



Northwind Natural Foods Co-op
 116 S Suffolk St.
 Ironwood MI 49938
 906-932-3547
 northwindcoop.org



Northwind Natural Foods Co-op Annual Report

Northwind Natural Foods Co-op Annual Report

Healing Hands

Therapeutic Massage & Bodywork

Larry I Sands

BS, NCTMB, RMT, HTP
 Nationally Certified Massage Therapist

ambs@centurytel.net
 Higher Level Suites
 174 E Michigan Ave
 Ironwood, MI 49938
 By Appt Only 715-561-2880 or 715-862-0490



Northern Mind Yoga Studio



Corner of Douglas Boulevard
 and Michigan Avenue
 Ironwood Michigan

FELICIA SANTINI
 Certified Iyengar Yoga Instructor
 Teaching Since 1978

Classes Also Held in Ashland

(715) 561-2880

Mailing Address:
 7125W East North Drive
 Hurley, WI 54534

email: feliciayoga@centurytel.net

Membership Renewal Form

Please mail or bring the following form to: Northwind Natural Foods Co-op,
 116 S Suffolk St, Ironwood MI 49938.

Name(s):

Address:

Phone Number:

Email address (for newsletters and updates, will not be sold or shared):

Yes! Please renew my membership so I can enjoy the many benefits of belonging to our neighborhood cooperative grocery store.

Amount Enclosed: \$25

Yes! I would like to expedite our Co-op's financial recovery with a supplemental contribution to be used solely for paying off our short-term debt.

Amount Enclosed: _____

Total Enclosed: _____

September 2016

Mission Statement

To provide a marketing and purchasing outlet for primarily natural, organic, unprocessed foods and related items at a minimum price, on a nonprofit basis. To educate and promote to the community healthy lifestyles, wellness and a whole foods diet emphasizing natural, organic, and unprocessed foods. To educate the community to the benefits and potentials of our cooperative and cooperatives in general and to cooperate with other cooperatives.

Staff

General Manager: Jason Olkonen
 Clerk 2: Jenni Jackson
 Clerk: Lavon Ladwig
 Clerk: Tessa Cleland

Board of Directors

President: Jackie Powers
 Vice President: Karl Jensen
 Treasurer: Stan Carr
 Secretary/Editor: Hannah Panci
 Lanae Carr
 Laura-Scotford Fedora

Send newsletter comments to:
 secretary@northwindcoop.org

General Membership Meeting: September 24, 5-7:30

Our GMM will take place at the Depot Park pavilion in downtown Ironwood. Bring a dish to pass; the potluck will run from 5:00 - 5:30 and the meeting will start at 5:30. We will be presenting on the status of the Co-op, electing new board members, and voting on changes to the bylaws. Please join us!

New Board Members Needed

Board members administer the Co-op and provide oversight to the manager. We are a working board, so there is the additional agreement to contribute to the Co-op's operations on a regular basis (12-15 hours a month). Board members receive a 10% discount on merchandise. If interested, please contact board president Jackie Powers. Two year terms commence Oct. 1st.

Bylaw Changes

The Board is proposing to switch to rolling annual memberships instead of renewing October 1. Members will vote on amending Article IV of the Bylaws as follows.

Article IV Sections 2-4 (as currently written):

Section 2: The fee to join the cooperative is \$15.00 per membership. The annual renewal fee is waived for the remainder of the "membership year" during which a new member joins.

Section 3: Subsequent annual membership renewal fees are due October first of each year. (The membership year runs October 1 through September 30.) The annual membership renewal fee is \$25.00.

Section 4: Members are divided into workers and non-workers. The Board of Directors will set rates and methods of member discounts on store merchandise.

The Board recommends the following changes:

Section 2: The annual membership fee is \$25. Memberships are renewable on the anniversary. If a membership is not renewed by the anniversary date, it shall expire.

Section 3: Members are divided into workers and non-workers. The Board of Directors will set rates and methods of member discounts on store merchandise.

