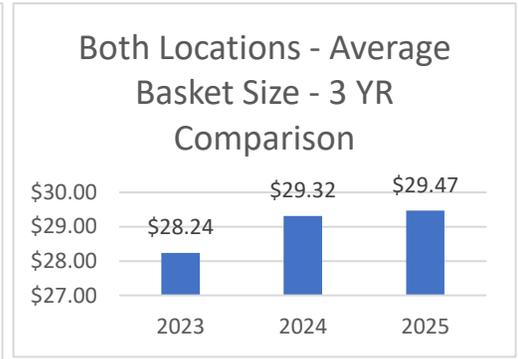
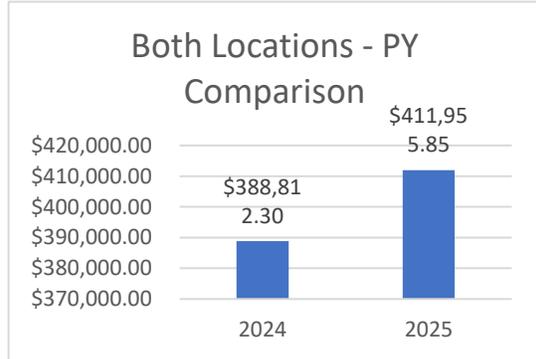




Both Locations:

December Sales: \$411,955.85

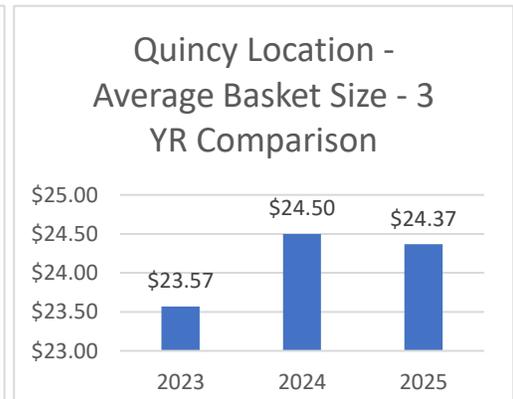
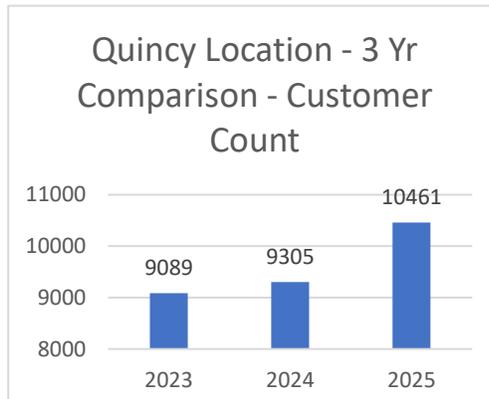
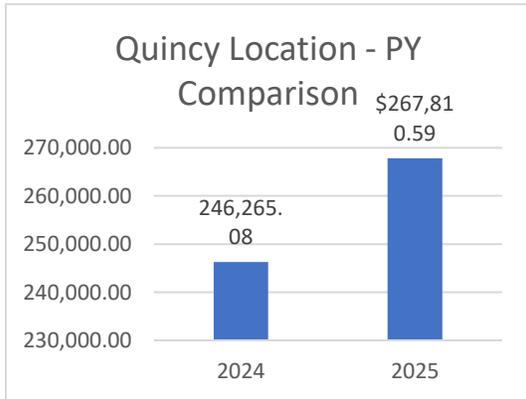
Prior Year Comparison – Increase of 6.0%



Quincy Location:

