



Littleton Food Co-op Expansion

MEMBER MEETING

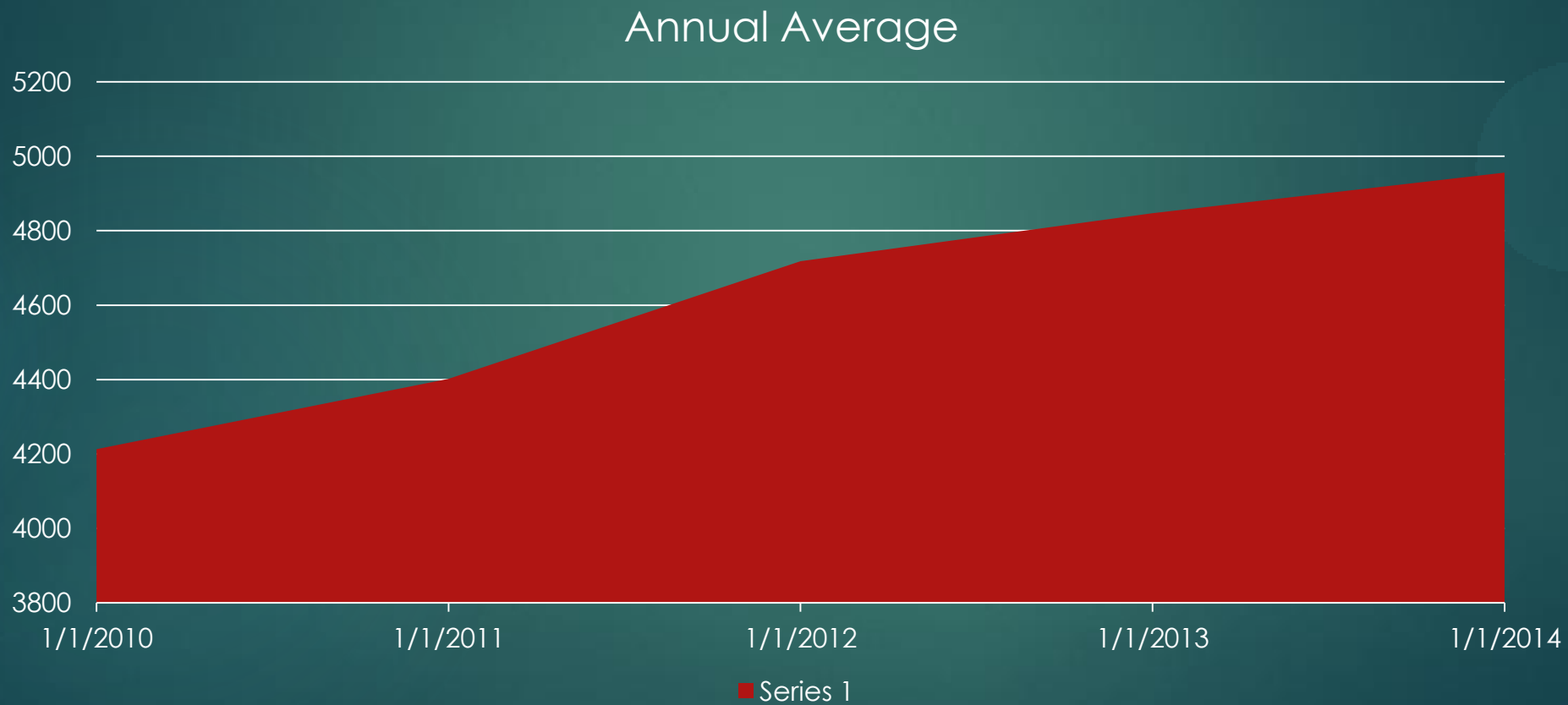
Review of 2014

- ▶ Sales of \$9.3 million
- ▶ Over 6% growth over 2013
- ▶ Record Earnings
- ▶ We'll pay our first Rebate this year
- ▶ Added to our Team

