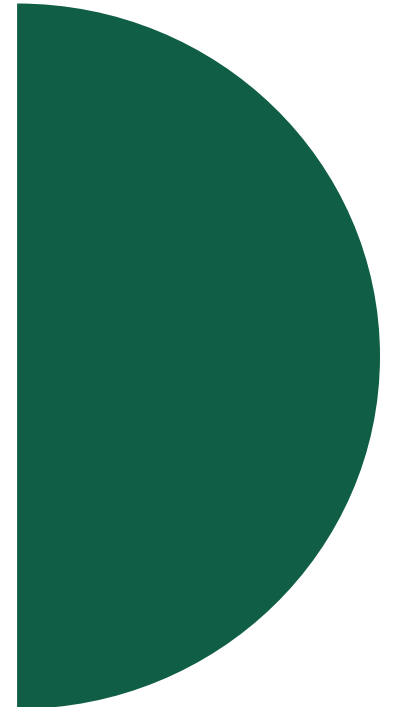
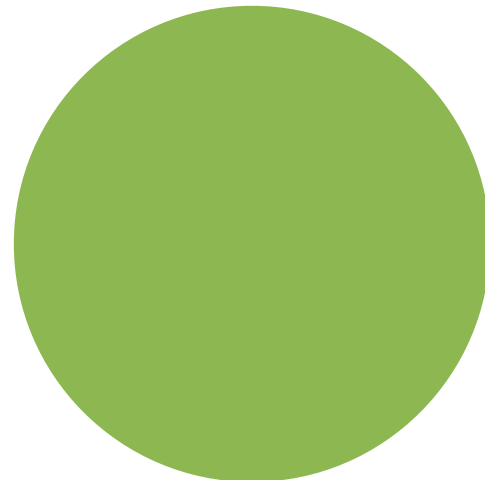


ANNUAL REPORT
**Three Rivers
Market**

Fiscal Year 2022-2023



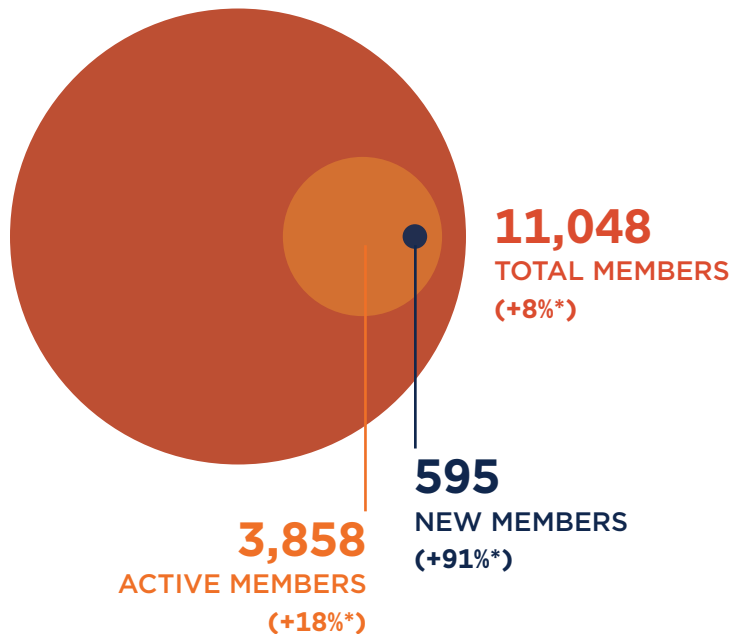
END GOAL

Three Rivers Market, a cooperative center of sustainable commerce, exists to benefit its members by creating and nourishing a healthier environment, healthier people, and a healthier community.

VISION OF SUCCESS

- Our local and cooperative economy is ethical, sustainable, and strong
- Our community has access to healthy food
- Our natural world is respected, protected, and restored
- Our people are happy

2023 MEMBERSHIP OVERVIEW



TRIBUTE TO HELEN DE HAVEN



Helen demonstrated a lifelong commitment to advocacy, organization, and activism. Helen's Board service and leadership were invaluable during a period of significant change in our cooperative's history. Compassion, clarity, and integrity were gifts she shared generously in service of Three Rivers Market, and we benefited immensely from her involvement.

Three Rivers Market members contributed to a donation to **Sacred Ground Hospice House** in Helen's memory.

