



2025-2026

TICONDEROGA NATURAL FOODS CO-OP ANNUAL REPORT

TICONDEROGA NATURAL FOODS CO-OP
109 MONTCALM STREET, TICONDEROGA, NY 12883
518-558-1414 | tifoodcoop@gmail.com



A NOTE FROM OUR BOARD

Dear Member-Owners, shoppers, and community members,

When I walk into our TiNY Co-op, I smell the enticing aromas of healthy food being prepared, I hear the conversations and laughter of employees and customers, I see the beautiful produce, cheese, meat, yogurt, and coffee that come from regional producers. I witness food waste being picked up by a local farmer to support their livestock and I witness the member who picks up produce each week and delivers it to the Ti food pantry. When I visit our Co-op, I experience our community at its best. Our board is so grateful to our General Manager, Alana Desjardins and all of the store's staff, for creating this kind of community.

Thank you for supporting our TiNY, but Mighty Co-op!

Your choice to shop at our Co-op matters to our community. You have many choices for how to bring food into your home and on behalf of the Board of Directors - thank you - for choosing the Co-op as one of them. Our Co-op exists to support our community, local and regional farmers & producers, healthy living and our local and regional economy.

This year was an exceptionally good one for our Co-op. Due to the extraordinary work of our staff, board of directors, generous member-owners and community partners, the Co-op supported the health & vitality of our community while moving securely towards financial sustainability.

When I first joined the Ti Co-Op board, it was a small band of very committed people building a community Co-Op. Through the years, the staff, board members and member-owners have continued to commit and build. Community & cooperation have sustained our TiNY Co-Op. Let's keep this movement going!

DAWN KARLSON

BOARD PRESIDENT

HIGHLIGHTS OF THE BOARD'S WORK THIS YEAR

We are an operational board leaning into becoming a strategic board. While you'll still see us picking up deliveries of bread, chocolate, apples & coffee from regional suppliers, fixing plumbing leaks and moving new equipment into its place, we've also been working on some big stuff.

Purchase of the building at 109 Montcalm St. in which our store resides. Thanks to incredibly generous donors, technical support from the Essex County Land Bank, and a Co-op board negotiating team, the Co-op now owns "our" building. The purchase fosters downtown community stability and anchors the Co-op as a key business on Montcalm St. Rental income from the 3 apartments in the building helps stabilize the Co-op's seasonal cash flow, benefits from the DRI-funded renovations will now support the Co-Op and as building owner, the Co-Op can now apply for NYSERDA energy rebates & ownership-based grants.

Completion of our "Here We Grow" Capital Campaign. Thanks to our member/employee Capital Campaign team, we raised \$158,484 from 161 donors. These funds provide the match needed to successfully renovate our store through the Downtown Revitalization Initiative program funded by New York State's Homes & Community Renewal. Requests for Proposals for architects, engineers, refrigeration and construction firms have been sent out for bid. We expect renovation construction will begin in late fall, 2026.

Business Builder Award of \$ 61,246 from the Northeast Regional Food Business Center. Thanks to Chef Mike's work, this award supported purchase of substantial kitchen equipment and upgrades, salaries for food prep staff and a professional market survey. This award positions the Co-op to significantly increase prepared food volume and enhances kitchen efficiency and safety.

ADK Foundation Generous Acts Award of \$ 10,000. This award supported launching an extensive marketing campaign for Double Up Food Bucks which gives SNAP customers twice as much fruits & vegetables for the price of one, providing a cooking class for the Ticonderoga Middle/High School's Special Ed Class and providing free soup for SNAP recipients.

Creation of an Employee Handbook. Thanks to one of our new board members with human resources experience, the Co-op now has a thorough employee handbook. The handbook clearly outlines that the Co-op is a weapon-free, substance-free, tobacco-free environment and addresses policies related to sexual harassment. Employment terms, policies & benefits are clearly outlined.