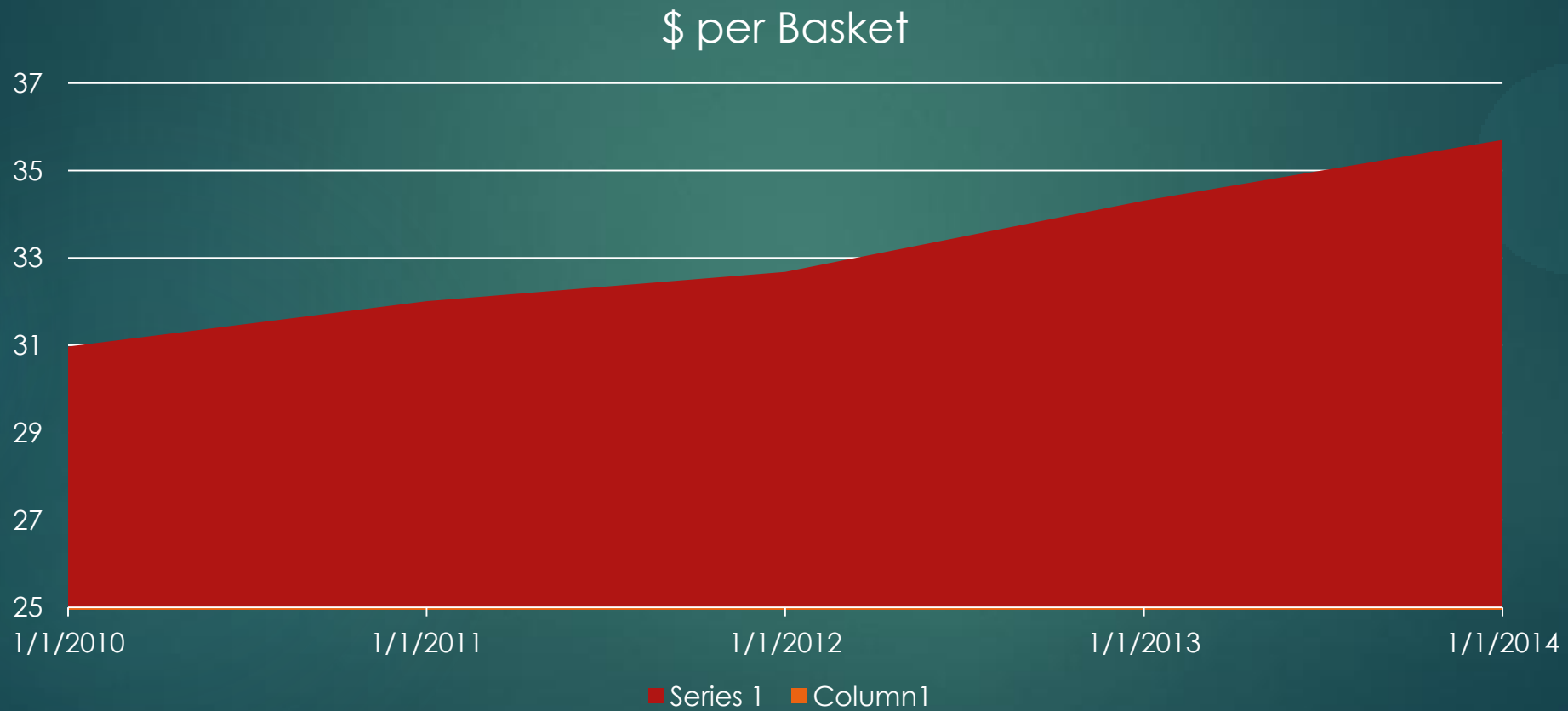
Sales Trends

- ▶ New Record: \$234k in 6 days
- ▶ Back to back \$50k days
- ▶ Organic Sales up over 18%
- ▶ Organic Sales Projected up 9% ann.
- ▶ Conventional Sales Flat

Weekly Customer Count



Average Basket Size



Sales Per Man Hour



How did we get here?

