



FEATHER RIVER FOOD CO-OP

SINCE 1978

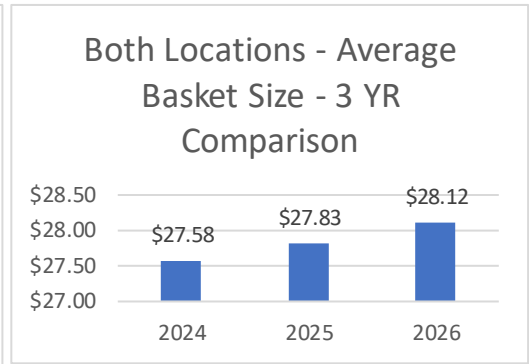
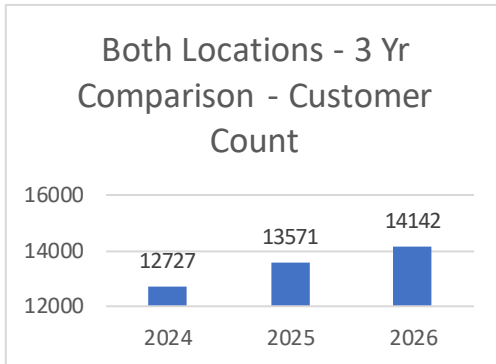
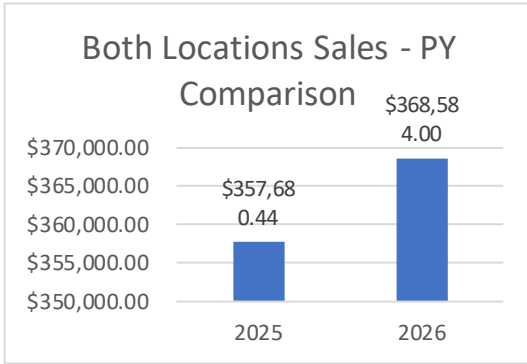
Monthly General Manager's Report
 Board Meeting Date: February 23rd, 2026
 Covering: January 2026
 Submitted by Marcie Wilde
 FYI REPORT ONLY



Both Locations:

January Sales: \$368,584.00

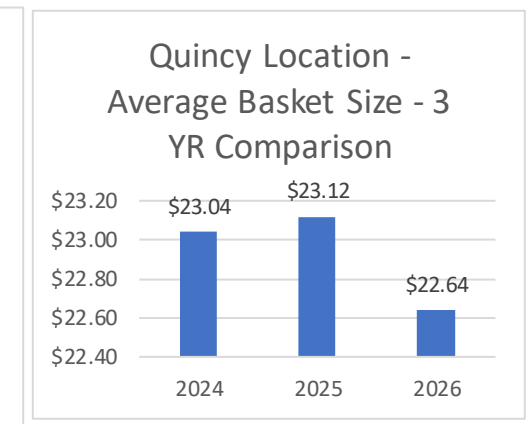
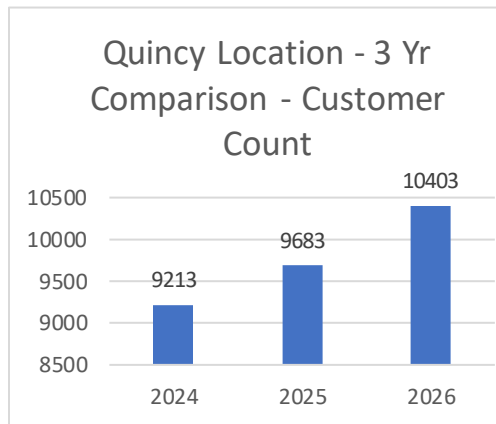
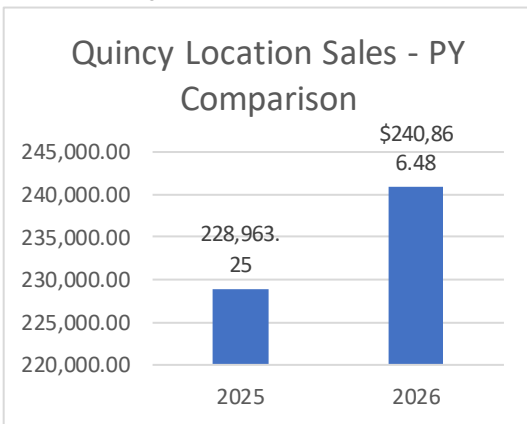
Prior Year Comparison – Increase of 3.0%



Quincy Location:

January Sales: \$240,866.48

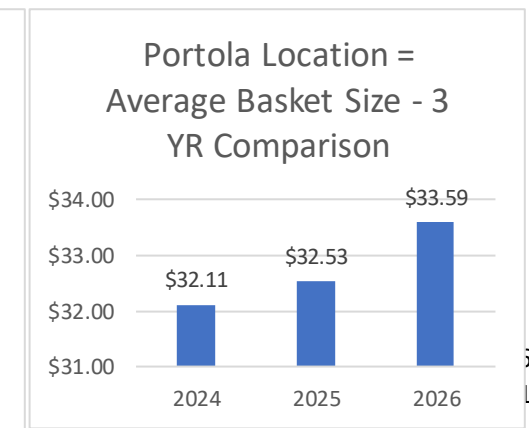
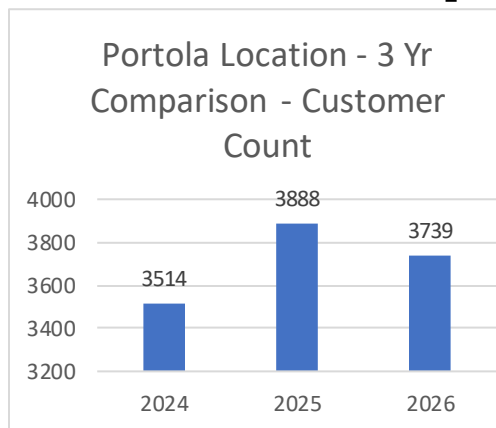
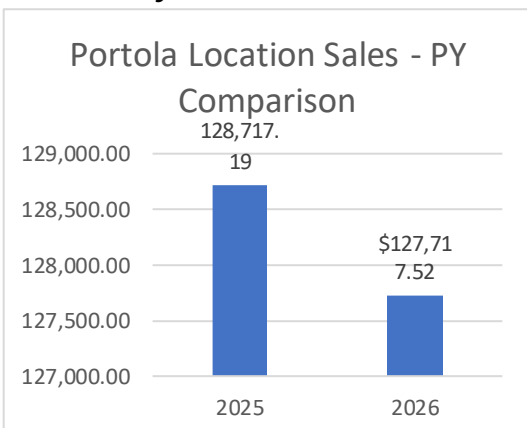
Prior Year Comparison - Increase of 5.2%



Portola Location:

January Sales: \$127,717.19

Prior Year Comparison - Decrease of -0.8%



Outreach Update:

Round Up at the Register Update – January 2026:

Quincy – Rotary Club Indian Valley Century Ride - \$460.49

Portola – Plumas Ski Club - \$402.74

Total Donated: \$863.23

Financial Summary

Overall, both locations experienced a combined 3% increase in sales compared to the prior year. Quincy saw strong growth at 5.2%, while Portola experienced a slight decline of 0.8%, representing approximately \$1,000 less in sales year over year.

Farmers Market

In January, we officially hired Alison Flagler as our Farmers Market Coordinator. She will lead the market into 2026 with the goal of increasing vendor participation and overall market engagement. Alison brings a strong farming background and currently works with The Dawn Institute. We are thrilled to welcome her to the team and look forward to her leadership in strengthening the market.

Portola Electrical Upgrade

We completed an upgrade of the electrical circuits and outlets throughout the Portola store to increase capacity for new equipment and ensure safe operations. As a 1950s-era building, these improvements were necessary to meet modern operational needs. Although the work required a one-day closure, it was a worthwhile investment. We look forward to continued conversations about growth opportunities within this space.

Listening Session

After several months of Board and GM discussions, we hosted a co-op listening session with members to explore potential growth opportunities, specifically expanding the kitchen and retail space. Approximately 40 members and staff participated. The discussion generated valuable feedback, and the Board will review input and determine next steps regarding possible expansion plans.

Provisions – Special Order Program

We are excited to partner with Learner Limbach, GM of the Littleton Food Co-op in NH, to implement a new special-order platform. This system allows customers to log into our database and access catalogs from UNFI, Veritable Vegetable, and KeHe to place bulk orders directly. The platform reduces staff labor by allowing customers to create their own accounts, place orders independently, view out-of-stock items, and pay in advance prior to pickup. We anticipate this program will improve efficiency while offering greater convenience to our shoppers.

Deli – Portola

After several quarters of challenging margins and limited profitability, we made the decision to close the small deli operation in Portola. Labor costs consistently exceeded profits, and increased lunch competition – including several sandwich shops on the same block – contributed to ongoing challenges. We will evaluate reopening the deli as a seasonal department in the spring.