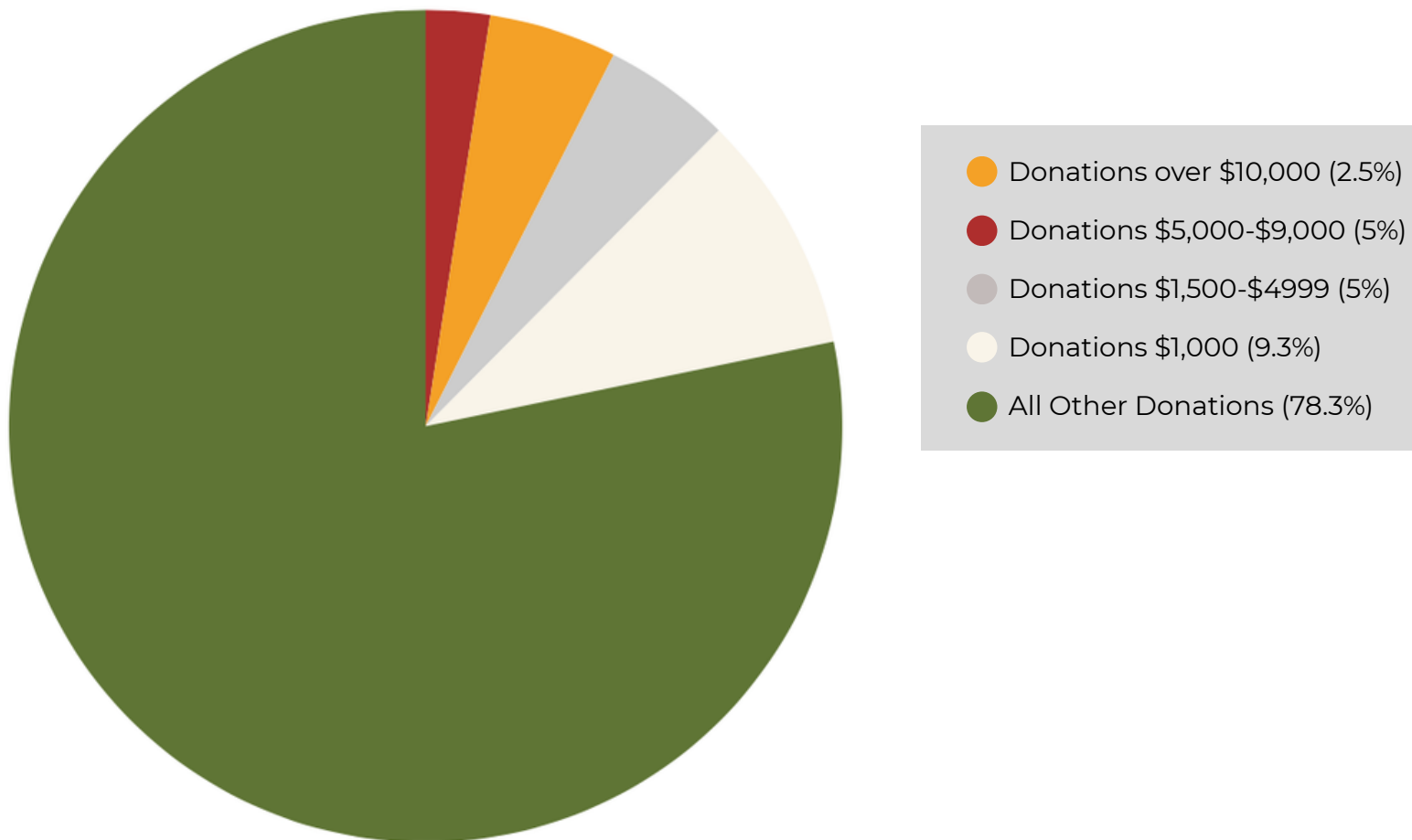


SPECIAL THANKS TO OUR “HERE WE GROW” CAPITAL CAMPAIGN DONORS

In February 2025 we asked you to support our DRI funded renovation. Our community came through!

We cannot thank you enough for helping us reach the match we needed to commit to the project. In addition our campaign raised the funds to purchase our building without taking on debt. THANKS to each and every of our 161 donors. You’re making a difference in our community!

HERE WE GROW! CAMPAIGN NUMBER OF DONATIONS BY AMOUNT



“HERE WE GROW” CAPITAL CAMPAIGN DONORS

COURTNEY ALBERT
ASH & KATIE ALEXANDER
ROBERT ARCHAMBAULT
NANCY ARCHER
JAN & DAVE ARTHUR
JOLEE ASHE
WILLIAM & JILL BAKER
STUART BAKER
ALEXANDRA BAR-COHEN
JOHN & JOANNE BARTLETT
RICHARD & MARIANNE BARTLETT
ELIZABETH BARTON-NAVITSKY
SEDDON BEATY
JEFFREY BECKER
KIP & ROB BERRICK
HENRY/NANCY BISNER/MACKAY
ROBIN BONDESEN
BARBARA BOOTH & RANDY HARMON
EDMOND & DEB BOULLIANNE
GORDON & DEBRA BOYCE
DOROTHY BRAUNER
CHRISTOPHER BREISETH
JULIE BRENNINKMEYER
PAUL BRESLIN
ERIKA BROCKMAN
COLLEEN BROWN
GLENN BROWNSTEIN
LINDA BURGESS
HEATHER BURKE & COLIN DAY
FRANK BURKILE
LAURIE CARR
NANCY CARTER
SALLY & STUART CARTWRIGHT
GLEN & MALINDA CHAPMAN
DOUG & PAM CHASE
SUE & RAY CHASE
FRAN COLLIER
THOMAS CONNORS
DEAN COOK
DAVIE CORNELL
DAVID CORNELL
KAREN COSTELLO
JILL COYLE
BILL CRAFT
SUSAN CULVER
JIM & LINDA CUNNINGHAM
RONNIE CUNNINGHAM
JUNE CURTIS
DAVID DARRIN
MARY DELONGAS
CHRISTIE DERRICO
ALANA DESJARDINS
BOB DICKSON
LINDA & LANCE DOLBACK
STEVE & DIANNA DONAT
ADINE & ZACK DORFMAN
DAPHNE DOR-NER
ROB DUBOFF

MARY ANN EATON
MELINDA FULLER
PATRICIA GALLAGHER
CHUCK & JACKIE GIJANTO
LISE GLADING DILORENZO
SUZANNE GOLL COLEMAN
DAN GREENBERG
GRETA GRETZ
ELIZABETH GUEST
HAROLD HABER
ANITA HAVAS
SUSAN & DAVID HAYES
JIM & MAUREEN HOCK
DAVE & CAROLYN HOESCHELE
GEOFFREY HUDSON
TINA HUESTIS
LISA HUESTIS
RYAN HUNTER
MAUREEN & JOE IANNUZZI
CAROLYN IDA
MICHELLE JEB
MAUREEN JEBB
NANCY JENKS
JAMI JORDAN & MICHAEL BRYAN
BETTY JORDAN & MICHAEL LUKE
DAWN & MARK KARLSON
BRIAN & CAROL KEATING
MARGARET & MICHAEL KENNEDY
LAURA & BRIAN KIELY
CASEY KING
RONALD KNOTT
MARY KUENZEL
SHERRY KUHL
JUDITH LARTER
GARRETT LEE
LEMIEUX
LISA LESTER
LELAND & MARY LOOSE
EVAN & KRISTIN MACK
CHRIS & JANET MALLON
DIANNA MASTO
JOANNA MCCORT FISCHMANN
ANN MCDONALD
ROSEANNE MCGRAW
INGELORE MCLAUGHLIN
BARBARA MCLAUGHLIN
BRUCE & NONNI MACPHERSON
DEBRA MEIER
WENDY MICHALIK
STEVE & KIT MILLER
CLAY MOODY
STEVE MORTON
KATE MOSKAL
KATE MURPHY
AJ MURPHY
MICHAEL NAKAO
& KATE MCDONNELL
MARGARET NEAL

NOELLE NIELSEN
PAMELA & EDWARD NOLAN
DOUGLAS NOORDSY
GAYLE O'LEARY
RON OFNER
JOAN PARLIN
KEN PARLIN
RUTH PARLIN
DIANA PEDEMONTI
BARBARA PERIA
DAWN PETRY
JANET POTTS
KRIS & BARRY PULLING
MARIANN & RANDY RAPPLE
DAVID & PATTI RAYNO
KATHLEEN REAL-PRANCHAK
RICHARD & DIANE REDMAN
KIRSTEN RIDER
DEBRA ROBINSON
CHRISSIE ROMANO
SUE & KURT ROSE
MICHAEL RUBEN
DAVE RUTKOWSKI
NANCY SCARZELLO
CHARLENE SCHAFER
RICK & TYMM SCHUMAKER
NANCY SCOTT
BONNIE & ART SHEELEY
JOHN SILLIMAN
DOUG SMITH
DIANA & BEN SNOUFFER
ELLEN SOSTEK-BIRCH
ERIC SPLATT
PHIL SPLETZER
JANIE STEVENS
& GORDON BARNHART
RICH & MARTH STRUM
KATHERINE THOMPSON
MIKE & BARB TIGHE
LINDA TONER
JULIE TRACY
CAROL & JOE USAJ
KIRBY VAN VLEET
CHATTIE VANWERT
ALANE & DONALD VOGEL
STEPHANIE WAGONER & JIM
KLOIBER
JULIA WARNER
JAN & BOB WHITAKER
PAULA & BARRY WILSON
ALICIA ZUCATTI

A NOTE FROM ALANA

It has been my pleasure to watch our co-op evolve over the years. Operating a grocery store in a small seasonal community means our store has its own rhythm unlike any other. We appreciate all our members and patrons who make a stop at the co-op part of their routine and we welcome visitors discovering the co-op for the first time.