LAND ACKNOWLEDGEMENT

The Three Rivers Market Co-Op and the communities it serves are located in and around Knoxville, Tennessee, near the confluence of the Holston, French Broad, and Tennessee Rivers. Where the co-op's members now live, work, farm, trade, and gather, the Tsalagi/Cherokee people, and before them the Yuchi people, also lived, worked, farmed, traded, and gathered. The land we now occupy is the traditional, ancestral land of native people from time before recorded history and into the present day. This land holds great historical, spiritual, and personal significance for its original stewards. Our co-op occupies land taken from the Cherokee People by the Holston River Treaty of 1791. The Cherokee People were forced to cede other portions of their land in East Tennessee between 1791 and 1819. In 1838, many Cherokee people were forcibly removed from their remaining East Tennessee land and relocated to Oklahoma by way of the Trail of Tears. The creation of Tellico Lake by the Tennessee Valley Authority in 1976 further spoiled and displaced Cherokee burial sites, historic sites, and archaeological sites.

By offering this land acknowledgment, we specifically recognize the sovereignty of the Eastern Band of Cherokee Indians, and we are actively supporting that tribe's educational and cultural outreach programs with a second annual donation to the **Sequoyah Birthplace Museum**.

*vs FY 21-22

CO-OWNER EQUITY

\$1,001,575 total co-owner equity **(+\$53,075*)**

\$61,400 new co-owner paid-in equity

CO-OWNER DISCOUNTS & DIVIDENDS

\$215,087 was returned to our co-owners through discounts **(+\$26,968*)**

\$68,456 in discounts was given to our employees **(+\$7,919*)**

HEALTHIER COMMUNITY

\$67,598 customer donations to **Nourishing Change** supported these recipients:

- Catalyst Sports Knoxville
- Provisions Cares Foundation
- Centro Hispano
- Haven House
- CAC Youth Wins
- Two Bikes
- Pellissippi Pantry
- Knoxville Family Justice Center
- South Knoxville Elementary PTA
- CAC Volunteer Assisted Transport
- Christenberry Elementary PTA
- Friends of Literacy

\$18,952 donations, sponsorships, and outreach (including KAT, Holiday Promotions)

\$3,102,721 sales of local products (32% of sales)

\$3,878,400 sales of organic products (40% of sales)

Holiday Cookouts to connect with members

SoKno Pride 2023 participant

Knox Pride pantry item collection

Local art gallery rotating monthly

Member Linkage engagement activities increased

HEALTHIER ENVIRONMENT

37,778 pounds of compostable food scraps given away

23, 938 kWh of clean energy produced by our solar panels

16,380 cardboard trays delivered to Young-Williams Animal Shelter to use as beds and litter boxes

\$62,042 total credits against our utilities bill **(+\$4,449*)**

Mixed Recycling services have been reinstated

Compostable disposables phased in

HEALTHIER PEOPLE

18,500 pounds of food donated

54 employees

65% jobs are full-time **(+18%*)**

43% employees are female

AT A GLANCE

ASSETS: \$3,410,913
WHAT WE HAVE**



EQUITY: \$2,391,630
WHAT WE OWN

LIABILITIES: \$1,019,283
WHAT WE OWE

ASSETS

	2021	2022	2023
Current Assets			
Cash	1,392,388	1,053,616	817,124
Certificates of Deposit	553,381	556,047	557,282
Accounts Receivable	52,922	10,485	38,507
Prepaid Income Taxes	60,802	46,697	16,697
Note Receivable	10,000	10,000	10,000
Inventory	309,356	344,950	277,082
Total Current Assets	2,378,849	2,021,795	1,716,692
Property & Equipment, Net	1,576,099	1,533,372	1,441,587
Other Assets			
Equity in other cooperatives	134,537	159,486	166,605
Other Assets	13,935	11,919	15,029
Deferred Tax Asset	—	—	71,000
Total Other Assets	148,472	171,405	252,634
Total Assets	4,103,420	3,726,572	3,410,913

