



Bluff Country Co-op

2024 Annual Report

Bluff Country Owners,

It's been a little over 10 months since I stepped in as GM and it's been quite interesting to learn what all goes into running "our little co-op". I'd like to briefly thank the team and the Board for supporting me and my success as I navigate learning the many facets of being a GM at a co-op. Together, we've all managed to accomplish a lot since December.

We're not so little anymore! In fact, we're likely to be bumped into the next size designation by NCG sometime in the next fiscal year as we approach \$5 million in sales. It's both an honor and a thrill to contribute to my favorite co-op as we move toward this achievement. I'm excited to think about how our growing sales will enable us to expand our outreach efforts within the community.

My focus thus far has been on improving the efficiency of the operation to ensure its profitability and enable more and more investment

into the community. We've made significant progress by aligning labor costs with targets and increasing sales. Efforts to reduce out-of-stock instances, negotiate better quality with vendors, and implement effective merchandising and receiving practices have contributed to consistent sales growth since January. This success is largely thanks to our management team, who have embraced the necessary changes and effectively learned the tools to drive this progress.

As we celebrate fiscal year 2024, I'd like to acknowledge the foundation that was laid down by previous management - Krissy Rowland and Luke Schell. Their contributions certainly played an important role.

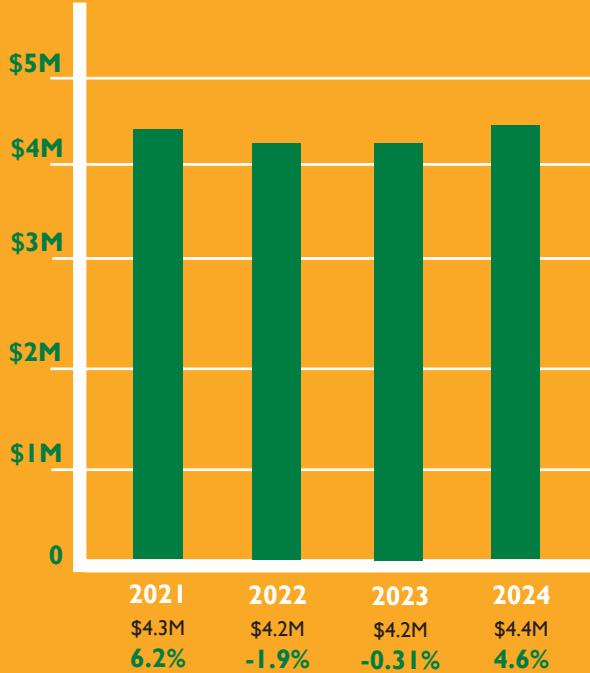
Onward and upward!
Heather Kitching,
General Manager



BLUFF COUNTRY CO-OP 

GROWING COMMUNITY SINCE 1972

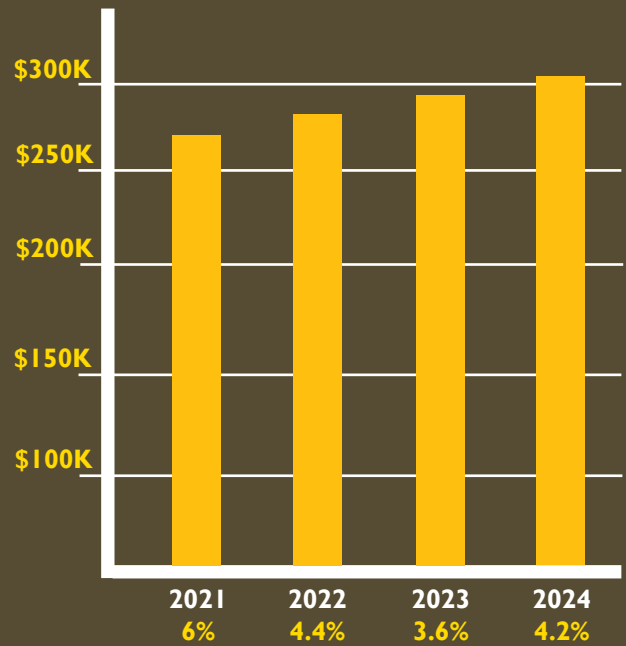
FY Sales Growth



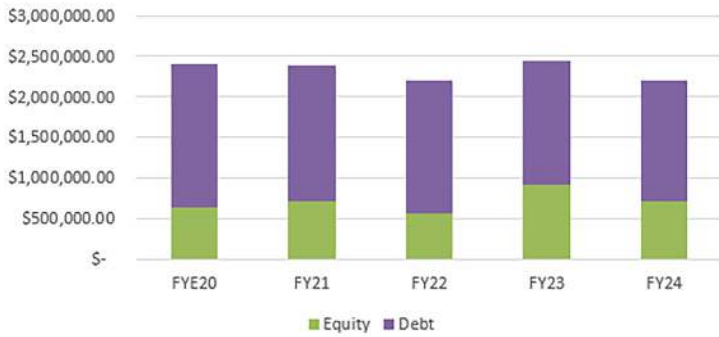
Total Sales for FY2024 was \$4.4*

*Numbers are preliminary and still under review by Wegner Financial.

