## 2021 Maple City Market Co-op Annual Report

Ends Statements: Because of MCM, there will be a healthy community nourished and educated by: 1.EQUITABLE economic practices; 2. REGENERATIVE environmental impacts; 3. INCLUSIVE, socially responsible relationships

| Balance Sheet | 2021* | 2020 | 2019 |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Cash \& Equivalents | \$385,229 | \$280,408 | \$41,765 |
| Accounts Receivable | \$14,436 | \$14,371 | \$6,305 |
| Other Current Assets | \$150,635 | \$166,150 | \$131,744 |
| Total Current Assets | \$550,300 | \$460,929 | \$179,814 |
| Fixed Assets | \$124,697 | \$127,184 | \$140,398 |
| Other Assets | \$52,205 | \$65,709 | \$46,742 |
| Total Assets | \$727,202 | \$653,822 | \$366,954 |
| Liabilities |  |  |  |
| Accounts Payable | \$84,514 | \$77,938 | \$76,944 |
| Patronage Dividend Payable | \$0 | \$20,957 | \$0 |
| Other Current Liabilities | \$45,322 | \$64,880 | \$51,931 |
| Total Current Liabilities | \$129,836 | \$163,775 | \$128,875 |
| Long Term Liabilities | \$0 | \$93,721 | \$0 |
| Total Liabilities | \$129,836 | \$257,496 | \$128,875 |
| Equity |  |  |  |
| Member Equity | \$325,228 | \$310,939 | \$294,252 |
| Patronage Dividends Retaineı | \$83,830 | \$83,830 | \$0 |
| Earnings | \$188,308 | \$1,557 | $(\$ 56,174)$ |
| Total Equity | \$597,366 | \$396,326 | \$238,078 |
| Total Liabilities \& Equity | \$727,202 | \$653,822 | \$366,953 |
| Income Statetment | 2021 | 2020 | 2019 |
| Income |  |  |  |
| Sales and Returns | \$2,448,743 | \$2,406,880 | \$2,107,138 |
| Cost of Goods | \$1,545,477 | \$1,463,155 | \$1,338,913 |
| Gross Profit Margin | \$903,266 | \$943,725 | \$768,225 |
| Expenses |  |  |  |
| Personnel | \$551,275 | \$554,206 | \$492,009 |
| Occupancy | \$69,996 | \$66,698 | \$65,329 |
| Depreciation | \$10,361 | \$11,307 | \$8,366 |
| Operating | \$93,562 | \$93,960 | \$74,221 |
| Administration | \$42,956 | \$38,327 | \$49,729 |
| Marketing | \$25,251 | \$17,984 | \$28,439 |
| Member Discounts | \$21,148 | \$20,289 | \$14,952 |
| Governance | \$9,927 | \$9,990 | \$13,742 |
| Total Operating Expense | \$824,476 | \$812,761 | \$746,787 |
| Other Income \& Expenses | \$103,337 | \$18,702 | \$3,842 |
| Net Income | \$182,127 | \$149,666 | \$25,280 |

*2021 unreviewed statements, pre-tax \& pre-patronage
Percentage Total Sales By Department

- Grocery 51\%
- Produce 18\%
- Prepared Foods 12\%
- Wellness 9\%
- Meat \& Seafood 8\%
- Wholesale 4\%


A total of 2092 Co-op Members made a purchase in 2021
Sales to Co-op Members accounted for $79.5 \%$ of all sales


Annual Sales Growth




