





Vision: A better food community - local, sustainable, connected.

We believe that we are more than just a grocery store - we are a powerful community made up of passionate, interesting and diverse people who share a connection to our community, our culture and our food.

TODAY'S AGENDA

- Welcome!
- Year In Review
- Design Update
- Treasurer's Report & Funding Summary
- Owner Loan Campaign
- Owner Growth
- Outreach & Inclusion
- Governance
- Questions & Answers





YEAR IN REVIEW



OWNERSHIP

- Owner Growth
- Monthly Info Sessions
- Successful Events
- Owner Loan Campaign

FUNDING & FINANCE

- Owner Loan Campaign, Phases I & II
- Cash Flow Forecasting
- Advantage Illinois opportunity

SITE

- Store Design Team formed
- Schematic design process
- Schematic design goals and announcement

ORG DEVELOPMENT

- GM Search
- Professional Support
- Officer Elections
- Board Development

COMMUNITY HIGHLIGHTS

Some of Our Partners Who Have Helped Us Grow



























CHICAGO



















THANK YOU...

To Our Former Board Members

Ankit Mehta

Edward Collins-Fanner Joel Morales

Kelly Hewitt

Pat Messina

Sara Dinges

THANK YOU... To Our Amazing Volunteers



Owner Loan Campaign

- Aaron Bannasch
- Allison Vraniak
- Becky Reimer
- Besan Bannasch
- Brock Auerbach-Lynn
- Bryce Sabin
- Carolyn Kessler
- Charles Dabah
- Daniel Stein (from Mexico!) Michael Zaki
- Emily Crespo
- Grant Kessler
- James Gignac,
- John Michael Rotello

- Jordan Rothschild
- Karen Jacobs
- Katie Lopes
- Katie Maxwell
- Kristin Hettich
- Lee Herman
- Malcolm Haar
- Michael Davis
- Michelle Schutz
- Pat Messina
- Rachel Ramirez
- Reuven Solomon

Site Team

- Doug Sandberg
- JD Glick
- Chris Means (building stewardship)

Finance & Funding

- Meg Glick
- Maggie Waldron

Communications

- Becky Reimer
- Benjamin Holland
- Lisa Wieczorek
- Michael Davis
- Annette Mambuca

Events

- James Gignac
- Aaron Bannasch
- Besan Bannasch
- Kelly Hewitt
- Rachel Ramirez
- Sasha Viasasha
- Steve Hasson

Outreach & Inclusion

Kayla Lane Freeman
 Becky Reimer



DESIGN AND CONSTRUCTION PARTNERS

Partners that share our values and commitment to Chicago Market's mission and vision

ARCHITECTURE

DESIGN

OWNER'S REP

GROCERY CONSULTANT Wynston Estis









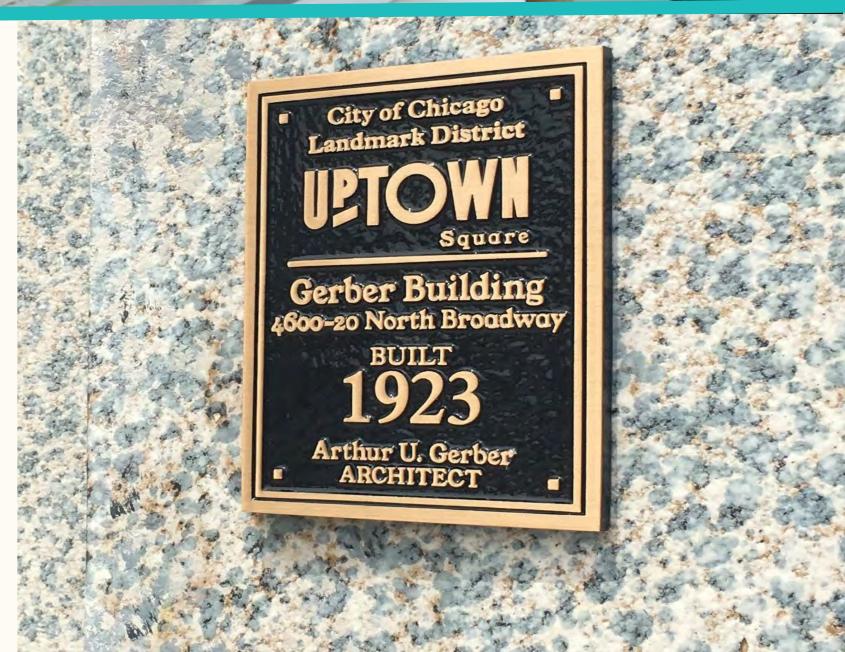




"The Chicago Market building is beautiful.