One of the most rewarding changes has been the growth of our prepared foods department. Hot soups, fresh salads and wraps have become a regular part of life for many of our year-round residents while introducing countless new shoppers to everything our co-op has to offer.

This past year has also reinforced the value in buying local foods. During national produce recalls, customers turned to the co-op with confidence, knowing that much of our produce comes from local farms and trusted regional suppliers. Those moments remind us why supporting local agriculture matters.

Our prepared foods and produce departments tell a story of their own. This year we sold 556 pounds of co-op made chicken salad, served 2,272 cups of soup, from our local farmers we've sold 545 pints of blueberries, 321 pounds of tomatoes, and 209 pints of cherry tomatoes.

As we look ahead, I am grateful for our dedicated staff, volunteer board, local farmers and producers, and, most importantly, our members and customers who continue to choose the co-op. Every purchase made here helps strengthen our local economy, supports small businesses, and ensures that healthy, high-quality food remains available in our community. Thank you for being part of another successful year. I look forward to continuing to grow together.

ALANA DESJARDINS

GENERAL MANAGER



HIGHLIGHTS OF STAFF-LED INITIATIVES

Growth of Prepared Foods Department: With Chef James Beatty's & Vanessa Crowley's hard work, prepared food options grew exponentially including homemade wraps, soups, salads and entrees. The Co-op also began catering small events around town.

In partnership with the University of Wisconsin Survey Research Center, we also launched a *Market Research Survey*, funded by the Business Builder grant, highlighted in the Board Report. We received an overwhelming 292 responses to the survey, that was designed to help us gain a better understanding of the preferences of shoppers for our prepared food offerings as well as actionable recommendations.

Expansion of Local Partnerships: We expanded our sourcing from local & regional farmers and artisans adding Crust & Crumb bakery (Putnam), Simply Garlic (Dresden), Birds & Beans coffee (our first bird friendly product) & Adirondack Ice Cream (Lake George). We increased order volume from Juniper Hill (Wadhams) and introduced new products from Crown Point Dairy & Hidden Acres (Chazy).

Cooking Classes: From Beef Bourginon to make your own sushi, 9 classes brought members and friends together to learn from the chefs.

Created a Solidarity Fund: Our Co-op community pooled resources to create a fund for shoppers who may need a little extra support from time to time to purchase healthy food for their families by offering a limited amount of \$25 gift cards.

Monthly Round Up Partner: Our fiscal year runs from March to April, and between March 2025 and April 2026 we raised a total of \$4258.58 for local organizations, averaging \$354.83 a month in support of local partners through this program. This is something that makes us extremely proud and is a testament to the solidarity fostered when you shop local.

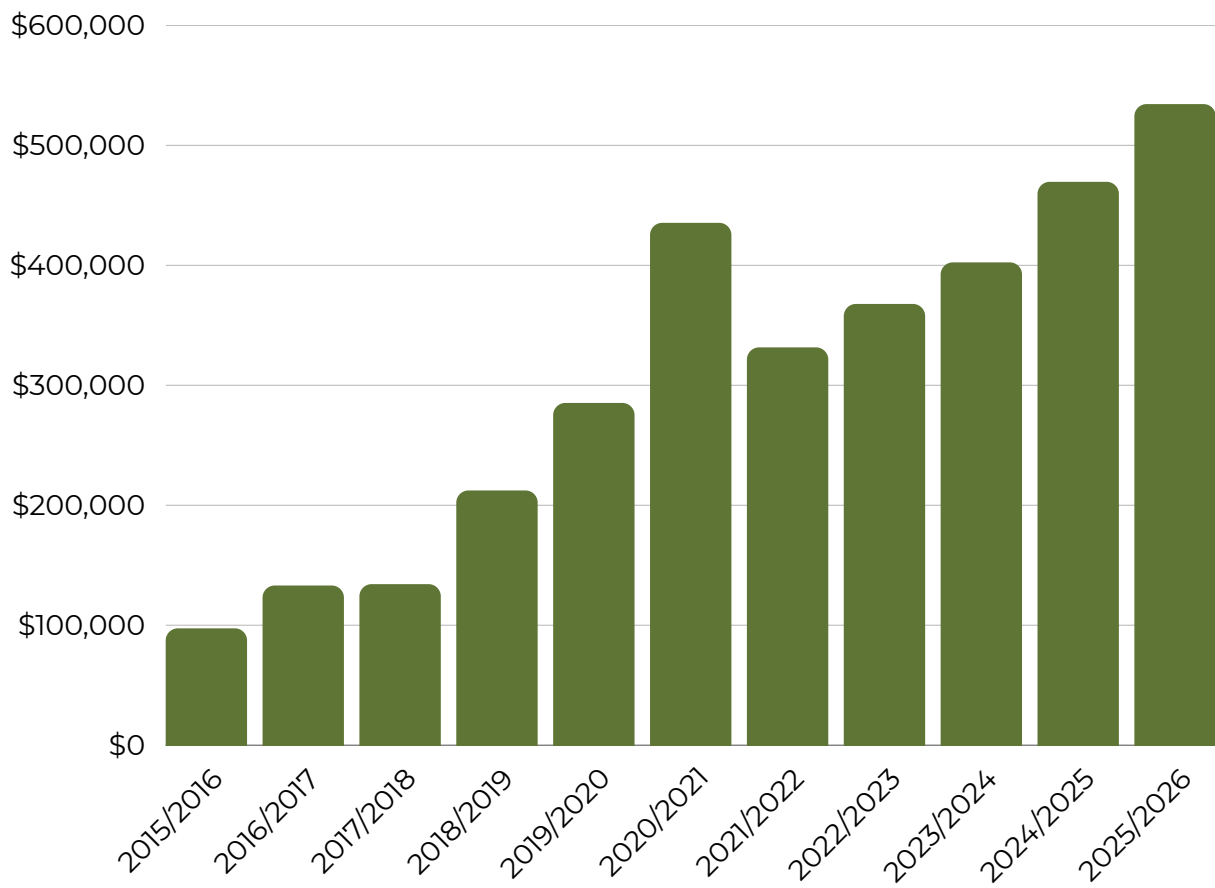
Community Events: We participated in over 10 town-wide events; organized our Adopt-a-Highway clean up day to clear our stretch of highway on route 74 of debris; coordinated our first student art contest; & convened members in August 2025 to witness cooking demos, learn about our farmers, and review progress made in the last year during our annual gathering, among other initiatives.



