2025 TWIN CITIES CO-OP PARTNERS ANNUAL REPORT

LETTER FROM THE CEO • FINANCIALS • IMPACT REPORT

Celebrating 50 Years
LOOKING AHEAD

Happy 50th Wedge Community Co-ops! Our retail locations turned 50 years old this year (well, technically Linden Hills is 49 and Lyndale is 51, so we split the difference!). This is a testament to the co-op that our stores have not only survived, but thrived over the last 50 years in the face of growing retail competition that is increasingly selling natural, organic and local foods. Over the last year of celebration, we have looked back at our history and major milestones as we simultaneously looked ahead to where we are going. No matter the direction we look, we can see that the Wedge has continually lived the Twin Cities Co-op Partners' mission of "Building community by developing a strong, local food system."

A strong local food system requires a sustainable foundation. We see the Wedge stores and Co-op Partners Warehouse (CPW) as a key part of the local food system, providing small local vendors and growers with access to market through our retail locations and CPW distribution. At the same time, we are providing our owners and community members with access to high quality, local and organic foods. Because we are independent, we get to do things like offer an everyday 10% needs-based discount off all products to community members who qualify, making co-op shopping more affordable for more people! All of this requires consistent and positive financial performance of the co-op overall and I am happy to report that the co-op remains in a strong financial position.

In our fiscal year 2024, we lost more than $1 million dollars, in fiscal 2025 we had a pretax, pre-patronage profit of almost $1 million dollars. The bulk of this improvement is due to the hard work of the Director of Co-op Partners Warehouse, Joleen Baker, and the entire team at CPW. They spent the year identifying and correcting all the ways the warehouse was operating inefficiently or at a loss and made changes that took CPW from a significant loss last year to modest profit this year! That is a huge swing over the course of one year and allows us to invest in our employees, our co-op infrastructure, and our community.

In the last year we signed two new contracts with our union staff, one at CPW affecting 42 staff and one at Lyndale affecting 126 staff. Both contracts increased wages by 15% or more in year 1 and grow wages by 22% or more over the course of the contract. We are very pleased to have reached these agreements with our staff and know that the co-op will be stronger for having well-compensated team members who work hard to see the co-op succeed.

We invested $281,000 in capital improvements across our locations last year. One of our larger investments was in improvements in the deli and cheese departments at Linden Hills. The project was a huge success with deli sales growing significantly. At Lyndale we replaced an old dishwasher and our meat department grinder. In both cases we invested in modern, high-quality solutions that will improve safety and quality of our work. Profitability drives our ability to maintain modern, safe and environmentally efficient equipment and buildings.

Our co-op is well-positioned to build on our success of the last year as we look ahead to 2026. I'm very excited about potential investments in Wedge Linden Hills and Wedge Lyndale. In addition to some store resets, we are adding a generator at Linden Hills that will allow us to stay up and running during neighborhood power outages. At Lyndale we are replacing some aged rooftop cooling and heating units and hope to see more consistent temperatures in the store, along with energy savings. At CPW we are installing a new freezer that is set up with redundancies so that if it fails, it should only partially fail, not a complete failure. All these investments keep us up and running, meaning farmers and vendors can sell their products and our community can get the food they need to sustain themselves. In an increasingly volatile world, this kind of stability is key to a strong local food system!

As we look beyond 2026, we hope to be set up to add additional retail locations. Communities regularly reach out asking if the Wedge will open a store in their neighborhood. A lot goes into such decisions, and we want to be well positioned to support store development as we believe more co-ops help us grow our community!

Fifty years have passed since the Wedge first opened its doors. So many lives have been impacted by the co-op, employees who have made the Wedge their career, neighbors who shop every day and farmers and makers whose businesses have grown with the co-op. The energy that sustains the co-op has a life of its own, growing with each successive generation of co-op shoppers and workers. A huge thanks to all who have been associated with the co-op over our first 50 years, I look forward to seeing where we head over the next 50!

