ANNUAL REPORT

Serving our community since 1976!

50

Upper Valley Food Co-operative

Fiscal Year 2026

Upper Valley Food Co-op 2026 Fiscal Year at-a-glance

Balance Sheet

	2025	2026
Current Assets	$1,110,784	**$1,245,826**
Property and Equipment	$873,488	**$863,834**
Other Assets	$84,124	**$84,474**
Total Assets	$2,068,396	**$2,194,135**
Liabilities & Equity	$240,166	**$277,423**
Long Term Liabilities	$13,000	**$13,000**
Total Liabilities	$253,166	**$290,423**
Shareholders' Equity	$1,815,230	**$1,903,712**
Total Liabilities & Equity	$2,068,396	**$2,194,135**

Income Statement

Sales	$4,059,362	**$4,494,319**
Cost of Sales	$2,474,118	**$2,759,608**
Gross Profit	$1,585,244	**$1,734,711**
Expenses	$1,566,218	**$1,749,264**
Income From Operations	$19,026	**$14,553**
Other Income	$85,413	**$88,150**
Net Income After Taxes	$78,193	**$55,198**

Fiscal Year 2026 Savings to our Community

Our discount programs resulted in **$174,571 in savings** to members, employees, and customers:

- **Senior 5%** - $13,374
- **10 for 10 card** - $73,502
- **Member-worker 20%** - $8,458
- **Board of Directors 20%** - $7,845
- **Staff 20%** - $47,440
- **Used Container/Bag discount** - $3,493
- **Produce 20%** - $8,520



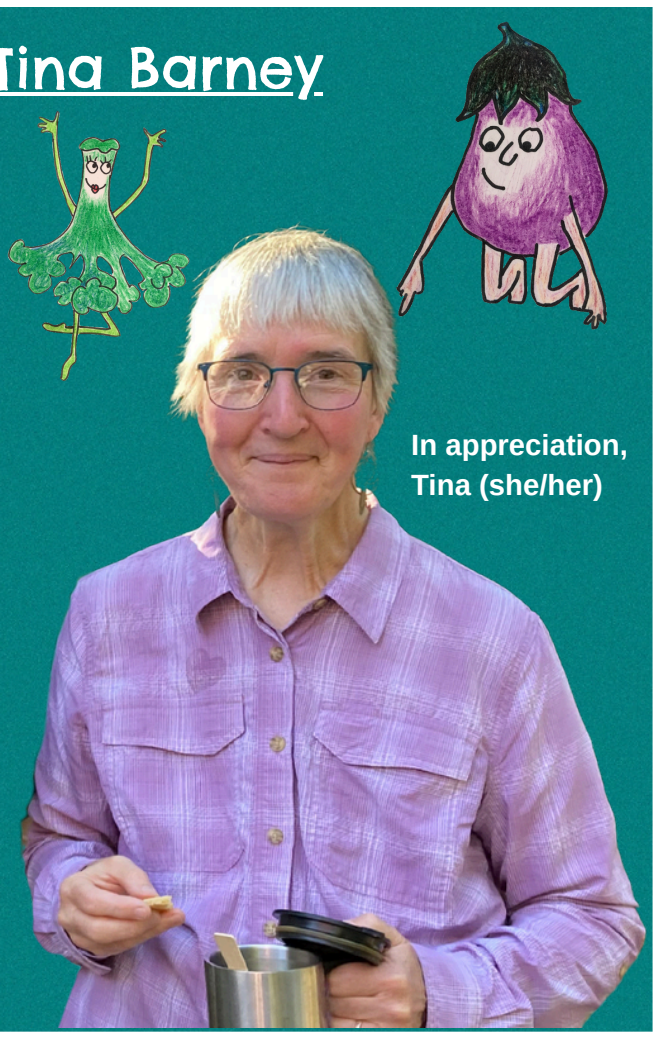
Co-op Stats and Growth

New Members in FY26 - **192**
Active Members - **2,618**
Average # of transactions per day - **290**
Average Basket size - **$42.27**

Greetings from the Board President, Tina Barney

What a fulfilling 5 year term I have had leading the Board! We quickly learned of Sue and Norm's retirement, then recruited for and named a new General Manager. With Darrion at the helm, we navigated the aftermath of COVID-19. He has moved the store in some new directions, welcomed new staff as others retired, and rejuvenated the education and outreach program. As profitability returned, he has been able to replace old machines and invest in energy conservation as well as make digital updates. **We see a steady supply of new members, and our buyers bring new products to the shelves**, always in keeping with product selection guidelines that let shoppers purchase with confidence. Each department emphasizes local vendors when possible, and our community donations help local organizations, thanks to generous shoppers. **We are in a strong financial position as we celebrate our 50th year in business.**

As I prepare to pass the President's mantle to another skilled and energetic Board member, I am confident that UVFC will continue to serve the Upper Valley community well.



