

2017 Ozark Natural Foods

ANNUAL OWNER REPORT



INCOME STATEMENT		2017	2016
Total Revenues	\$	10,804,350	\$ 11,319,743
Total Cost of Sales	\$	6,983,291	\$ 7,446,012
Gross Margin	\$	3,821,059	\$ 3,873,731
EXPENSES			
Overhead/Admin	\$	3,691,580	\$ 4,090,292
NET INCOME FROM OPERATIONS	\$	129,479	\$ (216,561)
Total Other Income/(Expenses)	\$	77,852	\$ 85,542
NET INCOME	\$	207,331	\$ (131,019)
BALANCE SHEET		2017	2016
Cash	\$	2,570,633	\$ 2,139,228
Current Assets	\$	3,320,585	\$ 2,924,488
Property & Equipment	\$	4,129,097	\$ 4,365,406
Other Assets	\$	233,084	\$ 221,782
TOTAL ASSETS	\$	7,682,766	\$ 7,511,676
Current Liabilities	\$	432,892	\$ 546,806
Long-term Liabilities	\$	(75,360)	\$ (75,360)
TOTAL LIABILITIES	\$	357,532	\$ 471,446
Member Equity & Retained Earnings	\$	7,117,903	\$ 7,171,249
Net Income	\$	207,331	\$ (131,019)
TOTAL CAPITAL	\$	7,325,234	\$ 7,040,230
TOTAL LIABILITIES & CAPITAL	\$	7,682,766	\$ 7,511,676

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OWNERS & CUSTOMERS	2017	2016
Owner Appreciation Weekends	\$ 35,711	\$ 43,143
Senior Discounts	\$ 59,319	\$ 59,521
Student Discounts	\$ 7,748	\$ 8,452
Coupons	\$ 19,762	\$ 31,720
Owner Bonus Buys	\$ 136,484	\$ 222,500
Co+op Deals	\$ 446,046	\$ 314,769
TOTAL OWNER SAVINGS	\$ 702,130	\$ 680,105

GIVING BACK	2017	2016
Donations	\$ 34,940	\$ 46,149
Community Share	\$ 15,756	\$ 9,966
Dollars Spent Locally	\$ 3,289,304	\$ 4,394,984

This report is confidential and intended solely for the use of the individual or entity to whom it is addressed.