I ride the Broadway bus and I always smile when we go past it."

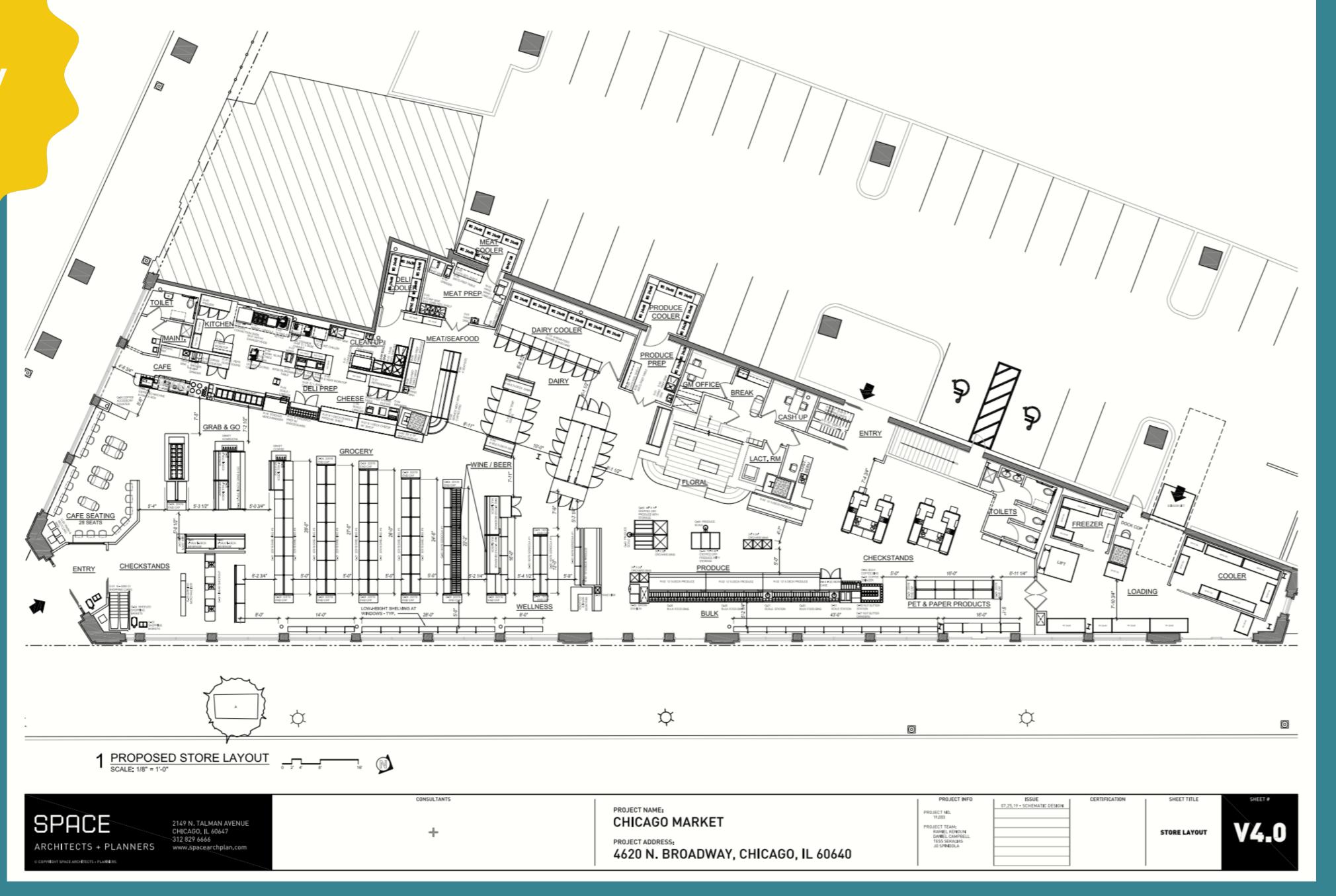
Joan, Owner #1416