In appreciation,
Tina (she/her)

Greetings from the General Manager, Darrion Whalen

With another year in my role here as General Manager, I want to thank all our employes, members and board for continuing to make the UVFC the special space that it is. As we cruise through our 50th year of operation I realize so many things have changed. I have only been a part of those changes for three years now, but I hope some themes remain a constant. Our wish to stand out from the mainstream and provide an alternative shopping experience for those in our community. A place that offers more than just groceries, but a place for connection. A small, humble space that invites conversation, one that recognizes the individuals that make up our community, and a supportive market for local farmers, producers and makers.

All the stats of our success are there on the page, and I am very proud of where we stand. But I want to draw attention to all the activity in the building. So many classes, workshops, events large and small. Thank you to all those behind the scenes that have reignited that flame. Sip and Socials, First Fridays, Wellness Workshop series, Documentary Clubs and so much more. The efforts of our team to introduce new products, improve efficiencies behind the scenes and at the checkout. The physical touch ups on our facilities, from a fresh coat of paint, to a lovely little patio bordered by fresh herbs, flowers, and the sound of happy people dining on delights from the Lilac Deli.

With gratitude,
Darrion (he/him)

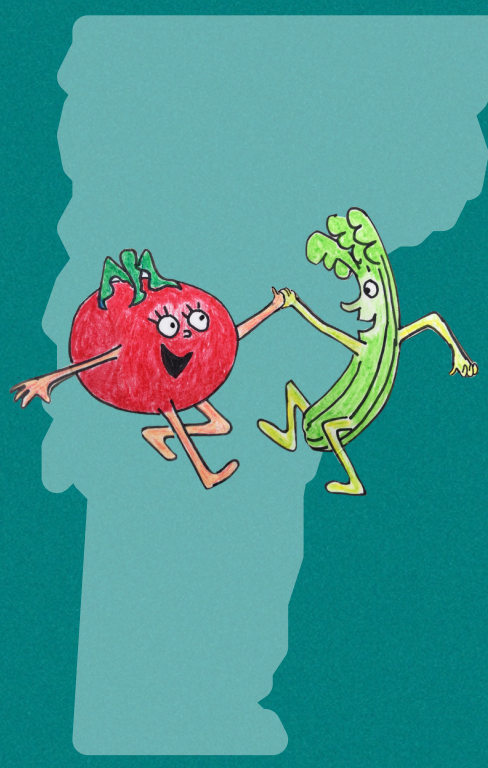


Thank you to our members who have shopped here for decades as we changed the checkout ever so slightly to help with membership rolls and realizing how many members actually shop here. I know it was a curveball, but I appreciate you working with us as we learned and moved forward. Thank you to all the new members who have joined- connecting to a larger community and continuing to cement our status in the Upper Valley.

As mentioned earlier, so many things change. The environment that we operate in is a far cry from 50 years ago, though our goal remains the same. A cooperative space that gives respite to the community who enters our doors. Where you can step in and slow down to connect with your neighbors (or meet some strangers). Where you can fill your bellies with lovely food, your pantries and refrigerators with wholesome ingredients, your mind with conversation, and perhaps a bit of your soul with community connection.

Supporting Local Farmers and Producers

Percentage of local products by department FY2026



Cheese 52%
Frozen 46%
Refrigerated 35%
Produce 34%
Grocery 25%
Lilac Deli 18%
Gifts 14%
Body Care 10%



Our ENDS Policy

Our co-op will be central to a resilient and connected Upper Valley community. Because of all that we do, people in the Upper Valley will have:

1. **Access to healthful, affordable food**
2. **A supportive market for local farmers and producers**
3. **Education and resources for sustainable, healthful practices**
4. **A place for community connection**

50 Years of Our Cooperative Community

This year marks fifty years of serving the Upper Valley. We've been through many iterations since opening in 1976 but the core values have never changed. Offering the community organic, local, fair trade goods has been at the heart of our cooperative mission since the very beginning. As stated by Donella Meadows in her 1991 Valley News article, "The co-op goes out off its way to buy organic produce and to buy from local suppliers. I know the farm where the carrots are grown and the bakery where the flour is ground and the bread is baked. I know the lady who makes the ketchup and the forest that yields the maple syrup." That deep connection to our local producers means everything to us as a store. Being your hub for all things VT and NH made is something we take great pride in.

Whether you've been around since our first edition as the "Do It!" store or joined in recent times, we are so grateful to have such dedicated membership to the coop and our mission to be more than just a grocery store. Cheers to 50+ more years!









Common Cents

Common Cents Program
Total Contribution for FY2026:

$3,122

Featured Organizations for FY2026:

Clara Martin Center
Community Restorative Justice Center
COVER
Good Beginnings Upper Valley
Hartford Dismas House
Junction Arts & Media
SEVCA
Second Wind Foundation
Upper Valley Haven
Vermont Community Garden Network
Vermont Food Bank
Willing Hands
Windsor County Mentors