Co-op to raffle off Ann Marie Batiste painting

Ann Marie Batiste has generously donated this 24"x36" painting, titled *Serenity*, valued at \$864. We will be awarding this painting to one lucky recipient in a raffle that will kick off at the General Membership Meeting on the 24th! All proceeds will go directly to our new point of sale system which costs \$2100 and is desperately needed to stay competitive. The raffle will take place at noon on November 5 at the Co-op. Tickets will be sold at the GMM and the Co-op for \$1 each. You may also earn one ticket for renewing your membership, and for each \$25 you spend at the Co-op in a single purchase (spend \$25, get 1 ticket; spend \$50, get 2!).

Meet the Artist Appreciation Day and Open House

Meet artist Ann Marie Batiste on October 1 from 10-1 at the Co-op. Ann Marie has also generously donated four amazing paintings for us to hang on our newly painted walls! Come to the store to meet and thank her for her beautiful art work!



Serenity, by Ann Marie Batiste

Treasurer's Report *by Stan Carr, Treasurer*

2016 has been a landmark year for the Coop finances. We have enjoyed periods of exceptional sales and also hovered near insolvency. Thousands of hours of volunteer help, the exceptional dedication of employees, and the perseverance of members (customers) has accomplished two things for our financial situation. The fiscal foundation has been established to enable ongoing stable performance (resulting in good cash flow), and we were able to survive very difficult challenges (keeping the doors open). After a period of lower sales and high bills, we are enjoying improvements in revenues which will enable us to finally be up-to-date on past due bills (from 2014-15), we will have a new point-of-sale computer system, and we will soon be fully insured.

The tools in use now provide a good approach for managing cash flow, and our payroll expenses are significantly lower than in past years. The challenge has been that obtaining these savings means demanding much more time from the board members and from the store manager than we should expect. Soon, our computer will contain the store inventory and we will make strides in automating weekly ordering. Following that we hope to steadily add automation tools to reduce the efforts of routine tasks that now are time-consuming and tedious. These improvements will have a big impact on our fiscal performance (less effort and much smarter ordering, for example).

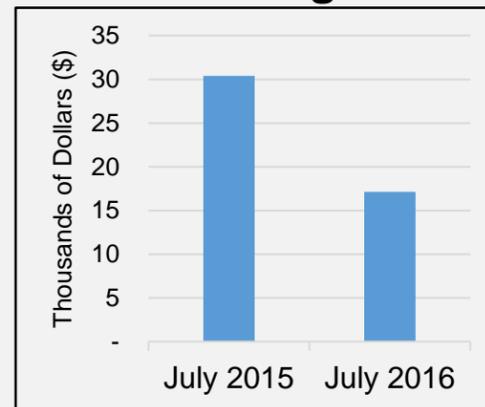
Our continued existence and success depends on a close partnership between the staff and the members. We need regular weekly revenues of over \$5,000/week to keep the doors open. **That means we need over 200 members who will spend \$25/week at the store.** We are doing that, just barely, and we know we can do better. As our inventory management improves (you can find what you need on the shelf), our sales will grow and the Coop will thrive.

These financial reports show our condition at the end of July.

Profit and Loss

	FY 2016	FY 2015	
Income	Sales	\$ 216,981	\$ 227,438
	Other Income	\$ 9,732	\$ 2,330
	Member Discount	\$ (3,445)	\$ (6,511)
	Total	\$ 223,268	\$ 223,257
Expenses	Cost of Goods Sold	\$ 135,850	\$ 149,133
	Payroll Expenses	\$ 44,305	\$ 50,997
	Taxes	\$ 5,594	\$ 7,724
	Insurance	\$ 3,875	\$ 3,726
	Service Fees	\$ 2,763	\$ 6,135
	Building expenses	\$ 16,071	\$ 17,628
	Licenses, fees & permits	\$ 319	\$ 200
	Advertising/promotions	\$ 1,064	\$ 1,445
	Office supplies	\$ 987	\$ 1,019
	Legal and accounting	\$ 1,180	\$ 2,000
	Miscellaneous expense	\$ (77)	\$ 969
	Interest expense	\$ 1,757	\$ 1,413
	Total	\$ 213,688	\$ 242,389
	Profit	\$ 9,580	\$ (19,137)