YEAR IN REVIEW

FINANCIAL OVERVIEW

REVENUE YEAR OVER YEAR



Fiscal Year	2015 - 2016	2016 - 2017	2017 - 2018	2018 - 2019	2019 - 2020
Revenue	\$97,414	\$133,132	\$134,264	\$212,355	\$285,309

Fiscal Year	2020-2021	2021 - 2022	2022 - 2023	2023 - 2024	2025 - 2026
Revenue	\$435,443	\$331,619	\$367,839	\$402,484	\$469,625

FISCAL YEAR 2025-2026 REVENUE:

\$534,422

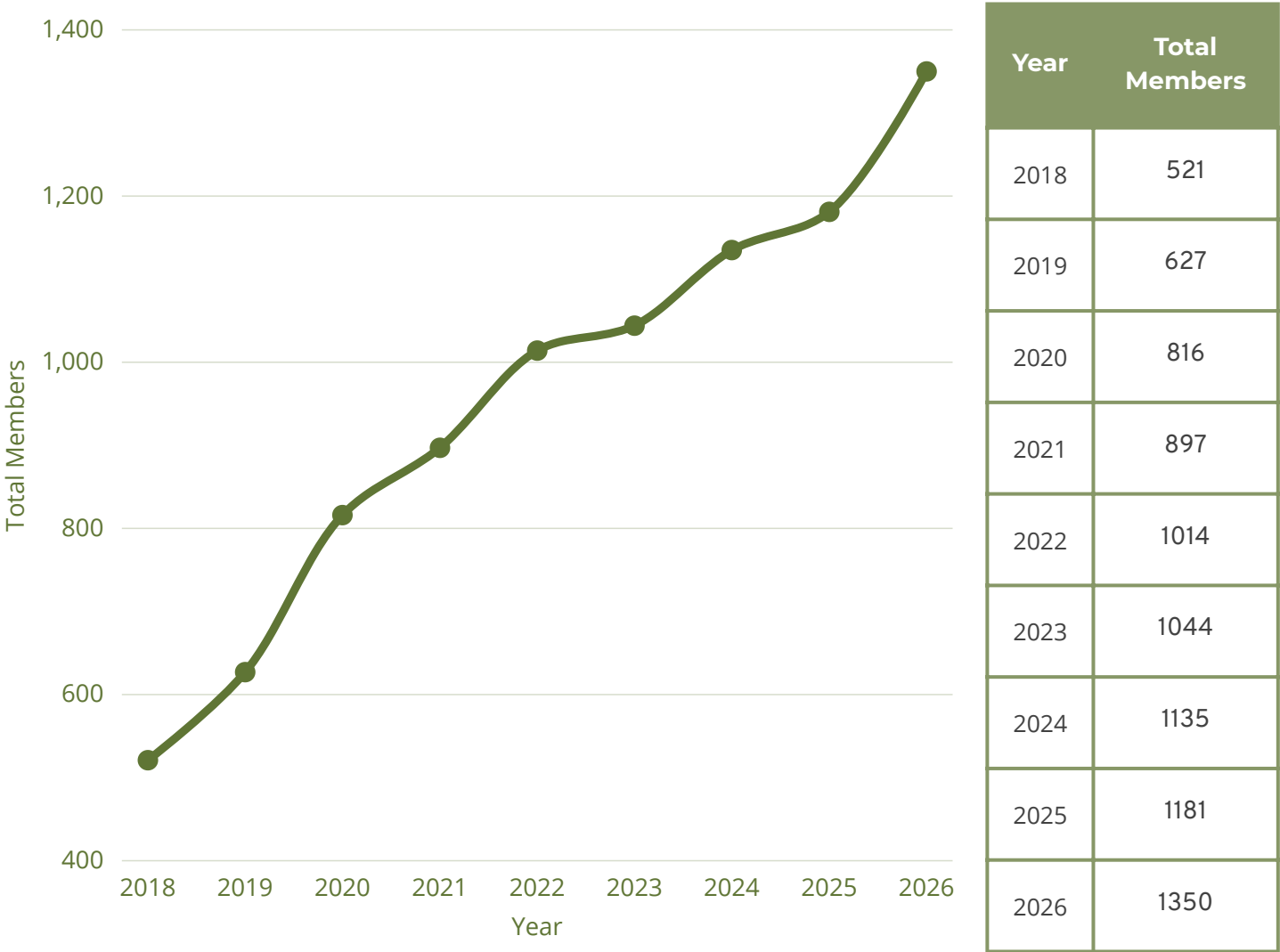
MEMBERSHIP GROWTH

By joining the Co-op, you and your community benefit. While you gain access to fresh, locally sourced and high-quality foods, you're also supporting local farmers and producers - having a direct impact on the economy, supporting local agriculture and livelihoods instead of corporations, and fostering a more resilient, connected, and healthy community.

