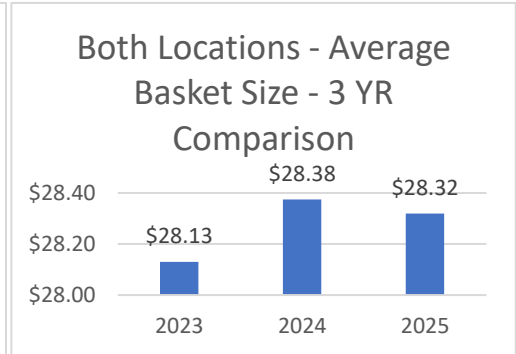
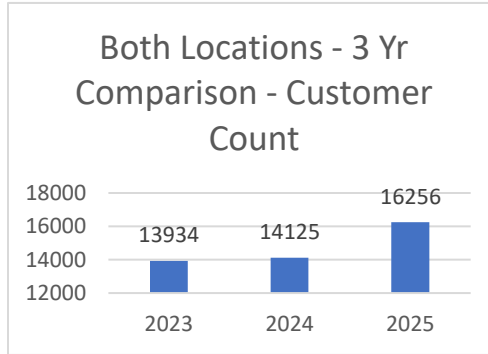
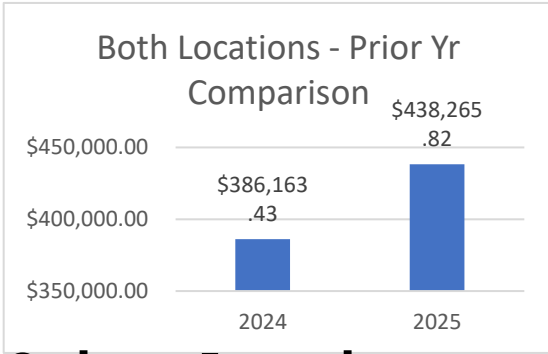




Both Locations:

September Sales: \$438,265.82

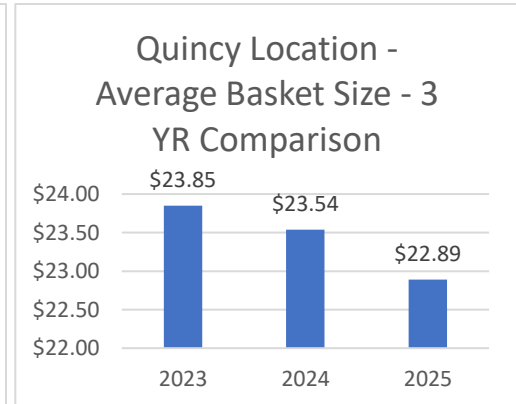
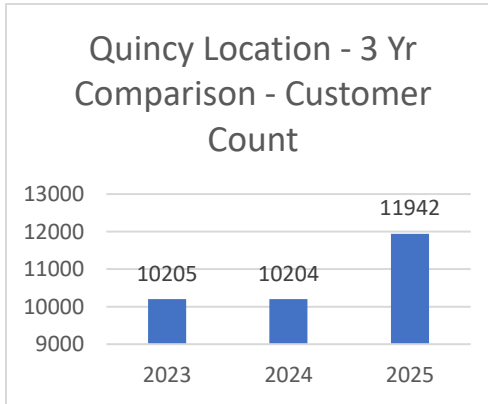
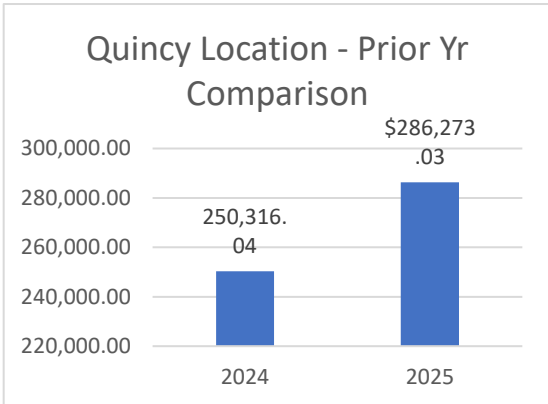
Prior Year Comparison – Increase of 13.5%



Quincy Location:

September Sales: \$286,273.03

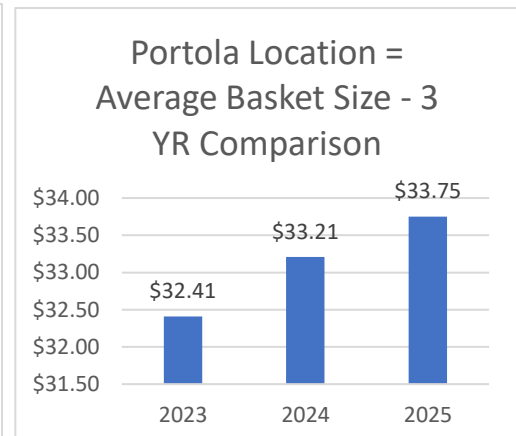
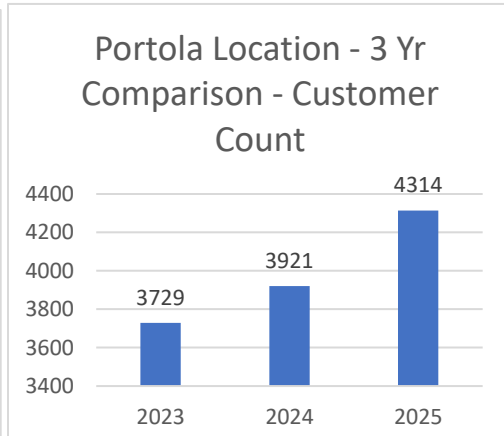
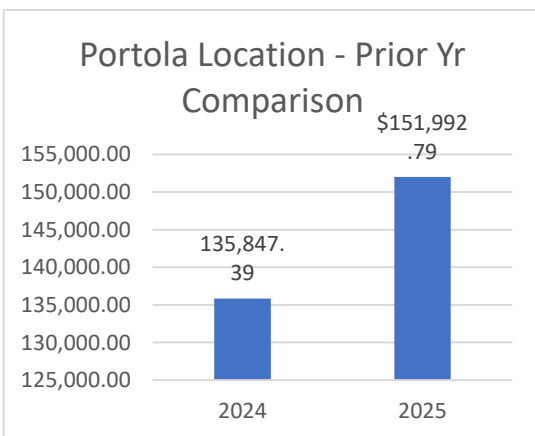
Prior Year Comparison - Increase of 14.4%



Portola Location:

September Sales: \$151,992.79

Prior Year Comparison - Increase of 11.9%



Outreach Update:

Round Up at the Register Update – September 2025:

Quincy – Plumas Audubon - \$686.57

Portola – Sierra Valley Preserve Nature Center - \$344.47

Total Donated: \$ 1,031.04

Summary:

Overall, total sales increased by 13.5%. Quincy saw an increase of 14.4%, outpacing Portola's growth at 11.9% when compared to September 2024.

Staff Survey

In September I worked with Aimee Chudy, HR Consultant, on revamping our staff survey. We worked on new questions in order to gather better feedback. I look forward to reviewing the results of this survey and using the new questions to guide our process. We offered a \$10 gift card in order to gather more feedback; in years past it was challenging to get 100% participation. Last year we received 73% participation, our goal this year is at least 80% participation.

UNFI Dairy Pallets

In September we received a dairy pallet from UNFI that had been out of appropriate temperatures causing loss. This was out of our control, and UNFI quickly submitted a refund for all product lost. We had to go for a number of days without a dairy delivery which resulted in out of stocks at the Quincy store specifically.

New Positions

We have hired a new maintenance and courier position to support both locations. Greg Willard has joined our team, and we look forward to working with him on projects at both stores. We also implemented an onsite demo person to pick up where Ross had left off when he moved. Keima Garcia in Quincy is now our two day a week demo person, serving up all sorts of fun new things. Our Portola store also has started a demo program, using current staff to help with this. We are thrilled to be able to bring back demos!

NCG Fall Meeting and Quincy Site Visit

Marcie attended the NCG Fall Meeting, which is a required meeting for our membership with NCG. 73% of the GM's attended this event. It was noted that out of 73% of the attendees, 60% were brand new GMs to the system. Overall, Co-ops outpace sales growth when compared to their conventional counterparts. (Whole Foods, Sprouts, etc)

A representative came out to our Quincy store in September to assist in a few store reset plans. The store has had the same flow since we opened the doors in 2003. A store reset will increase basket size, something we are challenged with at the Quincy location. Look for this work to be done in the winter months, December – February.