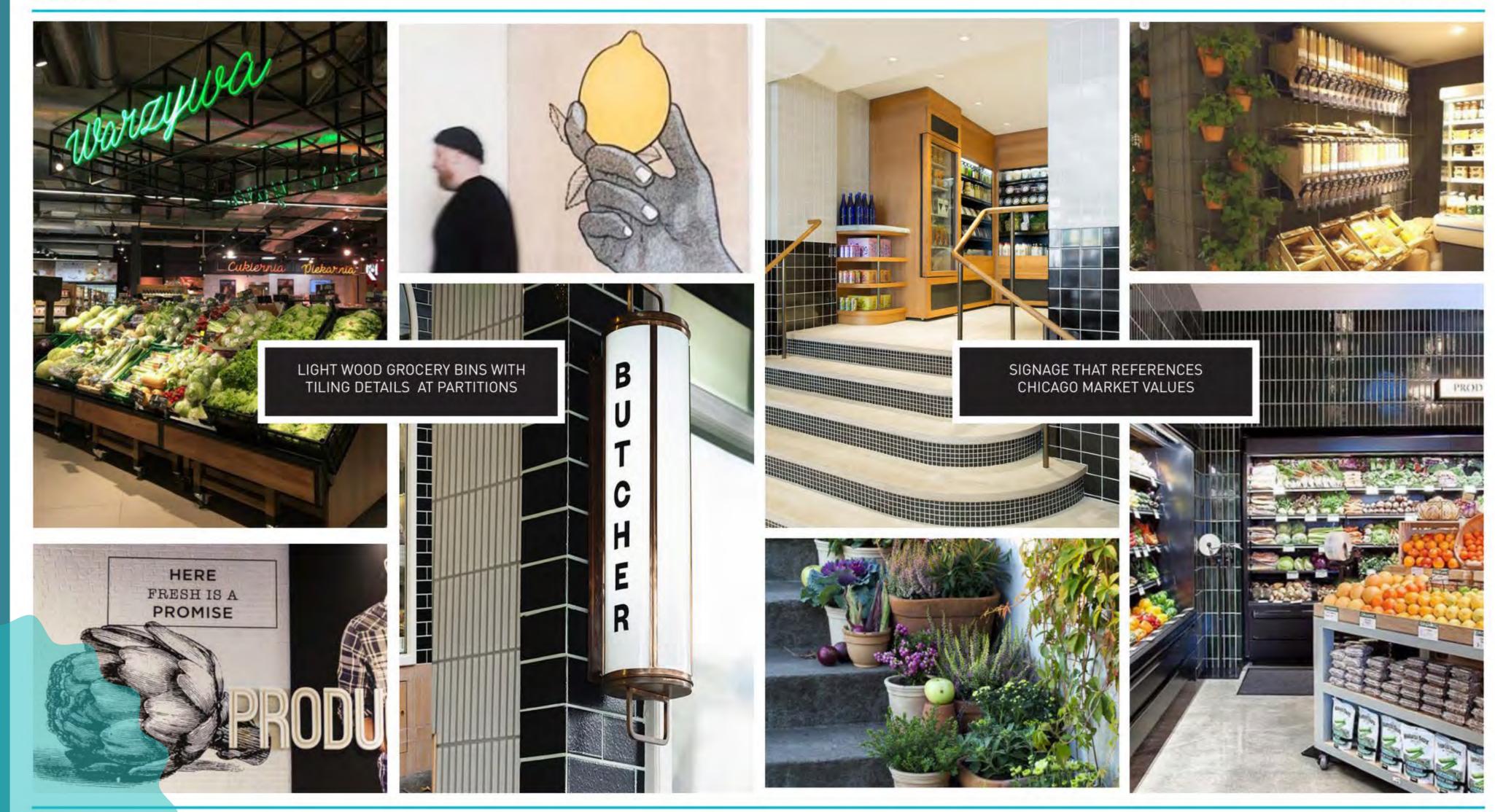




Our Site & Store Design Team meets with Space, our new architects

Our Grocery Store!











