



2021 ANNUAL REPORT

ORYANA
COMMUNITY CO-OP

“Sometimes I stop by Oryana because I crave the fellowship of others. I don’t shop for anything in particular, I just want to absorb the positive energy of the store. There’s always a friendly and familiar face among the shoppers and staff, often many familiar faces! And, of course, I’ll find a delicious snack for nourishment of body and soul.”

— Betsy



a message from steve



Oryana, as a two-store co-op, is thriving. When it was a single store, Oryana had sales of \$16 million in 2019. After adding Oryana West in April of 2020, sales grew to \$26 million. And now, we report sales of \$32 million in 2021. The acquisition and popularity of Oryana West has allowed us to double our contribution to the local cooperative economy.

The number of Oryana owners also jumped from 6,700 to over 10,000! Despite numerous challenges including an unreliable supply chain and staffing shortages, Oryana’s sales grew 23% from 2020 and 50% from 2019. Oryana made significant investments in both stores. Some of the projects at West included the entrance enclosure, new fixtures in the produce department, a

remodel and move of the coffee bar, and installation of LED lights. At Tenth Street we finished the Boardman Room – including an ADA elevator - for board meetings, contributed to the art installation at the TART Trailhead, and made other enhancements.

Additionally, Oryana’s financial health is excellent as we had positive cash flow and capitalized improvements that increased total assets almost \$1 million in 2021.

As a cooperative, Oryana also gives back to owners and the community. In 2021 we gave almost \$1 million in shopper discounts. We gave \$71,000 in donations and supported activities like cooking classes and other outreach activities.

Oryana, as a cooperative, is an economic engine for good and when we are successful, we can support our Ends, those visions of more Localism, Economy, Wellness, Education, Model Workplace, and Community.

With such a strong foundation, we are excited about 2022 and beyond. We plan to reinvigorate our culinary departments. (We opened the West Coffee Bar and reopened the 10th Street Hot Bar.) We are excited to add a community room that can serve as a teaching kitchen at West, and an enclosed south entrance at 10th.

We plan on being ever more inclusive, and a welcoming store and workplace. Thanks for supporting your co-op!

Steve Nance, Oryana CEO

our staff

“Ability is what you’re capable of doing. Motivation determines what you do. Attitude determines how well you do it.” This quote by Lou Holtz exemplifies the spirit of our terrific staff.

Throughout the many changes and challenges of the past year, as we negotiated a continued pandemic and nationwide social and economic difficulties, Oryana employees have been dedicated to carrying on what we call the “Amazing Oryana Experience.” Maintaining a Model Workplace that demonstrates a professional culture of mutual support and open communications is baked into the culture of Oryana as one of our central ends. We believe that investing in our staff helps us not only be good grocers but also helps our whole community thrive.



186 **120**
STAFF FULL-TIME STAFF

25 **57**

STAFF WITH OVER 10 YEARS OF EMPLOYMENT AT ORYANA

STAFF WITH OVER 5 YEARS OF EMPLOYMENT AT ORYANA

34.5 years
IS THE LONGEST RUNNING TENURE OF AN EMPLOYEE

\$ **\$19.06**
AVERAGE HOURLY RATE



"I love Oryana because it supports our local community, sourcing as many local farm products as possible. This helps support and sustain local agriculture, making Oryana a healthy, fresh, delicious choice for all of us." — Jim



commitment to local

Oryana, from its inception, has prioritized supporting our local farms and vendors.

We have known some of our farmers for many years and have watched their children grow up and graduate from high school. For us, it's not only about fresh food grown locally - within 100 miles of Oryana - it's also about the relationships we grow and nurture, which supports our goal to help our community thrive. We are proud to be northwest Michigan's largest purveyor of locally-produced goods and will continue to bring in as many local products as we can.

"I love shopping at Oryana because I know they carry lots of local organic produce and plenty of other local products. They are good about acknowledging the local providers with signs and photos and I know they care about the ingredients in all their products too."

— Olivia

\$4,852,908

LOCAL PRODUCTS SOLD
BY ORYANA IN 2021

- Oryana sold 24,551 bottles of local milk
- Oryana worked with 165 local producers
- Sold 6,793 lbs of local organic potatoes





sustainability efforts

Oryana is always looking for ways to be more sustainable with everything from composting to native garden plants to solar panels.

In the past year Oryana has revamped its recycling program into a streamlined system where sorting is no longer required; you can place your recyclables in any of the bins outside.

We replaced all the lighting at West with LED lights; this investment will show a net return in just four years.

We have done preliminary engineering to bring solar panels to West.

We replaced the produce bins at West with new bins made from Michigan wood, and donated the old bins to local food pantries.

We are closing the community compost station at Oryana 10th St....but fear not! You can still bring your kitchen compost scraps to Oryana and place them in one of convenient bins around the store, and it will be commercially composted by Bay Area Recycling For Charities.



Oryana for Good

Oryana is a mission-driven organization with a quadruple bottom line – people, planet, purpose, and profit. Oryana, like all co-ops, takes the 7th cooperative principle, “Concern for Community,” very seriously. One of the reasons we strive to maintain a positive growth pattern is so we can continue to give back as much as possible to our community. From our annual microloan program to our beans for bags donations, and many other avenues for contributing, we always have ‘giving’ on our minds and take to heart the idea that helping individuals helps our whole community.