Outstanding Bills



The Year in Numbers

3666 total hours worked by working members

Paid off over **\$10,000** in outstanding bills

Published **3** quarterly newsletters

Navigated **2** managerial changes

and the addition of **3** new clerks

The Co-op currently has **290** members

Held **4** painting bees and **4** cleaning bees

Letter from the President: A Call to Action *by Jackie Powers, Board President*

This report summarizes a year of renewal and will inspire you to action! The Co-op has been through many positive changes this year. You can add to the momentum in the following ways:

- Renew your membership.
- Add an additional gift to expedite paying off our outstanding bills.
- Consider if board membership is right for you.
- Become a working member.
- Make the Co-op your FIRST stop for healthy, organic, non-GMO, BPA-free food, supplements and other products.

To our loyal "regulars," thank you! We value your patronage and look forward to your smiling faces on a regular basis. You know the value of our co-op and the satisfaction of contributing to our important mission.

If you haven't been in the store for a while, please come check out the new look, new products, and new staff. And please consider renewing your commitment to us and our mission. Now is an exciting time to join NNFC's major revitalization effort.

We are asking all members to **please consider an additional financial gift** to be used exclusively to pay off our outstanding bills. At our current rate, it will take 1-2 more years to catch up. With your help, we can expedite the day when we have revenue left over each week to spend on more product inventory and store improvements instead of it all going to outstanding bills.

Please complete the attached tear-off form and mail in your renewal as soon as possible. Better yet, bring it in next time you shop and a clerk can complete your renewal in person. Be sure to include your e-mail so you can receive our newsletters. We look forward to another fruitful year!

Letter from the Manager *by Jason Olkonen, General Manager*

Current members, I just want to say thank you so much for coming to the shop and keeping us going! If you are a former member and haven't been in for a while, please come check out our increasing selection of items. We are open to suggestions and special requests – our suppliers have thousands of items to choose from, so if you have seen something at another store there is a good chance we can get it here and save you a trip.

The Chip in for Change program has raised almost \$500 since the end of April. This will cover the final assembly and mounting of the new outside sign; anything left over will be put toward upcoming projects such as a cover for the produce cooler to improve energy efficiency at night. We have a long list of projects and will continue to accept donations through Chip in for Change and by depositing your spare change into the jar at the counter.

The merchandising committee is working on some nice signs inside the store to help both new and long-time members navigate the shelves. These should help you find items more efficiently and point out products you may not have known we have.

The cash register and inventory system was updated at the end of August and should provide us with a better way to order items as well as stave off the inevitable hardware failure of the old system.

Please feel free to send me your suggestions via email to gm@northwindcoop.org, phone 906-932-3547, or just stop in!

Working Members

Thank you to all of the following members for their hard work in the past year!

Jackie Powers
Karl Jensen
Stan Carr
Lanae Carr
Hannah Panci
Laura Scotford-Fedora
Amy Nosal

Kristen Anderson
Sue Carr
Sue Rouse
Vicky Finco
Ellen Metko
Larry Sands
Felicia Santini

Jeanean Santini
Jim Lumbach
Joan Underhill
Paul Kleinschmidt
Kristina Femel
Tracy Masqwetiz
Lori Rafn

Bruce Greenberg
Greyson Morrow
Judy Sim
Steve Garske
Karen Kangas

Member Benefits

We changed our benefits in February. We now have monthly Healthy Advantage specials that are a much bigger discount than the previous 2%. Here are a list of all of the member benefits:

1. Healthy Advantage sale items
2. Discounts on special orders
3. 10% off NOW! vitamins
4. Working member discount: 5% for 3 and 10% for 6 hours of work; applied to the month following your service
5. E-newsletter
6. Invitation to General Membership Meetings and to vote on Co-op matters
7. Eligibility to join board of directors
8. Discount on Co-op classes



Joan Underhill led an Earth Day class on fermentation!