Nick Seeberger
CEO, Twin Cities Co-op Partners

LOCAL

OWNERS

WE WELCOMED
1,627
NEW OWNERS

WE GAVE
$341,063
IN DISCOUNTS TO CO-OP AFFORDABILITY PROJECT MEMBERS

EMPLOYEES

COMMUNITY

CHANGE MATTERS ROUND UPS

$134,653

CPW DONATED

204,760

LBS OF FOOD TO COMMUNITY PARTNERS

PRODUCT PARTNERS CONTRIBUTIONS

$12,388

CUSTOMERS DONATED

$5,587

TO LOCAL FOOD SHELVES

ENVIRONMENT

CPW DIVERTED

27,824

LBS OF FOOD FROM LANDFILL TO COMPOST

WEDGE CO-OPS RECYCLED

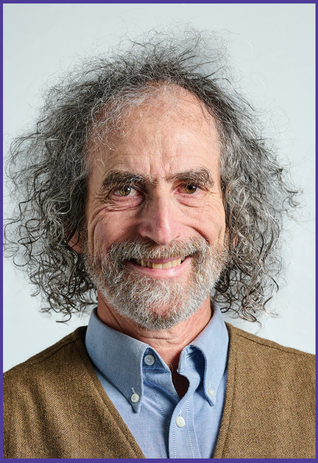
23,850

LBS OF PLASTIC BAGS








Twin Cities Co-op Partners

DEAR OWNERS

This year marks a remarkable milestone: the 50th anniversary of the Wedge Community Co-ops. What began in 1974 as a small garden-level storefront on Franklin Avenue, created by neighbors who wanted affordable, organic, natural foods, has grown into the vibrant organization we celebrate today. From those first days of neighbors stocking shelves and sharing food together, our co-op has expanded into two thriving community-owned grocery stores on Lyndale and in Linden Hills along with Co-op Partners Warehouse, our certified organic distribution center that serves other local and regional co-ops, natural food stores, and restaurants across the Upper Midwest.

We are part of a proud lineage. Food co-ops throughout Minnesota and across the United States helped pioneer the natural and organic foods industry long before it was embraced by mainstream retailers. While the marketplace has changed, the Wedge's mission has remained clear: Building community by developing a strong local food system.

The Wedge—and other community co-operatives—have thrived over the last 50 years because we share a vision for sustainable food and eating. Thanks to the dedicated owners who have invested in our dream across these 50 years, the Wedge serves as a vibrant and important part of the fabric of our community.

As we pause to celebrate this milestone, we are mindful that it is not just about looking back but is also about imagining the next 50 years. How will we keep deepening our role as a community hub? How will we continue to push for equity, sustainability, and resilience in our food system? How will we create an environment that matches the diversity of our community–where everyone feels welcome? These are the questions that will shape our work ahead—and as always, the direction will come from you, our member-owners.

On behalf of the Board of Directors, I extend my gratitude to our dedicated staff, local growers, vendors and of course our passionate owners —who shop, participate, and guide this co-op. Together, we honor our rich heritage and look forward to serving our community well into the future.

Here's to the next 50 years of cooperation, community, and good food.

Lisa Fittipaldi, President
On Behalf of the TCCP Board of Directors

Sales Revenue
$81,300,000

FY25 Growth
6.5%

CPW Revenue
$34,000,000

FY25 Growth
13.5%

Retail Revenue
$46,400,000

FY25 Growth
2%

Twin Cities Coop Partners *(TCCP)*

HAD A VERY STRONG FY25

For the year ending June 30, 2025, we posted record sales revenue of $81.3 million, reflecting growth of 6.5% from the previous year. Net income (after tax and patronage) swung to positive $292,000 from last year's negative ($1.3 million). This strong performance places TCCP in the top quartile of large coops, as measured by National Coop Grocers.

As a result of the positive net income, TCCP is able to announce its first-ever Patronage Refund since the Wedge Lyndale and Linden Hills consolidation in 2017. The distribution of the refund will be 20% cash payout ($2 minimum per member owner) and 80% equity (which is reinvested in the business). Owners in good standing as of June 30, 2025 will receive a cash rebate based on the volume of their purchases during the fiscal year. Patronage refunds will be available to qualifying owners at the registers by the end of November, 2025, and can be used toward purchases. Patronage dividends less than $2 will be donated to our Co-op Affordability Program.

TCCP's impressive FY25 turnaround resulted from strong execution by CEO Nick Seeberger's leadership team in both our wholesale and retail businesses.

The wholesale business, Co- op Partners Warehouse (CPW), grew revenue by 13.5% to $34 million and achieved positive net income of $145,000. This notable improvement over the prior year was driven by a strengthened management team, upgraded operational discipline, and resolution of last year's issues with new warehouse logistics software. The CPW team continues to make progress in rebuilding relationships with wholesale clients adversely impacted by operational failures in the prior year.