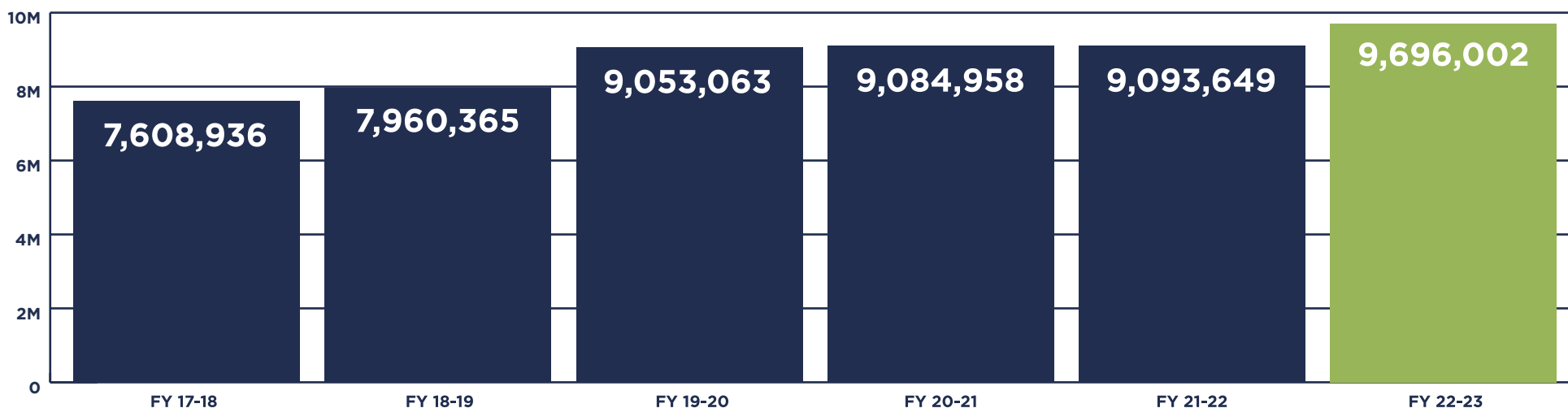
LIABILITIES

	2021	2022	2023
Current Liabilities			
Accounts Payable	280,036	343,821	340,293
Accrued Expenses	176,742	173,772	170,441
Current Portion of Notes Payable	93,354	83,155	43,499
Gift Card Liability	41,071	41,307	41,810
Patronage Dividends Payable	171,430	—	—
Total Current Liabilities	762,633	642,055	596,013
Long-Term Liabilities			
Notes Payable Less Current Portion and Loan Fees	527,779	445,134	423,270
Deferred Tax Liabilities	101,000	29,000	—
Total Long-Term Liabilities	628,779	474,134	423,270
Total Liabilities	1,391,412	1,116,189	1,019,283

EQUITY

	2021	2022	2023
Membership Shares	887,100	948,500	1,001,575
Retained Patronage Dividends	366,268	366,268	366,268
Retained Earnings	1,458,640	1,295,615	1,023,787
Total Equity	2,712,008	2,610,383	2,391,630
Total Liabilities & Equity	4,103,420	3,726,572	3,410,913

ANNUAL SALES



SALES REVENUE

	2021		2022		2023	
	Amount	Percent	Amount	Percent	Amount	Percent
Gross Sales	9,084,958	102.16	9,093,649	102.11	9,696,002	102.27
Less: Member Discounts	191,999	2.16	188,119	2.11	215,298	2.27
Sales	8,892,959	100.00	8,905,530	100.00	9,480,704	100.00
Cost of Goods Sold	6,073,780	68.30	6,186,452	69.47	6,451,790	68.05
Gross Profit	2,819,179	31.70	2,719,078	30.53	3,028,914	31.95
OPERATING EXPENSES						
Personnel	1,890,263	21.26	2,092,958	23.50	2,522,220	26.60
Occupancy	225,509	2.54	195,620	2.20	212,278	2.24
Administrative	202,212	2.27	373,139	4.19	379,313	4.00
Operations	164,335	1.85	144,949	1.63	189,446	2.00
Depreciation	103,233	1.16	112,736	1.27	106,584	1.12
Promotions	43,975	0.49	44,481	0.50	29,327	0.31
Governance	18,448	0.21	23,341	0.26	25,120	0.26
Total Operating Expenses	2,647,975	29.78	2,987,224	33.55	3,464,288	36.53
Net Loss from Operations	171,204	1.92	(268,146)	(3.02)	(435,374)	(4.58)
OTHER INCOME (EXPENSES)						
Paycheck Protection Program Income	326,900	3.68	—	—	—	—
Other Income	44,146	0.50	83,757	0.94	91,975	0.97
Interest Expense	(35,791)	(0.40)	(30,830)	(0.35)	(28,389)	(0.30)
Other Expenses	(95)	—	(5,701)	(0.06)	(40)	—
Total Other Income	335,160	3.78	47,226	0.53	63,546	0.67
Net Income (Loss) Before Income Taxes	506,364	5.70	(220,920)	(2.49)	(371,828)	(3.91)
Provision for Income Taxes	1,000	0.01	57,895	0.65	100,000	1.05
Net Income (Loss)	507,364	5.71	(163,025)	(1.84)	(271,828)	(2.86)