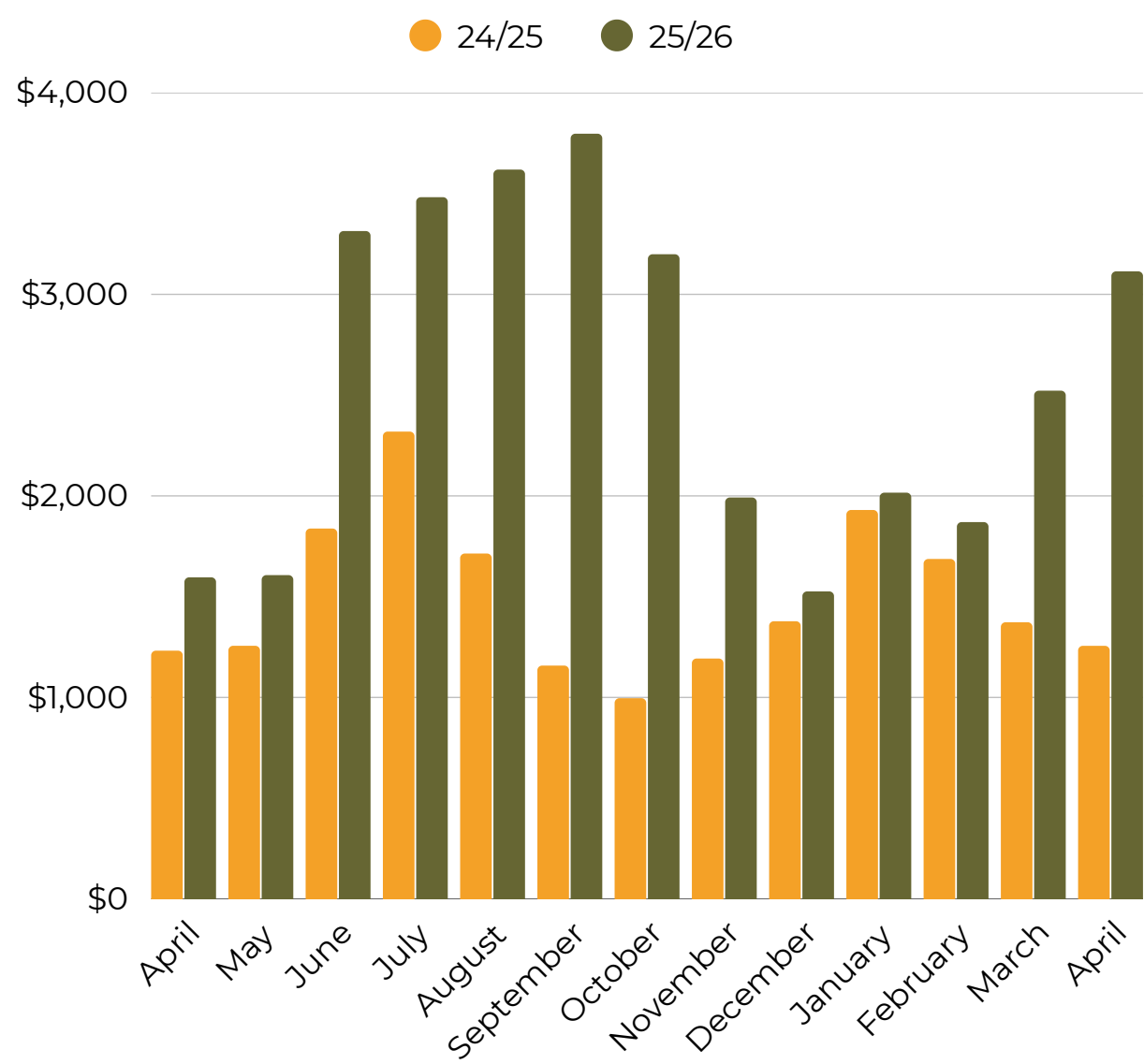
As a member-owner you have voting privileges in Co-op decisions, and once the Co-op is profitable you become eligible for patronage rebates.

Member discounts are available on selected items and volume discounts, including 2% off on all in store sales; 10% off storewide the first Wednesday of every month (exclusions include CBD, alcohol, and consignment items); and discounted participation in public programs.

For a full list of benefits visit: ticonderoganaturalfoodscoop.com/join & become a member for just \$30/year. We wouldn't be here without you.



