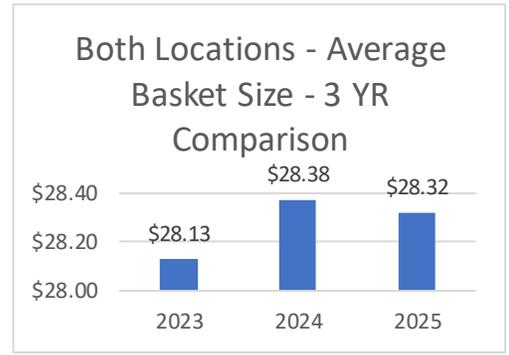
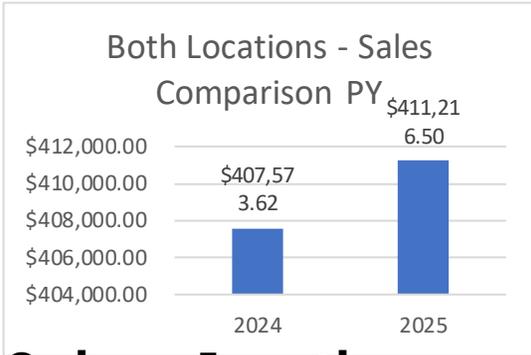




Both Locations:

October Sales: \$411,216.50

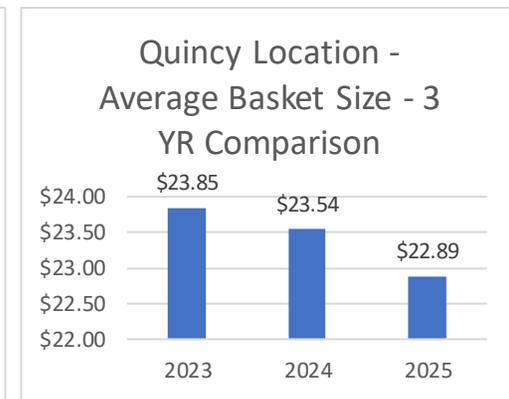
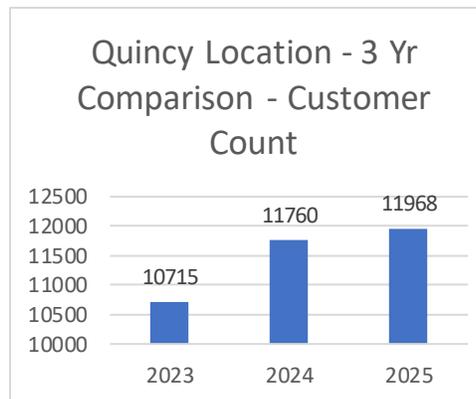
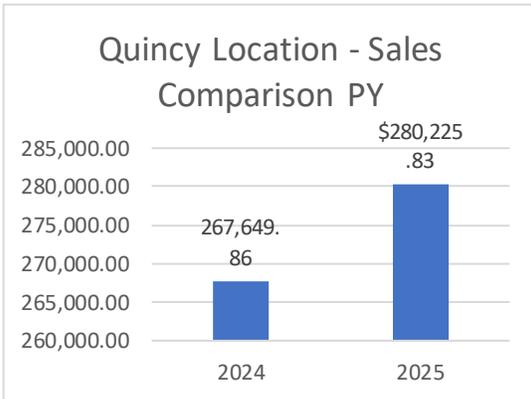
Prior Year Comparison – Increase of 0.9%



Quincy Location:

October Sales: \$280,225.83

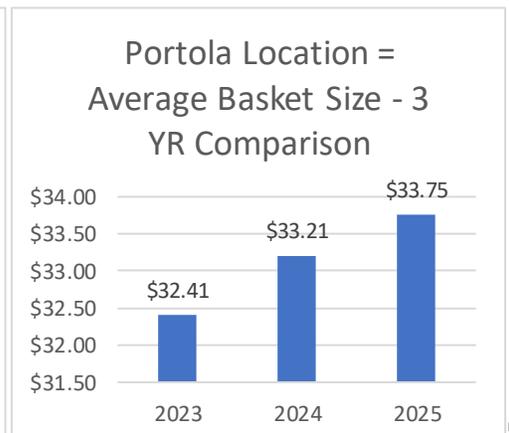
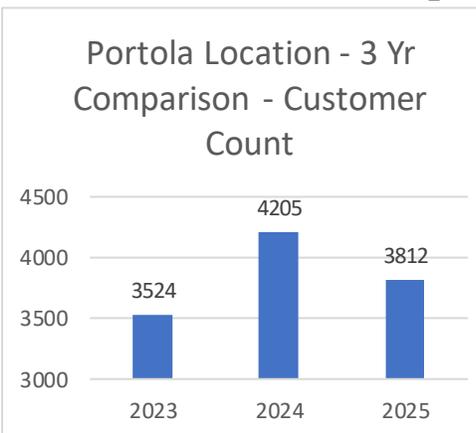
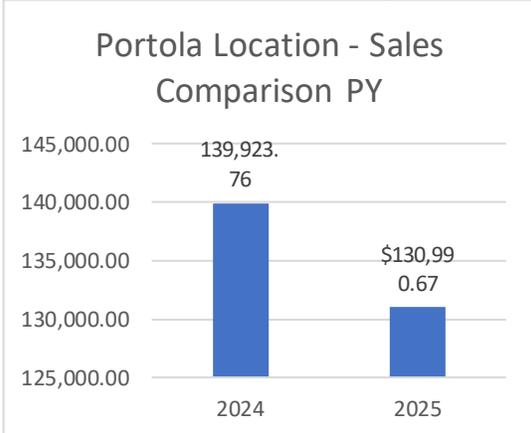
Prior Year Comparison - Increase of 4.7%



Portola Location:

October Sales: \$130,990.67

Prior Year Comparison - Decrease of -6.4%



Outreach Update:

Round Up at the Register Update – October 2025:

Quincy – American Valley 4H - \$629.64

Portola – Lost Sierra Kids - \$516.39

Total Donated: \$1,146.03

Financial Summary:

Overall, total sales increased by 0.9%. Quincy saw an increase of 4.7% in sales. Portola had negative sales growth at -6.4% when compared to October 2024.

Impact of Traffic Delays and Closures

In Portola, we experienced four instances of early or full store closures. Two were half-day closures due to power interruptions, and one and a half days were lost due to a staff crisis. These closures resulted in an estimated \$12,000 in lost sales. Additionally, ongoing construction around all access points to the store has significantly impacted customer traffic and sales performance.

Tariff Impacts

We continue to receive notifications from distributors regarding price increases tied to tariffs. Of particular concern are rising packaging costs, which are prompting us to consider price adjustments in our deli department. A newsletter addressing these cost pressures was sent to members in mid-October.

Employee Survey

Our annual employee survey launched with a participation goal of 80%, which we exceeded with 84% participation. The survey helps identify opportunities for improvement while recognizing organizational strengths. Results indicated an overall satisfaction score of 4 out of 5 stars for workplace and leadership. The leadership team will review these findings in the upcoming manager meeting to guide next year's goals.

Outreach Events

We participated in the Mt. Harvest Fest in Quincy, where we featured organic wines from Frey and Bonterra. During Community Appreciation Day, Board members hosted tables at each store location to collect feedback via surveys focused on potential product expansion.

This year also marked the launch of our Music on the Patio series, with live music alternating between store locations each weekend. Attendance was lower than anticipated, and we plan to revise the format for future success.