Develop schematic design plans with more detail: equipment, mechanical, electrical, plumbing requirements; interiors concepts, toward production of permit documents

Establish firm cost estimates for the store buildout and equipment installation. Continue relationships with selected general contractors.

Continue with stewardship of building, working with community as needed.

Solidify approvals with the CTA



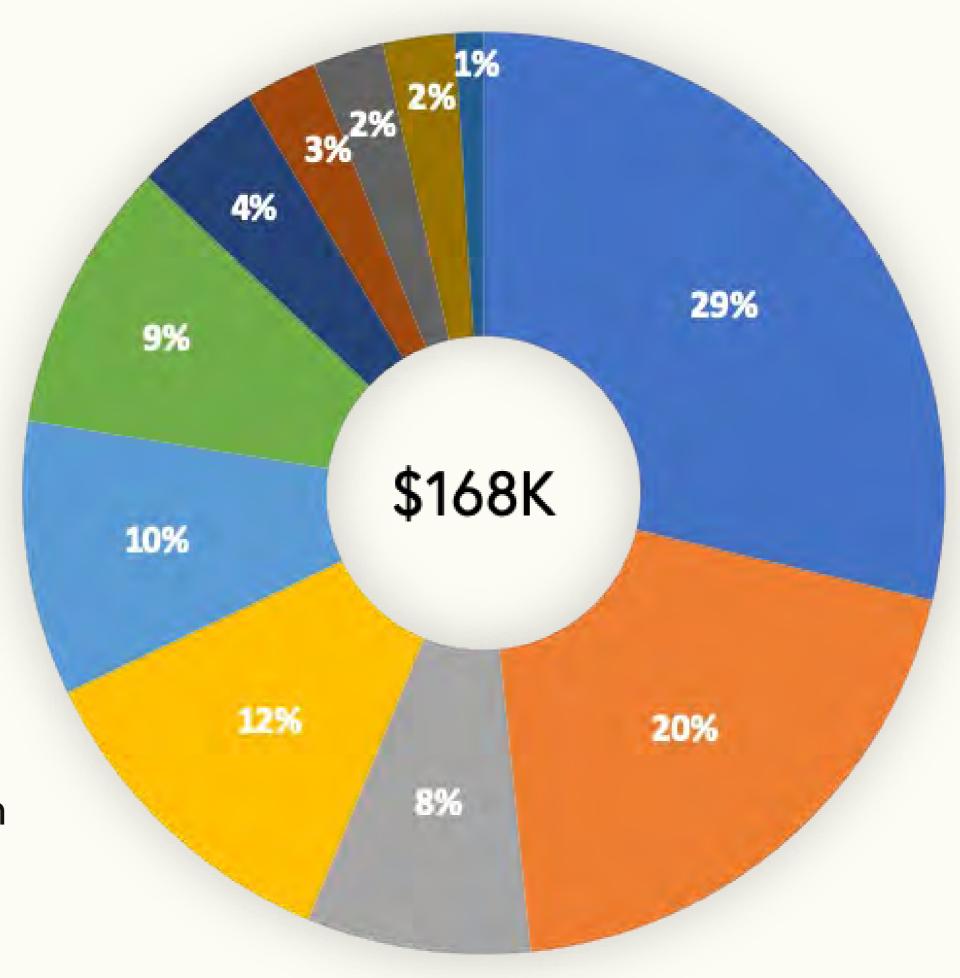
2018-2019 Fiscal Year Expenses

Expenses

 Most of the expenses were for design and planning the buildout and steps to get the store open

Key Takeaways:

- 1. Limited income from merchandise sales and administrative fees until store is open.
- 2. Expenses are being funded through Owner Equity and Owner Loans
- 3. The Board is working hard to keep expenses to minimum while moving the project forward.