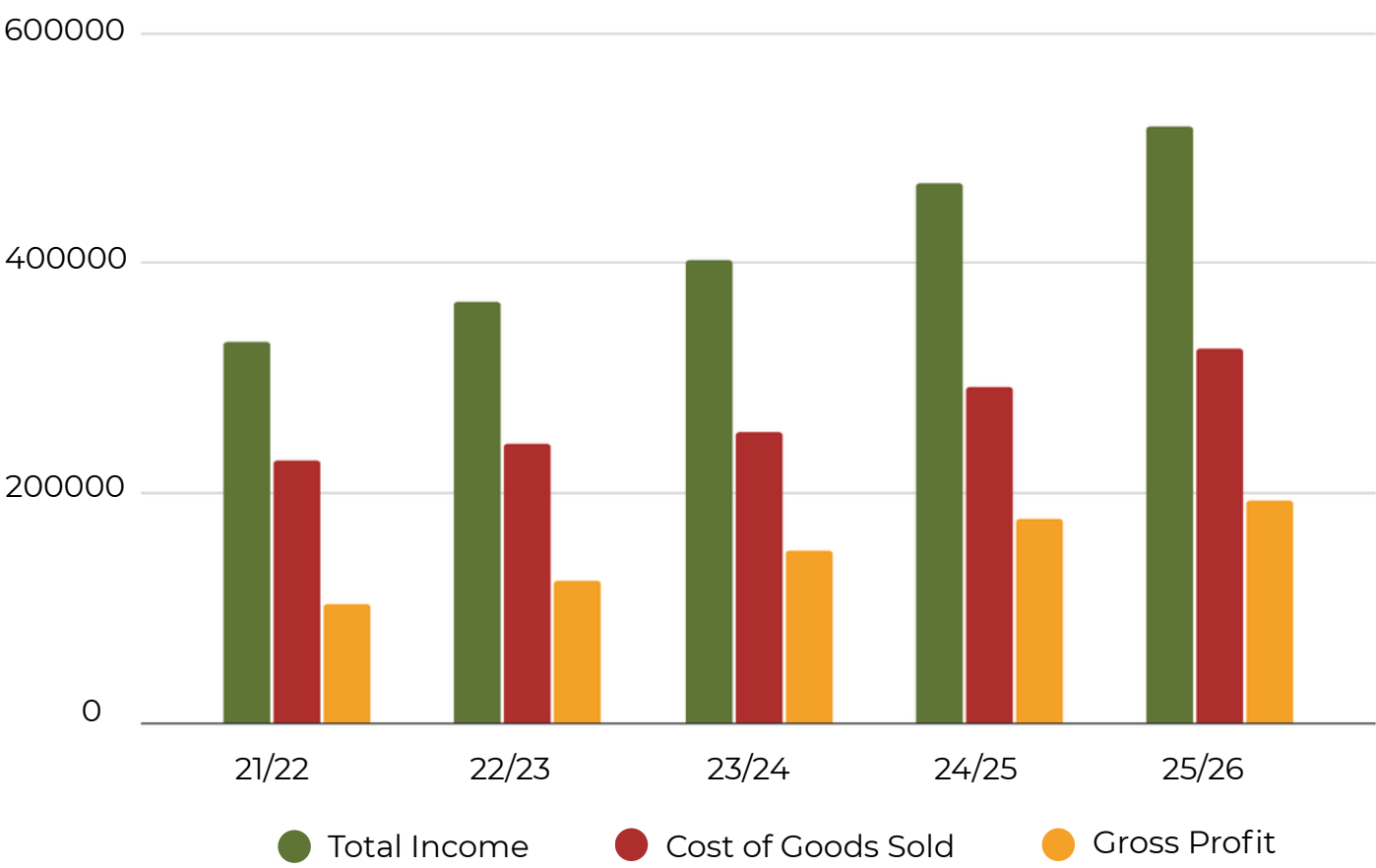
PREPARED FOODS GROWTH YEAR OVER YEAR



REVENUE YEAR OVER YEAR IN USD

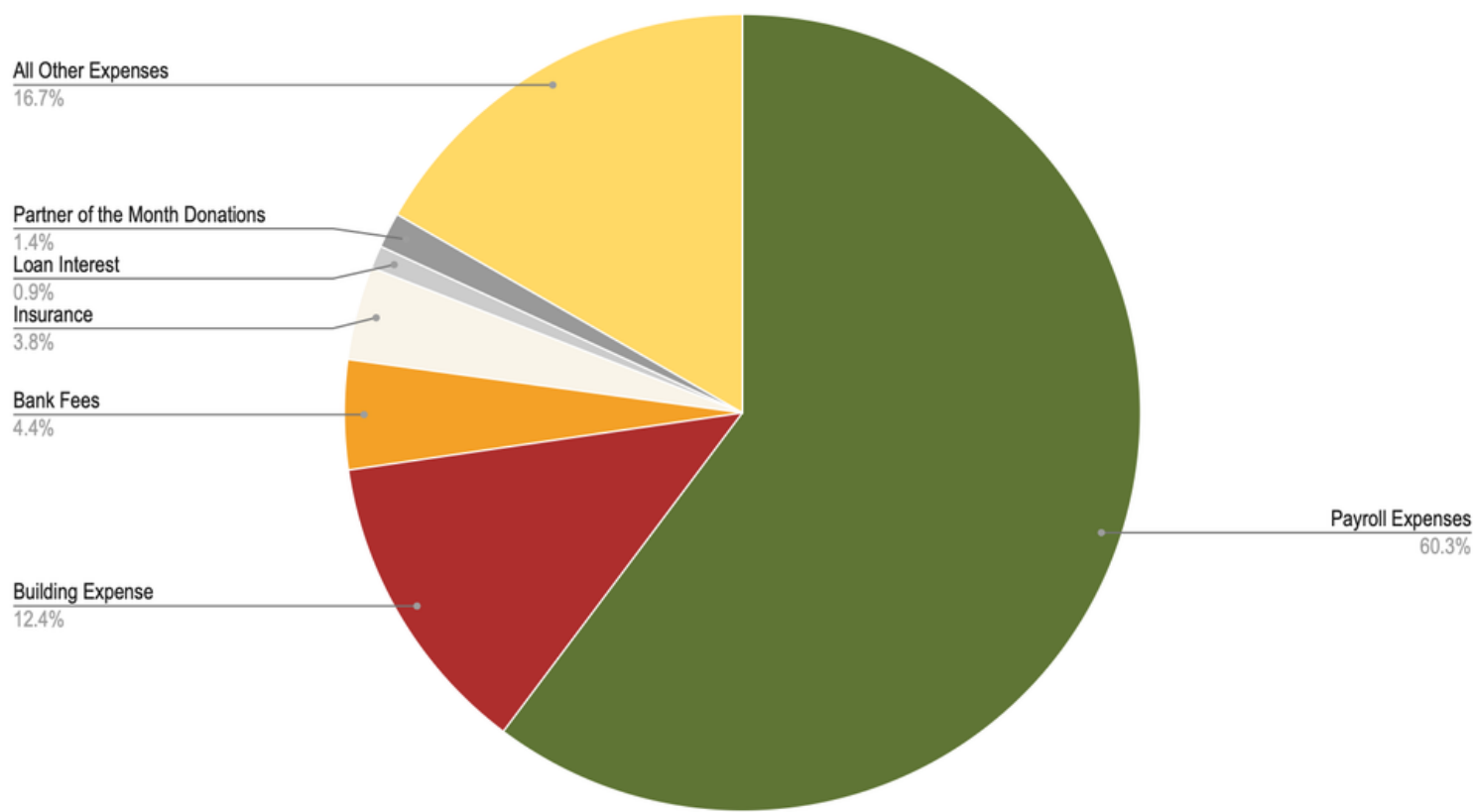
	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
2024 - 2025	1232	1596	1838	2319	1714	1158	996	1193	1378	1930	1687	1373
2025 - 2026	1256	1606	3314	3482	3619	3619	3199	1992	1526	2016	1870	2522

