

2021 ANNUAL REPORT



OPEN HARVEST
CO-OP GROCERY



A LETTER FROM THE BOARD

Over the course of the past year we have come together as a board, staff, and membership to plan for a healthier, democratic, participatory, community focused future for the Open Harvest community of members and shoppers. These improvements are all in line with overarching 7 cooperative principles at the heart of our grocery store.

The pandemic continues to affect our daily routines, the meals we share together, and the lives of the most vulnerable in our community. The effects of the virus will likely be felt for generations, way beyond the past 20 months. Living through this time has not been easy but it has shown us what can be built together when we prioritize our community health, safety and welfare.

Since we last gathered virtually at our 2020 Annual Meeting, we continue to work towards a more diverse, equitable, inclusive (DEI) community by launching the Get to Know Our Community, led by our DEI Committee. Our doors are always open to everyone's input for these events in hopes of making the gatherings more meaningful, intentional and impactful. Since inception, our simple yet powerful community giving SEED Program has raised over \$32,921 from shoppers rounding up at the register. What an incredibly generous gift our community has shared with local 501(c)(3) non profit organizations here in Nebraska.

We all have the opportunity to come together and support our grocery store at this crucial moment in our 46 year history. We are moving our store physically and we must carry a renewed investment in our mission, connections, values, and Ends. Investing in our store can take on many forms and it will take all of us to bring our shelves, our counters, our doors, and our community to a new location we are all proud of and excited for.

Wally Graeber
Board Chair

HIGHLIGHTED STORE ACCOMPLISHMENTS

- **Achieved** net income growth
- **Achieved** 5th consecutive profitable year
- **Re-opened** our deli service & seating area
- **Held** two Owner Drives; four Owner Appreciation events
- **Re-Launched** the Dig Deeper Farm Tour
- **Launched** Employee Equity Program to provide co-op ownership for employees
- **Doubled down** on Diversity, Equity, and Inclusion efforts by providing educational opportunities for both Board & Staff
- **Launched** Inclusive Trade label to promote diverse suppliers
- **Continued** to adapt to the multi-faceted challenges brought on by COVID-19 to ensure safety of staff and customers
- **Developed** partnership with Zac Hamlin from the Merc Co+op to create additional HR resources for staff

FY 2020-2021

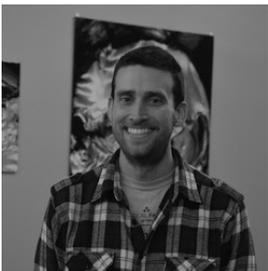
BOARD MEMBERS:

BOARD COMPENSATION:

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

Reimbursements: \$0

Stipend: \$1,409



Pictured from Left to Right:

Wally Graeber
Carla McCullough
Shah Uddin
Lori Ashmore
Anna Hernoud
Corey Rumann
Keith Dubas
Juanita Rice

KEY FINANCIAL DATA fiscal year ended June 30, 2021

INCOME STATEMENT

	2020/2021	2019/2020	2018/2019
Sales	\$3,579,585	\$3,849,366	\$3,891,284
Cost of Goods Sold	\$2,273,800	\$2,445,324	\$2,472,701
Gross Profit	\$1,305,785	\$1,404,042	\$1,418,583
Operating Expense	\$1,374,451	\$1,453,939	\$1,444,614
Other Income/Expense	\$227,803	\$57,293	\$46,047
Net Income	\$159,137	\$7,396	\$20,016

BALANCE SHEET

ASSETS	2020/2021	2019/2020	2018/2019
Current Assets	\$430,121	\$444,652	\$320,120
Fixed Assets	\$139,373	\$158,108	\$164,350
Other Assets	\$143,306	\$140,805	\$135,078
Total Assets	\$712,800	\$743,565	\$619,548
LIABILITIES			
Current Liabilities	\$265,144	\$333,162	\$281,717
Long-Term Liabilities	\$1,560	\$114,135	\$43,228
Total Liabilities	\$266,704	\$447,297	\$324,945
EQUITY			
Member Equity	\$388,589	\$397,897	\$403,869
Retained Earnings	\$57,507	(\$101,629)	(\$109,266)
Total Equity	\$446,096	\$296,268	\$294,603
Total Liabilities & Equity	\$712,800	\$743,565	\$619,548



55%

of sales come from owners

45%

of sales come from other shoppers

277

new owners

2,383

active owners

\$16,290

owner discounts



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*



OUR PEOPLE



4 yrs

average tenure length

\$13.69/hr

average wage

146

DEI training hours

\$4,469

total DEI investment

OUR IMPACT

SEED Program

\$21,505

Local Purchases

\$404,905

Sales from local products total:

\$1M
in revenue dollars

27%
of total sales



38.3%

of total store sales
come from certified
organic products

Including more than:
\$1.35M
in organic products

DOUBLE UP FOOD BUCKS

\$11,088

disbursements this year