harvest
460 lbs
volunteers of food

163
community members
attended workshops

U.P. FOOD EXCHANGE

The U.P. Food Exchange (UPFE, The Exchange) is a partnership created between The Marquette Food Co-op and MSU Extension to support the local food activities already taking place within the Upper Peninsula's distinct regions (eastern, central, western). UPFE assists with the development and ongoing maintenance of these successful regional food hubs. UPFE serves as a resource portal for farmers, businesses, and individuals looking to connect with and actively participate in their local food system.
www.upfoodexchange.com

143
farms

11
community
gardens

25
farmers
markets

highlighted in 2013 farm directory

**U.P. FOOD
EXCHANGE**
growing local food systems

1,135 people receive the
plowshare newsletter

the online
marketplace connected **25** buyers &
sellers