- ▶ Space was set aside for this possibility
- ▶ Board & Staff Retreat in 2013
- ▶ Board, Member & Staff Retreat in 2014
- ▶ Three Committees Formed
 - ▶ Design
 - ▶ Finance
 - ▶ Sustainability

Reasons for Expansion

- ▶ Build Capacity for Growth
- ▶ Better serve our Members
- ▶ Create Jobs
- ▶ Improve work Environment
- ▶ Move Admin Offices on site
- ▶ Update Technology Systems
- ▶ Prepare for Competition
- ▶ Add Energy Efficiencies

Scope of Expansion

- ▶ Build 5,700 sq ft Addition
- ▶ Loft area for Admin Office
- ▶ Expand Receiving area
- ▶ Remodel of Existing Store

Community Room / Cafe

- ▶ Expanded Dining Area
- ▶ Teaching Kitchen
- ▶ Meeting Space
- ▶ Communication Center

Loft Office Space

- ▶ Break Room
- ▶ Board Room
- ▶ Human Resources
- ▶ Marketing Department
- ▶ Finance and Book keeping
- ▶ ADA Compliance

Expansion of Products

- ▶ Local & Organic Produce
- ▶ Bulk Foods (liquid and nut butters)
- ▶ Wellness and Natural Personal Care
- ▶ Local Meats and Dairy Products
- ▶ Natural & Organic Grocery Items
- ▶ Cheese & Prepared Foods

Energy Saving Investments



- ▶ POV Solar Panels
- ▶ Free Air Refrigeration
- ▶ LED Lighting
- ▶ Biofuel Heating System
- ▶ Smart Building Technology

Equipment Upgrades

- ▶ POS System/ Registers
- ▶ Receiving Area
- ▶ Produce and Beverage Cases
- ▶ Meat and Produce Coolers
- ▶ Service Cheese Case
- ▶ Expanded Restrooms

Financing

- ▶ Member Loans
- ▶ Cooperative Lenders (CFNE, NCG, NCB)
- ▶ Local Banks
- ▶ Energy Loans and Tax Credits
- ▶ GCEDC
- ▶ Preferred Share Offering

Professional Partners

- ▶ Cooperative Development Services
- ▶ NCG Development Co-op
- ▶ Gallagher Flynn CPA
- ▶ Business Attorney (DRM?)

Threats and Challenges

- ▶ Competition Coming to Town
- ▶ Economic Downturn
- ▶ Interest Rates / Credit Crunch
- ▶ Current Debt Level
- ▶ Turnover in Leadership
- ▶ Local Approval (traffic)

Organic Competition

- ▶ Whole Foods in NH
- ▶ Trader Joe's
- ▶ Fresh Market, Sprouts, etc.
- ▶ Conventional Supermarkets
- ▶ Walmart
- ▶ Online Sales (Amazon, Wellness)

Opportunities for Growth

- ▶ Multiple Locations (Berlin, Plymouth)
- ▶ Home Delivery
- ▶ Satellite Business
- ▶ Catering
- ▶ Business to Business
- ▶ Vertical Integration (off site production)

Calendar Looking Forward

- ▶ April 2015: Select Architect
- ▶ Fall 2015: Member Loan Campaign
- ▶ Fall 2015: Line up Financing
- ▶ Fall 2015: Select Contractor
- ▶ Fall/ Spring 2016: Receiving Area
- ▶ Spring/ Summer 2016: Break Ground

How can you get involved?

- ▶ Serve on our Board of Directors
- ▶ Serve on a Committee
- ▶ Become Member Lender
- ▶ Take our Expansion Survey
- ▶ Keep on Shopping

Questions

Comments

&

Concerns