The retail businesses, consisting of stores in Linden Hills and on Lyndale Avenue, grew revenue by 2% to $46.4 Million and pretax net income of $800,000. Store management expanded sales though savvy marketing and promotional activity, countering long-term road construction activity which adversely impacted both locations.

Looking ahead, the TCCP Board is excited to build on this recent progress by undertaking store renovations and positioning the organization for further profitable growth in the years ahead.

Mark Greene, TCCP Board Treasurer

	June 30, 2025		June 30, 2024	
GROSS SALES	**$81,331,755**		**$76,340,129**	
Less: Member Discounts	$628,160	0.8%	$571,045	0.7%
NET SALES	**$80,703,595**	**100.0%**	**$75,769,084**	**100.0%**
COST OF SALES	$54,583,550	67.1%	$52,283,608	68.5%
GROSS PROFIT	**$26,120,045**	**32.1%**	**$23,485,476**	**30.8%**
OPERATING EXPENSE				
Payroll	$16,743,203	20.6%	$16,197,489	21.2%
Shipping & Delivery	$2,494,834	3.1%	$2,780,411	3.6%
Depreciation & Amortization	$737,663	0.9%	$836,102	1.1%
General & Administrative	$5,773,799	7.1%	$5,952,142	7.8%
TOTAL OPERATING EXPENSES	**$25,899,805**	**31.9%**	**$26,013,497**	**34.0%**
OPERATING PROFIT	**$220,240**	**0.3%**	**($2,528,021)**	**-3.2%**
OTHER INCOME/ (EXPENSE)				
Interest Income/Expense, NET	$277,555	0.3%	$314,722	0.4%
Other Income & Expense, NET	$448,593	0.6%	$393,392	0.5%
TOTAL OTHER	**$726,148**	**0.9%**	**$708,114**	**0.9%**
INCOME (LOSS) Before Patronage Refunds & Income Taxes	**$946,388**	**1.2%**	**($1,819,907)**	**-2.4%**
PATRONAGE REFUNDS DECLARED	**($596,414)**	**-0.7%**	**-**	**0.0%**
Income (Loss) Before Income Taxes	$349,974	0.4%	(1,819,907)	-2.4%
INCOME TAX (EXPENSE) / BENEFIT	**($58,228)**	**-0.1%**	**$472,788**	**0.6%**
NET INCOME	**$291,746**	**0.4%**	**($1,347,119)**	**-1.7%**

	June 30, 2025	June 30, 2024
ASSETS		
CURRENT ASSETS		
Cash, CDs & Investments	$9,619,216	$10,091,197
Inventory	$2,444,947	$2,550,292
Receivables & Prepaid	$2,427,429	$1,645,176
TOTAL CURRENT ASSETS	**$14,491,592**	**$14,286,665**
Property & Equipment, NET	$5,460,855	$5,750,797
Right of Use Assets, NET	$3,676,140	$3,759,611
CDs & Investments	$2,133,312	$9,284
Investment in Other Co-ops	$1,995,422	$2,221,339
Deferred Income Taxes	$1,705,000	$1,751,000
TOTAL OTHER ASSETS	**$10,592**	**$20,192**
TOTAL ASSETS	**$29,472,913**	**$27,798,888**
LIABILITIES		
CURRENT LIABILITIES		
Current Portion of Long-Term Debt	$228,714	$221,056
Current Portion of Lease Liabilities	$419,030	$366,603
Accounts Payable	$3,080,009	$2,591,404
Accrued Expenses	$2,987,737	$1,928,547
TOTAL CURRENT LIABILITIES	**$6,715,490**	**$5,107,610**
LONG-TERM DEBT	**$563,846**	**$789,529**
LONG-TERM PORTION OF LEASE LIABILITIES	**$3,400,364**	**$3,484,602**
TOTAL LIABILITIES	**$10,679,700**	**$9,381,741**
EQUITY		
Class A Stock	$454,360	$439,980
Class B Stock	$2,871,998	$2,802,058
Patronage Equity	$9,281,624	$9,281,624
Retained Earnings	$6,185,231	$5,893,485
TOTAL EQUITY	**$18,793,213**	**$18,417,147**
TOTAL LIABILITIES & EQUITY	**$29,472,913**	**$27,798,888**

Wedge
COMMUNITY CO-OPS