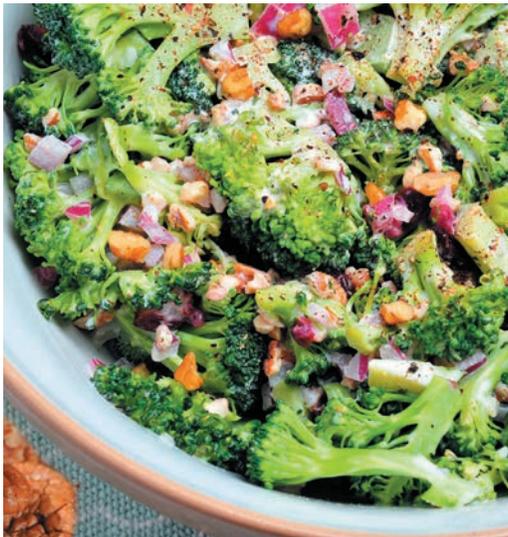


2020 ANNUAL REPORT



OPEN HARVEST
CO-OP GROCERY



A Letter from the Board

The last year for the Open Harvest Board has been full of opportunities for reflection and growth. We hosted our 2nd annual FinMOO (Financial Meeting of Member Owners) in February to help member owners understand the financial realities of operating a retail grocery store in a highly competitive market. The board supported a professional market study to help us better understand our position in Lincoln and make informed strategic decisions about the future of our store. In the last year, we continued to invest in board education and development by incorporating monthly strategic conversations into our meetings. In August 2019, we continued discussions about diversity and inclusion in the cooperative community and about our responsibility to foster a more welcoming and accessible space for groups experiencing systemic oppression.

In March 2020, in the midst of grappling with effects of the global pandemic, our organization was forced to more fully reckon with our unwitting participation in systemic oppression; a message brought forth by concerned members of our community, but also shaking communities across our nation. In response, our organization re-committed to the work of building a co-op that is welcoming to everyone - and justly reflected in our shoppers, owners, staff, and board members. Since August 2020, the full board, the General Manager, and 10 other Open Harvest member owners have participated in The Abolitionists Challenge - a 6-month facilitated program to gain understanding on how we can commit to eliminating white supremacy in cooperative spaces and in the broader society.

We are at a critical point in our cooperative history. If the last year has taught us anything, changing a culture will require ongoing investment and engagement at all levels of the organization. We need each of our member owners to join us in this effort. In order for our co-op to thrive, we need a diversity of perspectives that are paying attention, asking hard questions, offering thoughtful answers, and taking action. From shopping more to board leadership, please consider how you can get involved. The future of Open Harvest depends on the collective efforts of our community. Together we can bring about the improvements and changes that we want to see.

We are grateful for the commitment and loyalty of our cooperative community.

Matt Pirog

Matt Pirog, Board Chair

HIGHLIGHTED STORE ACCOMPLISHMENTS

- **Achieved** sales growth of (1%)
- **Achieved** 4th consecutive profitable year
- **Completed** deli reset expansion project
- **Conducted** 2019 customer satisfaction survey
- **Completed** 2020 market study to explore potential new locations
- **Held** 2 Owner Drives; 4 Owner Appreciation events
- **Launched** Seed Program with input from owners
- **Launched** online curbside service to meet demand of our customers
- **Transitioned** to Paylocity - for streamlined HR, payroll, and staff engagement
- **Hosted** a stop on the "Grocery Story" book tour at last year's annual meeting
- **Quickly** adapted to the multi-faceted challenges brought on by COVID-19 to ensure safety of staff and customers

FY 2019-2020

BOARD MEMBERS:

BOARD COMPENSATION:

Directors receive a quarterly stipend and reimbursement for conference travel expenses.

Reimbursements: \$0

Stipend: \$1,025



Pictured from Left to Right:

Jen Burianek
Corey Rumann
Aaron Druery
Megan Jackson
Wally Graeber
Rosina Paolini
Margaret Milligan
Matt Pirog
Lori Ashmore

KEY FINANCIAL DATA fiscal year ended June 30, 2020

INCOME STATEMENT

	2019/2020	2018/2019	2017/2018
Sales	\$3,849,366	\$3,891,284	\$3,836,193
Cost of Goods Sold	\$2,445,324	\$2,472,701	\$2,550,649
Gross Margin	\$1,404,042	\$1,418,583	\$1,403,983
Operating Expense	\$1,453,939	\$1,444,614	\$1,446,518
Other Income/Expense	\$57,293	\$46,047	\$50,014
Net Income	\$7,396	\$20,016	\$7,479

BALANCE SHEET

ASSETS	2019/2020	2018/2019	2017/2018
Current Assets	\$444,652	\$320,120	\$310,320
Fixed Assets	\$158,108	\$164,350	\$183,562
Other Assets	\$140,805	\$135,078	\$103,280
Total Assets	\$743,565	\$619,548	\$597,162
LIABILITIES			
Current Liabilities	\$333,162	\$281,717	\$264,726
Long-Term Liabilities	\$114,135	\$43,228	\$59,441
Total Liabilities	\$447,297	\$324,945	\$324,167
EQUITY			
Member Equity	\$397,897	\$403,869	\$402,279
Retained Earnings	(\$101,629)	(\$109,266)	(\$129,284)
Total Equity	\$296,268	\$294,603	\$272,995
Total Liabilities & Equity	\$743,565	\$619,548	\$597,162



293

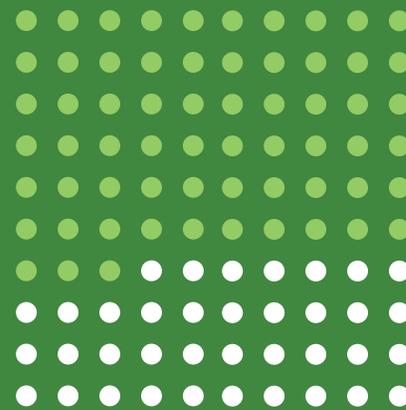
new owners

2,702

active owners

\$19,126

owner discounts



63%

of sales come from owners

37%

of sales come from other shoppers

ENDS STATEMENT

Open Harvest Co-op Grocery exists so there will be a vibrant community that:

- Has access to healthy, organic, and local food
- Supports economic justice and strengthens the local economy
- Upholds inclusive, socially responsible practices
- Contributes to a strong local food system and sustainable environment
- Embodies cooperative principles



OPEN HARVEST
CO-OP GROCERY

OUR PEOPLE



13

full-time staff

24

part-time staff

\$25,943

hero pay (additional wages)

\$13.01/hr

average wage

OUR IMPACT

SEED Program

\$6,995

Local Purchases

\$443,308

Sales from local products total:

\$1M
in revenue dollars

27%
of total sales



37.9%
of total store sales
come from certified
organic products

Including more than:
\$1.4M
in organic products

DOUBLE UP FOOD BUCKS

\$9,100

disbursements this year