



PLAINFIELD CO-OP

DEEPLY ROOTED IN OUR COMMUNITY SINCE 1972



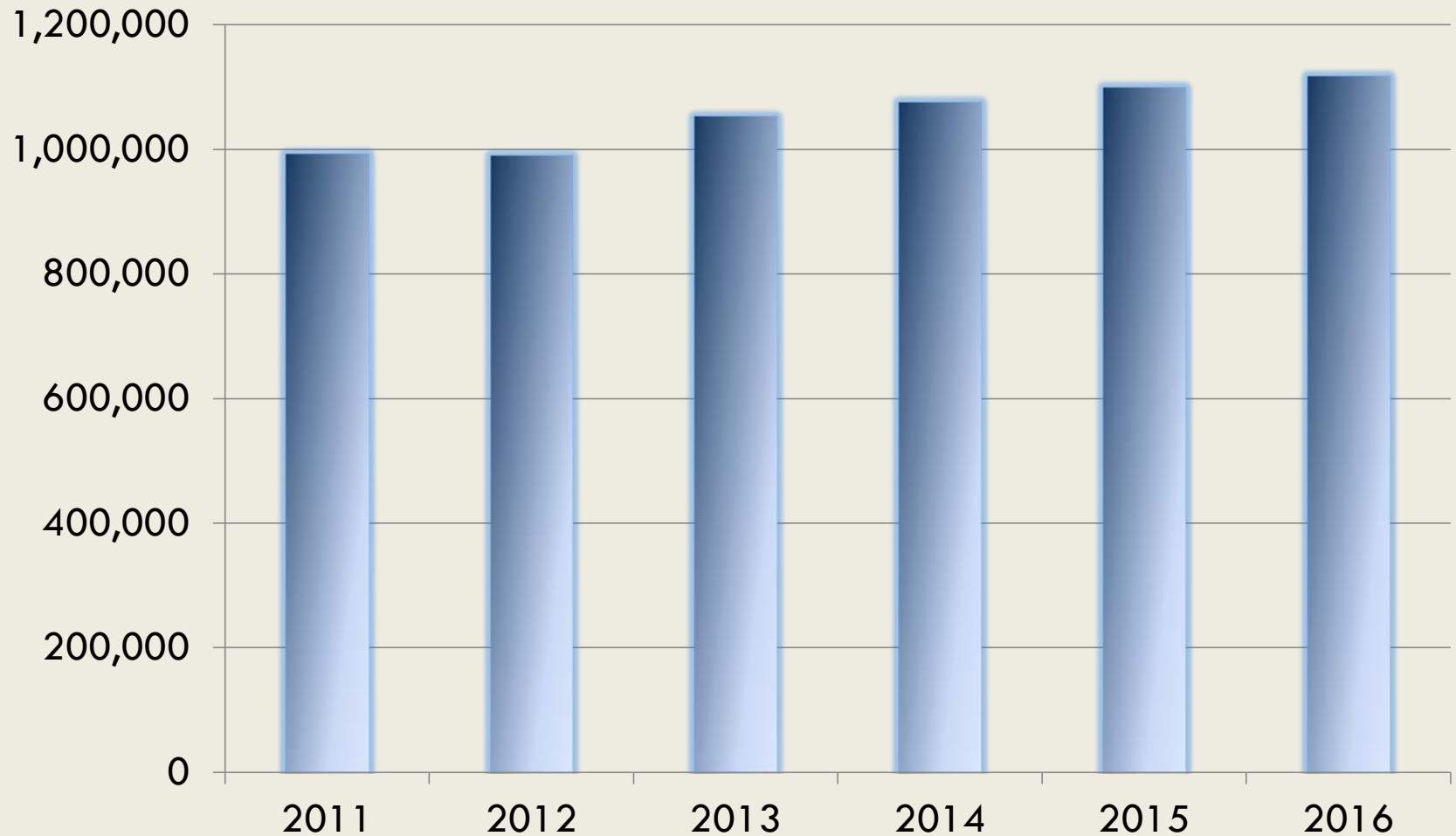
2016 Plainfield Co-op Financial Report

Bob Fancher, Treasurer



Sales

Adjusted for inflation, in 2016 dollars





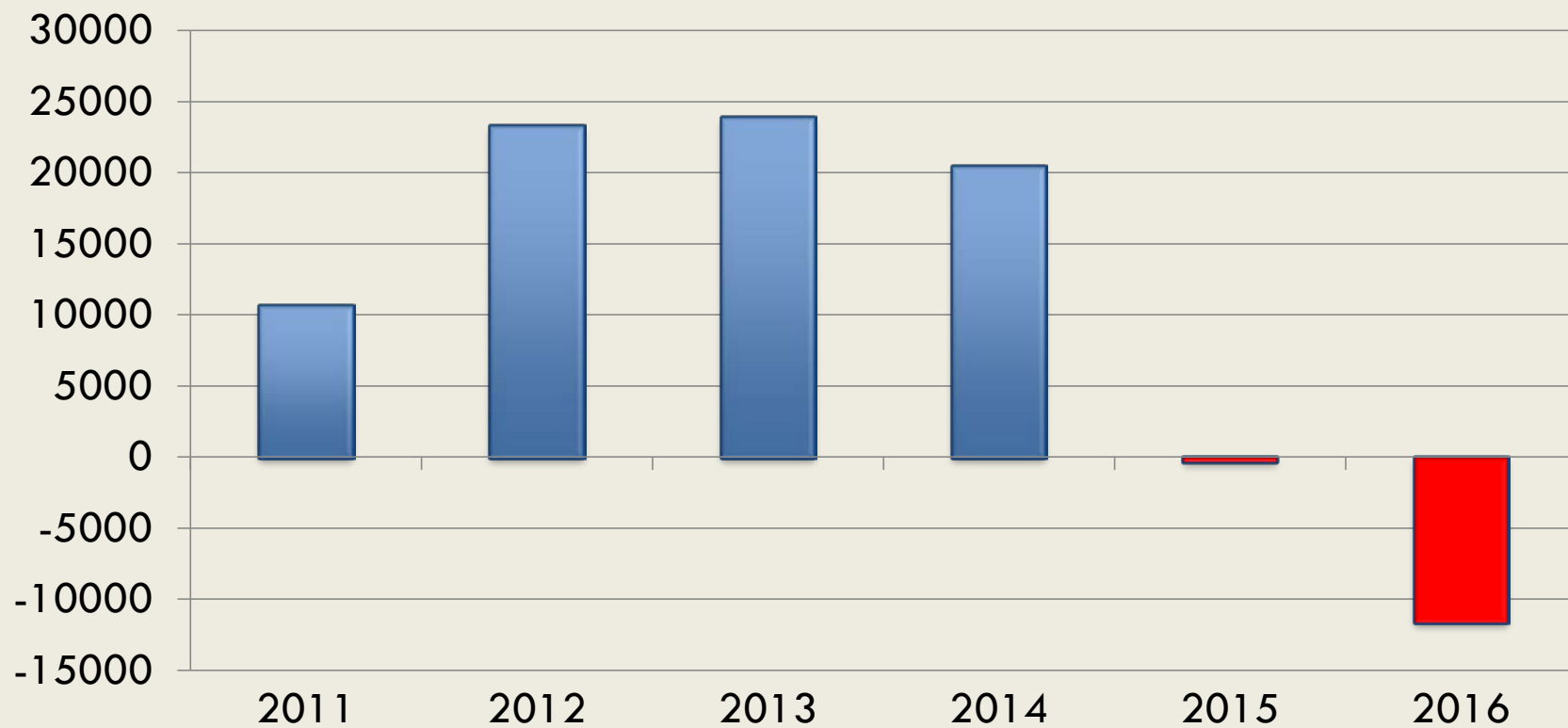
Other Metrics

- **Current Ratio** measures our ability to pay short-term obligations (payroll, money we owe vendors, etc.)
 - Target is 1.30 or greater
 - 2016 year end, the **Current Ratio was 1.32**
- **Debt to Equity Ratio**
 - Total Liabilities (loans, payroll, money we owe vendors, etc.) ÷ Total Equity
 - Target is 1.5 or lower
 - 2016 year end, the **Debt to Equity Ratio is 0.44**
- As of 2016 year end, we owe \$0 on loans



Net Income

Adjusted for inflation, in 2016 dollars





What Happened?

- Sales were much less than was anticipated



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- Spending was 2% over budget



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- Sales were much less than was anticipated
- Gross Profit was 5% under budget
- Spending was 2% over budget
- **Strict cost cutting started in the third quarter, but it was too late to make up the shortfall**



Getting Back On Track

- 2017 budget is more conservative than 2016



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- Spending cuts are being implemented



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- **In-depth cost/profit analysis is underway**



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- Outreach for new customers is planned



Getting Back On Track

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- In-depth marketing analysis is underway
- Outreach for new customers is planned
- **Funding for a feasibility study is in process. It will be a rigorous look at whether new sales can fund the proposed expansion.**



Getting Back On Track

- 2017 budget is more conservative than 2016
- Spending cuts are being implemented
- In-depth cost/profit analysis is underway
- Outreach for new customers is planned
- Funding for a feasibility study is in process. It will be a rigorous look at whether new sales can fund the proposed expansion.
- **2017 is off to a profitable start**



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