

Condensed store income and expense statement, Apr 10										
	<u>Apr 10</u>	<u>Apr 09</u>	<u>Comparison</u>			<u>Jun 09 - Apr 10</u>	<u>Jun 08 - Apr 09</u>	<u>Comparison</u>		
	Actual	Actual	Difference	Change, %	F/U	Actual	Actual	Difference	Change, %	F/U
Sales										
Total sales net of discounts	120520	123387	-2867	-2.3%	U	1309146	1280172	28975	+2.3%	F
Sales margin lost due to discounts	1025	0	1025	N/A		13044	177	12867	+7285.7%	
Total COGS	<u>-95431</u>	<u>-100539</u>	<u>5108</u>	<u>-5.1%</u>		<u>-1051478</u>	<u>-1050479</u>	<u>-999</u>	<u>+0.1%</u>	
Gross margin, \$, before discounts	26114	22848	3266	+14.3%	F	270712	229869	40843	+17.8%	F
Gross margin, % of total sales	21.7%	18.5%	3.2%		F	20.7%	18.0%	2.7%		F
Expenses										
Total wages and benefits paid out	19832	23155	-3323	-14.4%	F	210897	257938	-47042	-18.2%	F
Non-working offsets	<u>-3423</u>	<u>-3091</u>	<u>-332</u>	<u>+10.7%</u>		<u>-32896</u>	<u>-35141</u>	<u>2246</u>	<u>-6.4%</u>	
Wages & benefits net of offsets	16409	20064	-3655	-18.2%	F	178001	222797	-44796	-20.1%	F
Other expenses excl. consulting	<u>8391</u>	<u>8191</u>	<u>200</u>	<u>+2.4%</u>	U	<u>87621</u>	<u>80667</u>	<u>6955</u>	<u>+8.6%</u>	U
Total expenses excl. consulting	24800	28254	-3454	-12.2%	F	265622	303463	-37841	-12.5%	F
Total expenses excl. consulting, % of sales	20.6%	22.9%	-2.3%		F	20.3%	23.7%	-3.4%		F
Operating Income										
	289	-5407	5695	N/A	F	-7954	-73771	65817	-89.2%	F
Miscellaneous store income (excl. building fees)	162	106	56	+53.1%	F	998	1812	-814	-44.9%	U
Building fees	468	0	468	N/A	F	11493	0	11493	N/A	F
Contract negotiations and other consulting	0	0	0	N/A		-20606	-4014	-16592	+413.3%	U
Net Store Income	<u>919</u>	<u>-5301</u>	<u>6220</u>	<u>N/A</u>	<u>F</u>	<u>-16069</u>	<u>-75973</u>	<u>59904</u>	<u>-78.8%</u>	<u>F</u>
Condensed membership income and expense statement, Apr 10										
Membership revenue (excl. building fees)	189	238	-49	-20.5%	U	13871	15224	-1353	-8.9%	U
Membership administration	164	203	-39	-19.2%	F	1972	2184	-212	-9.7%	F
Newsletter	0	325	-325	-100.0%	F	652	913	-261	-28.6%	F
Other committee expenses	<u>107</u>	<u>169</u>	<u>-62</u>	<u>-36.8%</u>	F	<u>4013</u>	<u>4425</u>	<u>-413</u>	<u>-9.3%</u>	F
Total committee & membership expenses	107	494	-387	-78.4%	F	4665	5338	-674	-12.6%	F
Net Membership Income	<u>-82</u>	<u>-460</u>	<u>378</u>	<u>-82.1%</u>	<u>F</u>	<u>7234</u>	<u>7701</u>	<u>-468</u>	<u>-6.1%</u>	<u>U</u>
Balance sheet highlights, Apr 10										
	<u>Apr 10</u>	<u>Apr 09</u>	<u>Comparison</u>			<u>Apr 10</u>	<u>Start of FY</u>	<u>Comparison</u>		
			Difference	Change, %	F/U			Difference	Change, %	F/U
Cash, net of current liabilities (excl. building loans)	-129972	-119190	-10782	9%	U	-129972	-175752	45780	-26%	F
Building loans (incl. accrued interest)	-66192	-60812	-5380	9%	F	-66192	-60000	-6192	10%	F
Accounts receivable	1529	13950	-12421	-89%		1529	35590	-34060	-96%	
Inventory	117617	135059	-17442	-13%		117617	112635	4982	4%	
Fixed assets (building & equipment)	275180	259606	15575	6%		275180	291299	-16118	-6%	
Active mandatory member loans	136485	134617	1868	1%		136485	128959	7526	6%	
Co-op net worth	<u>-51837</u>	<u>-61240</u>	<u>9403</u>	<u>-15%</u>	<u>F</u>	<u>-51837</u>	<u>-43001</u>	<u>-8836</u>	<u>21%</u>	<u>U</u>
Value of each \$70 member loan	\$43	\$38	\$5	14%	F	\$43	\$47	-\$3	-7%	U