December Sales: \$267,810.59

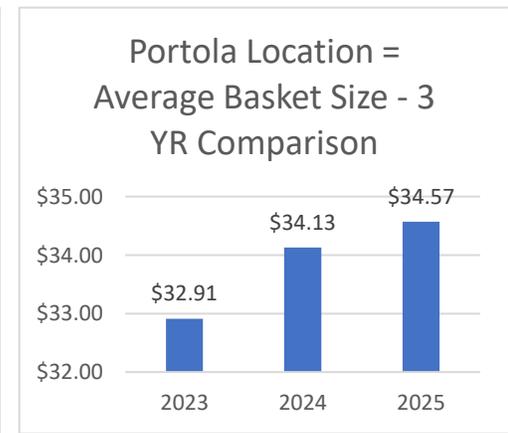
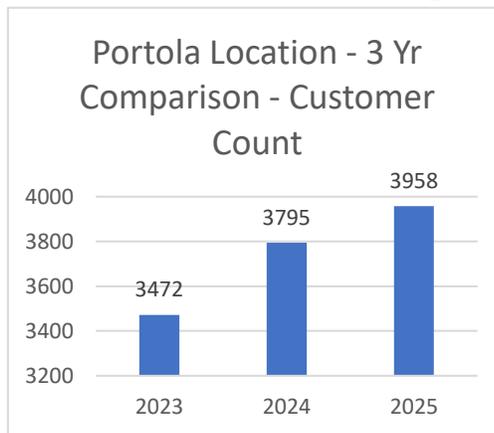
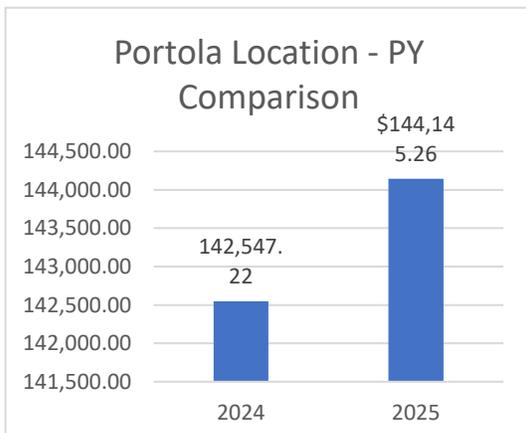
Prior Year Comparison - Increase of 8.7%



Portola Location:

December Sales: \$144,145.26

Prior Year Comparison - Increase of 1.1%



Outreach Update:

Round Up at the Register Update – December 2025:

Quincy – Plumas Community Radio - \$545.52

Portola – Tahoe Food Hub Giving Box Program - \$427.63

Total Donated: \$973.15

Financial Summary

Overall, both locations saw a 6% increase in sales over 2024. Quincy saw an increase of 8.7%, while Portola was a bit slower to grow, at 1.1%.

Farmers Market

In December we opened a position up for farmers market coordinator. We are looking to hire a seasonal, part time person to be in charge of the market in 2026. We have three applicants and will be interviewing them in early January. We hope to have someone hired mid-January to assume the duties Ross is currently doing for the market.

Outreach

With Ross's departure, we have decided that the best course of action is to have two individuals, one at each location, in charge of outreach tasks. This includes social media, donation requests and more. We believe this will work better for each store, as in the past it was challenging to get out to Portola for in-person work.

Packaging

We got word from our packaging distributor that costs of salad and deli containers will be going up from .58 cents a piece to .85 cents. This is a 46% increase in costs. Around the first of the year, we will be increasing packaged salads. We are looking for a different source, but unfortunately tariffs and the cost of the raw materials for packaging has increased regardless of company.

Deli Case Quincy

Our deli case in Quincy started acting up mid-December. There was a plastic fan unit that was part of the original installation that lost one of its fan blades mid-day. This caused an increase in temperatures to where it wasn't safe to continue selling food out of that case. It took three days for a fix; the repair person had to order a part. The fan is now metal and will last longer than the original plastic fan. We did lose sales, roughly \$3500 during that time. There were a number of upset customers, regardless of the fact we had what they wanted in the back.

Insurance Renewal

We are processing our yearly insurance renewals. We currently use Anthem for medical. We decided to choose Humana for dental and life, the rates were slightly less, with better coverage options. Costs with Anthem increased by an average of 14%. Humana saved us about 1% off the rates from the previous year.

Holiday Parties

We had some great staff holiday parties this year, one in Quincy and another in Portola. For the Portola store, I hosted the staff at a home in Graeagle. About 90% of the staff from that store attended. For Quincy, I hosted the staff at our admin building. We had about 65% attendance for that party. We played fun games at both and enjoy good food and company.