FY Growth in Owner Equity



FY Debt to Equity



3,118 Owners

of Bluff Country Co-op (6/30/24)

119 New Owners

joined the Co-op in the past year.

63.48% of sales were from owners in FY2024.



Balance Sheet (June 30, 2024)

| | 06/30/2024 | 06/30/2023 |
|---------------------------------------|--------------------|--------------------|
| Assets | | |
| Current Assets | \$592,749 | \$816,141 |
| Property & Equipment | \$1,350,313 | \$1,387,973 |
| Other Assets | \$257,033 | \$248,178 |
| Total Assets | \$2,200,096 | \$2,452,291 |
| Liabilities & Equity | | |
| Current Liabilities | \$322,121 | \$278,777 |
| Other Liabilities | \$1,161,396 | \$1,254,467 |
| Member Equity | \$594,550 | \$594,550 |
| Total Liabilities & Equity | \$2,200,096 | \$2,452,291 |



Round up at the Register

\$3,678.14
invested in our
Community Fund

\$1,415.20*
raised for Double Up
Food Bucks

*plus \$2,001.23 in donations made to DUFb by the community throughout FY24.



14,773 lbs

food donated to the Winona Volunteer
Services Food Shelf

in our store...



2,512 Organic Products
\$1,678,676 sold in FY2024.

1,074 Local Goods
\$795,940 local purchases in FY2024.



380 Fair Trade Items
\$145,537 sold in FY2024.

\$74,163 EBT Dollars
spent at the store.



in FY24 we sold...

1,553 lbs
Westby
Salted Butter



7,566
Co-op Kitchen
Cookies



465
Ear Candles



1,839 lbs
Organic Fresh Ground
Peanut Butter



1,293 lbs
Crimini
Mushrooms



772
Wenonah Body Lab
Bar Soap



1,003
10 oz Packages
of SnoPac Organic Peas



27,332 lbs
Organic
Bananas



1,428
Diamond City
Sourdough Bread



1,526
1 lb Bags
of Sea Salt



5,273
Dozen
Town & Country Eggs



3,256 lbs
Smart Chicken Boneless
Skinless Chicken Breasts



17,129
Organic
Avocados



4,759
8 oz Co-op Kitchen
Hot Soup



11,500
One Gallon
Water Refills



943 lbs
Westby
Cheddar Cheese

\$3,226.14
Community Outreach Donations

were made in FY2024, including the following organizations and more:

- | | |
|------------------------------|-------------------------------|
| East End Rec & Parks | Winona DAC |
| Riverway Learning Community | Our Voices |
| Restorative Justice | Theatre du Mississippi |
| Winona Humane Society | Little Warriors Drumline |
| Hope 4 U | Winona Co. Dive Rescue |
| Winona Dakota Unity Alliance | WinHawk Nordic Ski |
| Winona Recovery Center | Winona Farmers Market |
| Habitat for Humanity | Dharma River |
| Storm the Trail Race Series | Kids First |
| Winona Friendship Center | Fix It Clinic Initiative |
| Winona Polish Museum | Bluff Country Studio Art Tour |

Winona International Friendship Association
Southern MN Initiative Foundation

\$1,000 donated to
Winona Volunteer Services
from the interest earned on our BCC Community Fund.



Beans For Bags
\$2,168.66
donated to
area organizations

- R.O.A.R.
- Home & Community Options
- Alzheimer's Association MN
- Winona Warming Center
- Ready Set School
- Big Brothers Big Sisters of 7 Rivers
- Winona's Little Warriors Drumline
- Winona Outdoor Collaborative
- Winona Area Humane Society

- Marbleseed
- River Arts Alliance
- Let's Erase The Stigma
- Our Voices
- Healthy Lake Winona
- Winona Sheltering Network





The Board shared smoothies during our Earth Day celebration at the store in early May 2024.



Our front-end team providing customer service with a smile.



An olive bar was added to our Kitchen offerings in Nov. 2023, followed by a made-to-order sandwich menu.



From plants to clothing to kitchen appliances, our community swaps have been popular.



The Zero-Waste Container program for bulk purchases was relaunched in July 2024.

BOARD OF DIRECTORS

PRESIDENT
Lisa Lorsch

VICE PRESIDENT
Jennifer Sanborn

TREASURER
Brenna Curry

SECRETARY
Ann Prochowicz

BOARD MEMBERS
Pingping Zhang
Aaron Perleberg
Vaness Perry
Brian Pruca
Violet Yoon

BOARD ALTERNATES
Danelle Thoresen
Stacey Huber

MANAGEMENT TEAM

GENERAL MANAGER
Heather Kitching

FRONT END
Tim Lovas

KITCHEN
Carl Schreiber

PRODUCE & MEAT
John Bride

WELL-BODY
Amy Shea

GROCERY & MERCHANDISING
Andrea Strain