TOTAL INCOME, COST OF GOODS SOLD, & GROSS PROFIT

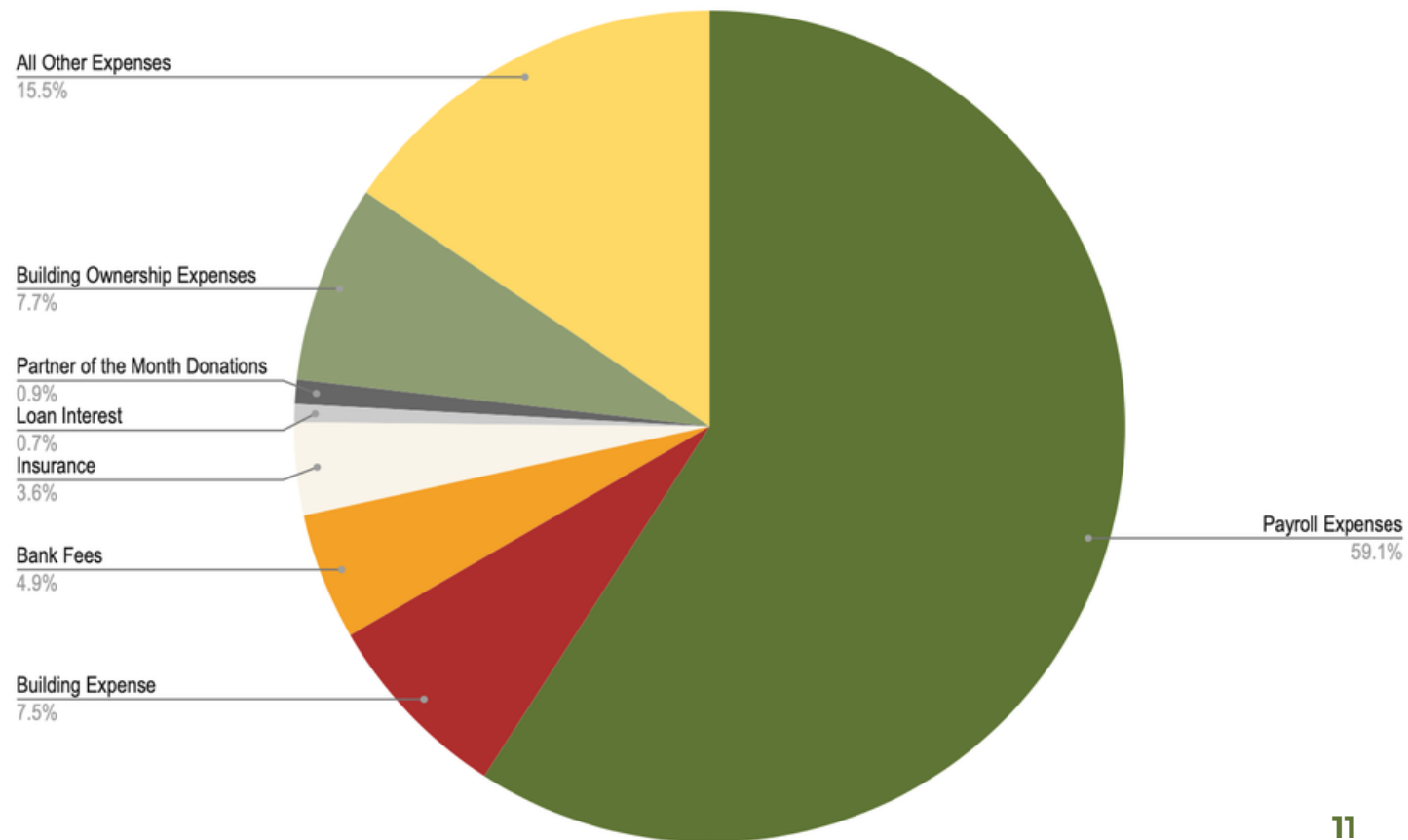


Measure	20/21	21/22	22/23	23/24	24/25	25/26
Total Income	\$437,077	\$331,389	\$366,992	\$402,491	\$469,360	\$519,270
Cost of Goods Sold	\$289,461	\$227,768	\$243,093	\$252,770	\$292,158	\$325,578
Gross Profit	\$147,616	\$103,621	\$123,900	\$149,722	\$177,202	\$193,692
Cost of Goods Sold as % of Total Income	66.23%	68.73%	66.24%	62.80%	62.25%	62.70%

FISCAL YEAR 2024 / 2025 EXPENSE BREAKDOWN



FISCAL YEAR 2025 / 2026 EXPENSE BREAKDOWN



COMMUNITY INVOLVEMENT

COOKING CLASSES

DIY Natural Household Cleaners Friday, April 4th 2025
Asian Classic Moo Goo Gai Pan with Mike Tighe April 17th, 2025
Chicken Fried Rice with Mike Tighe May 22nd, 2025
Mushroom Risotto with Mike Tighe June 26th, 2025
Hands-on Pasta-Making with Mike Tighe July 24th, 2025
Coconut Shrimp Curry with Mike Tighe August 28th, 2025
Sushi Making Class with James Beatty September 25th, 2025
Beef Bourguignon with Colin Weber February 26th, 2026
Dijon and Herb Crusted Pork Tenderloin, with Balsamic Braised Red Cabbage, and Crispy Smashed Fingerling Potatoes with Colin Weber March 26th, 2026

COMMUNITY EVENTS

Walls Between Waters Festival: June 7 2025
Street Fest: July 26
Ticonderoga Farmers Market: weekly on Saturdays from July to October
Adirondack Harvest Festival: September 20 2025
Sylvamo Health Fair: October 14 2025
Family Pumpkin Carving & Warm Apple Cider at Fireside Folk Festival: Oct 24 2025
Honey Sticks for Downtown Trick or Treat: October 31 2025
Open late for Holiday Shopping and Dining Night: December 5 2025
Lillie Valley Pulled Pork for Cheers and Cookies: December 19 2025
Chocolate Fondue for Hearts on Main: February 7 2026
Potato Leek Soup for Shades of Green: March 14 2026



COMMUNITY SUPPORT

ROUND UP PARTNER

During our Annual Gathering, the Co-op Board also accepts nominations on local causes and events to support through our Register Round-Up Program. Last year, we raised a total of \$4445.57 for local organizations, averaging \$370.56 a month.

This is something that makes us extremely proud and is a testament to the solidarity fostered when you shop local.

Month	Round Up Partner	Total Raised
April 2025	Adirondack Harvest Festival	\$234.18
May 2025	Sentinel Growers Garden	\$340.10
June 2025	Adirondack Action	\$352.70
July 2025	Cornell Cooperative Extension	\$539.61
August 2025	New Cooler for the Co-op	\$711.66
September 2025	New Cooler for the Co-op	\$444.85
October 2025	Ticonderoga Arts (Ti Arts)	\$328.32
November 2025	Ti Food Co-op Food Solidarity Fund	\$308.93
December 2025	Ticonderoga Food Pantry	\$283.57
January 2026	Ticonderoga Food Pantry	\$381.82
February 2026	Adirondack Harvest	\$233.37
March 2026	Ticonderoga Montcalm Street Partnership	\$194.39

WELLNESS PROGRAMS + OUTREACH INITIATIVES

We are proud participate in various local and statewide initiatives aimed at increasing access to healthy foods for those who need it most. Through:

- Value of Elizabethtown Community Hospital Wellness RX coupons redeemed for healthy nutritious foods: \$2582.77
- Value of fresh produce donated on a weekly basis to the Ticonderoga Food Pantry: \$1793.12
- Value of Double Up Food Bucks earned by SNAP recipients in cooperation with Field and Fork Network: \$1753.66; \$931.66 was redeemed for produce
- Value of product and memberships donated for local events and fundraisers: \$884.54 (11 memberships valued at \$330 and \$554.54 retail value products)

DELIVERY WITHIN TICONDEROGA CITY LIMITS

Call your order in by noon and enjoy convenient drop-off after 2 PM, Monday through Friday. This service is especially helpful for anyone who has difficulty getting out and about. If you or someone you know has limited transportation or could use a little extra support, we're here for you. If you live outside of Ticonderoga City limits, please call to inquire - we'll do our best to accommodate: 518-558-1414.