Another good year

- \$3400 raised from Beans for bags
- \$922,871 in discounts to shoppers
- \$94,000 Value of food donated to Food Rescue
- \$12,000 in microloans awarded
- \$71,000 total donations
- Oryana hosted 18 cooking classes
- Oryana supported 121 local organizations

BALANCE SHEET *as of December 31, 2021*

	2021	2020
Current Assets	\$5,572,842.00	\$4,809,300.00
Prop & Equip	\$4,027,222.00	\$3,882,380.00
Other Assets	\$480,819.00	\$424,007.00
Total Assets	\$10,080,883.00	\$9,115,687.00
Current Liabilities	\$1,427,405.00	\$1,169,693.00
Long-Term Liabilities	\$718,268.00	\$1,309,242.00
Total Liabilities	\$2,145,673.00	\$2,478,935.00
Owner Equity	\$7,935,210.00	\$6,636,752.00
Total Liability & Owner Equity	\$10,080,883.00	\$9,115,687.00



INCOME STATEMENT *as of December 31, 2021*

	2021	% of Sales	2020	% of Sales
Net Revenues	\$31,941,215.00	100%	\$26,024,029.00	100%
Cost of Goods Sold	\$20,391,001.00	64%	\$16,608,634.00	64%
Gross Profit	\$11,550,214.00	36%	\$9,415,395.00	36%
Labor & Benefits	\$6,761,308.00	21%	\$5,739,005.00	22%
Operating Expenses	\$4,108,038.00	13%	\$3,497,975.00	13%
Operating Income	\$680,868.00	2%	\$178,415.00	1%
Other Income	\$565,193.00	2%	\$42,902.00	0%
Net Income	\$1,246,061.00	4%	\$221,317.00	1%

2021 Owner Sales: \$19,509,361 | **2021 Non-owner Sales: \$12,426,225**



2021 Board Treasurer’s Report

Net sales for fiscal year 2021 totaled \$31,941,215 vs \$26,024,029. This represents an increase of \$5,917,186 or 22.74% from 2020.

Total owner equity experienced an increase from \$6,636,752 in 2020 to \$7,935,210 in 2021. This includes patron equity credits of \$3,560,491 for active owners, retained patronage reserve of \$898,570 from owners who have been inactive for five years or more, as well as retained earnings of \$3,476,149. Oryana finished fiscal year 2021 with a total of 10,074 owners. This represents an increase of 1,301 owners from the previous year and boosted owner equity with a net capital investment of \$362,217.

Finally, the results of our efforts continue to support Oryana’s healthy overall financial condition. As of December 31, 2021, assets totaled \$10,080,883 vs \$9,115,687 in 2020 with liabilities at \$2,145,673 vs \$2,478,935 in 2020.

ORYANA

COMMUNITY CO-OP

Name and principal address of cooperative:
260 East Tenth Street, Traverse City, MI 49684

Number of memberships granted and terminated and amount of member capital paid in during the fiscal year.

- Memberships granted – 2,289 new, 5,841 renewals 10,074 total
- Memberships terminated (expired or refund request) – 985
- Net capital investment - \$362,217

Our Board of Directors

NAME	TITLE	ADDRESS	TERM EXPIRATION	MONTHLY STIPEND
Holly Jo Sparks	President	2722 Cathedral Dr. Interlochen MI 49643	April 2024	\$100
Kathy Baylis Monteith	Vice President	3853 Incochee Rd Traverse City MI 49684	April 2024	\$75
Chuck Mueller	Secretary	503 Monroe St. Traverse City MI 49684	April 2022	\$75
Colleen Valko	Treasurer	13831 S. Bayview Ct, Traverse City, MI 49684	April 2022	\$75
Marty Heller	Director	601 Highland Park Dr. Traverse City, MI 49686	April 2024	\$50
Laura Cavender	Director	16142 Center Rd. Traverse City MI 49684	April 2022	\$50
Christopher Miller	Director	2342 Sadie Ln. Grawn, MI 49636	April 2023	\$50
Kaitlyn Burns	Director	722 Lake Ave. Traverse City, MI 49684	April 2023	\$50
Cy Agley	Director	6087 Rosefield Ct. Traverse City, MI 49684	April 2023	\$50

How can you support your co-op?

- Shop at the co-op and encourage your family and friends to do the same.
- Give co-op gift cards. You can get them in any amount and they never expire.
- Let us know how we're doing! We like to hear from you, our owners and shoppers. Your feedback is important and helps us continuously improve.
- Keep your ownership up to date.
- Sign up for our weekly e-newsletter.
- Shop on 2% and round-up days to help support your community.
- Brag to everyone that you are an owner of Oryana!

ORYANA
COMMUNITY CO-OP



A Look Ahead

Here are a few things to look for in the upcoming year:

WEST:

- Culinary - The culinary department at West will re-open the salad bar. Many favorite deli items from 10th St. will become available at West. The bakery will become active with the production of delicious scratch-made baked goods. Look for a new deli area layout as we reduce the full serve deli case and expand self-serve space.
- A reset of the bulk section. The revamped area will include bulk nut butters and be similar to the bulk section at 10th St, making it easier to locate products.
- The community room at West is scheduled for completion. This updated space will accommodate cooking classes, staff training and meetings, and community use.

10TH STREET:

- We will enclose the south entrance making it a better experience for both cashiers and customers.
- The fire escape stairs on the south side of the building will be replaced.
- We will close the community compost area off the parking lot and invite Oryana owners and shoppers to use the compost bins around the store instead.





ORYANA

COMMUNITY CO-OP

ORYANA 10TH

260 EAST TENTH STREET
TRAVERSE CITY
231-947-0191

ORYANA WEST

3587 MARKETPLACE CIRCLE
TRAVERSE CITY
231-486-2491

ORYANA.COOP