PARTNERSHIPS WITH LOCAL FARMERS

Through our marketing efforts we always make a point to highlight the work of local farmers and friends, and are constantly seeking local offerings to carry in our store.

In an effort to bring a bit more awareness to our community of the hard work it takes to fill our store with wholesome, nutritious foods - all year long - we've introduced a Producer Spotlight page to our website focused on highlighting stories from our local suppliers. These features are posted to our website monthly and featured in our newsletters from November to April: Daughters5 farmstand, Lillie Valley Farm, Crown Point Farm and Dairy, North Country Creamery, Juniper Hill, & Buck Mountain Maple Syrup. Read more on our website at: ticonderoganaturalfoodscoop.com/producer-spotlight



Photos courtesy of: Daughters5 Farmstead, Lillie Valley Farm, Crown Point Farm & Dairy (top row, left to right); & North Country Creamery, Juniper Hill, & Buck Mountain Maple (bottom row, left to right).

STORE RENOVATIONS

Here's how we're growing
to support **YOU**, our members.

- More welcoming and inviting store front
- Cafe space so you can enjoy a coffee or meal with friends
- Updated commercial kitchen allowing for expanded prepared food options & class offerings
- Energy efficient refrigeration to save energy and keep food fresher
- Equity for our members

April -
May '25

The Ticonderoga Natural Foods Coop applied for a NASDA Business Builder Grant through the Ticonderoga Food Coop Prepared Foods Initiative: Expanding Local & Healthy Meal Options. The grant proposal focused on significantly expanding the Coop's ability to provide locally sourced, healthy prepared food options for members and the community.

Jun -
Aug '25

In June 2025, the Ticonderoga Natural Foods Co-Op signed the DRI Grant agreement with New York State Homes & Community Renewal! The Co-Op then submitted necessary paperwork including a Contractor Bid Solicitation Plan, Insurance Certificates, Equal Employment Opportunity Policy & Statement, Vendor Responsibility Questionnaire and an Invoice Payment, Recordkeeping and Disbursement Procedure.

The Co-Op Board worked with the Cooperative Fund of the Northeast to establish a \$150,000 Line of Credit. This financing will support the up front costs of the renovation before reimbursement by the state.

In August, the Coop was notified that it had been awarded \$61,207 in NASDA Business Builder funding. The grant supports dedicated prepared foods staffing, market research to better understand member preferences, and major kitchen equipment and infrastructure upgrades to expand the coop's prepared foods program.

Sep 25
- Jan 26

Our team worked with community partner NRDC to draft a Request for Proposal for an Architectural & Engineering firm. Invitations to Bid were issued in December. The invitation was published in the Sun Newspaper and the Post Star, and it was distributed through the Ticonderoga Area Chamber of Commerce, the North Country Rural Development Coalition and the Adirondack North Country Association. At the end of January, we received 2 bids both of which were significantly outside our budgeted amount.

A board team restarted negotiations with the building owners at 109 Montcalm. After gathering information, completing an appraisal, and holding many meetings, we reached an agreement.

In January, The Co-Op became the proud owner of 109 Montcalm St. and began building relationships with our upstairs renters.

Feb -
Apr
26

The board reviewed our design and construction options for the renovation and decided to have the kitchen design completed by a specialty firm. The team prepared an RFP for a Design-Build Construction Firm. The bid notice was published in mid-May. Although over a dozen firms requested RFP details, only one firm submitted a quote. The proposal was cost prohibitive.



GOING INTO FISCAL YEAR 2026-2027

This year, the board is putting our energies towards completing the DRI renovation and some defined goals:

- Ensure We Have Satisfied, Motivated Employees
- Expand Community Customer Base (emphasis on SNAP & elderly population)
- Build Emergency Capital Fund
- Establish Co-op as Community Hub Supporting Healthy Lifestyle
- Grow Gross Receipts by 10%
- Achieve Gross Profit of 36% or better (small co-op benchmark)

GROWING EDGES

As our cooperative grows & changes, we're adapting along with it. Here are some of our growing edges:

- Managing our new role as building owner
- Reaching the lower income community in our region: pricing strategy, education, target marketing
- Adding environmental goals to our existing mission & vision
- Maximizing store space to provide more healthy product to our community

OUR BOARD OF DIRECTORS

Your TiNY Co-op Board is a group of committed community members from Ticonderoga, Eagle Lake, Crown Point, Putnam and Hague. This year we were pleased to add 4 new team members: Kip Berrick, Dr. Glen Chapman, Debbie Meier; & Adine Viscusi. Our new board members deepen our team skillset, bringing legal, health, human resource, & food system backgrounds. As a group, our skills of cooperation, commitment and openness to all persons & ideas lead our work.

This year we're sad to see Rich Strum go at the end of his term. Rich has brought us insights about community, food, a connection to Fort Ticonderoga and the greater Ti community, and a steady stream of great ideas. Rich never misses an opportunity to share what he & his family love about the Co-op. You will be missed, Rich!



Dawn Karlson
Board President



Mike Tighe
Vice President



Ash Alexander
Treasurer



Kip Berrick
Secretary



Casey King
Marketing & Communications



Rich Strum
Community Outreach



Adine Viscusi
Food System Strategy



Debra Meier
Capacity Building



Dr. Glen Chapman
Health & Wellness

OUR STAFF



Alana Desjardins
General Manager



Sue Rose



Vicky Bruce



Vanessa Crowley



Jessica Trudeau



Kylie Bowman

*We are **YOUR** TiNy but mighty Co-op!*

OUR MISSION

To be **YOUR** community marketplace for locally sourced foods & specialty products.

- Providing fairly-priced products that support a sustainable regional food system
- Supporting a healthy lifestyle
- Promoting community partnership, education & economic vitality



Visit our website: ticonderoganaturalfoodscoop.com

Follow us on Facebook and Instagram:

@TiconderogaNaturalFoodsCoop

Call us: 518-558-1414

Visit us: 109 Montcalm St, Ticonderoga, NY 12883