- Architectural Professional Services
- Co-op Advisory Professional Services
- Store Design Professional Services
- Advertising, Marketing and Event Participation
- Fundraising Professional Services
- Other Administrative Expenses
- Gerber Site Related
- Bank and Credit Card Expenses
- Insurance
- Board & Governance
- Accounting Professional Services

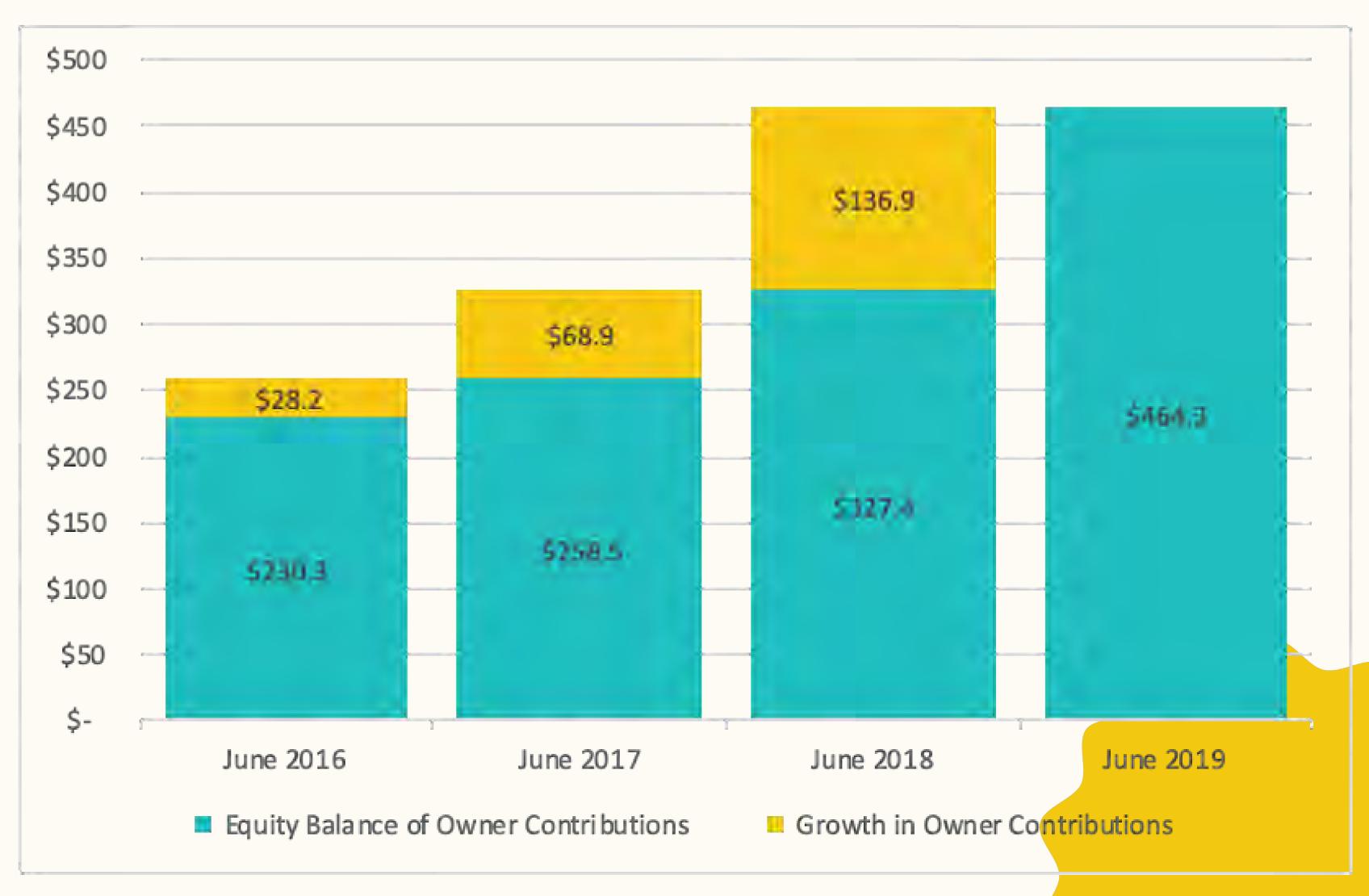
Chicago Market Annual Ownership Growth

Equity Increase in 2018: \$136.9K (200% increase in owner growth compared to 2017-2018)

Total Equity: \$464.3K

Key Takeaways:

Positive year for Owner equity growth, but we need to continue to aggressively increase Ownership



Numbers on chart in thousands of dollars

FUNDING THE STORE

Getting to \$6 million

How do we fund the store?

Owner Equity (12%)

Owner Loans (17%)*

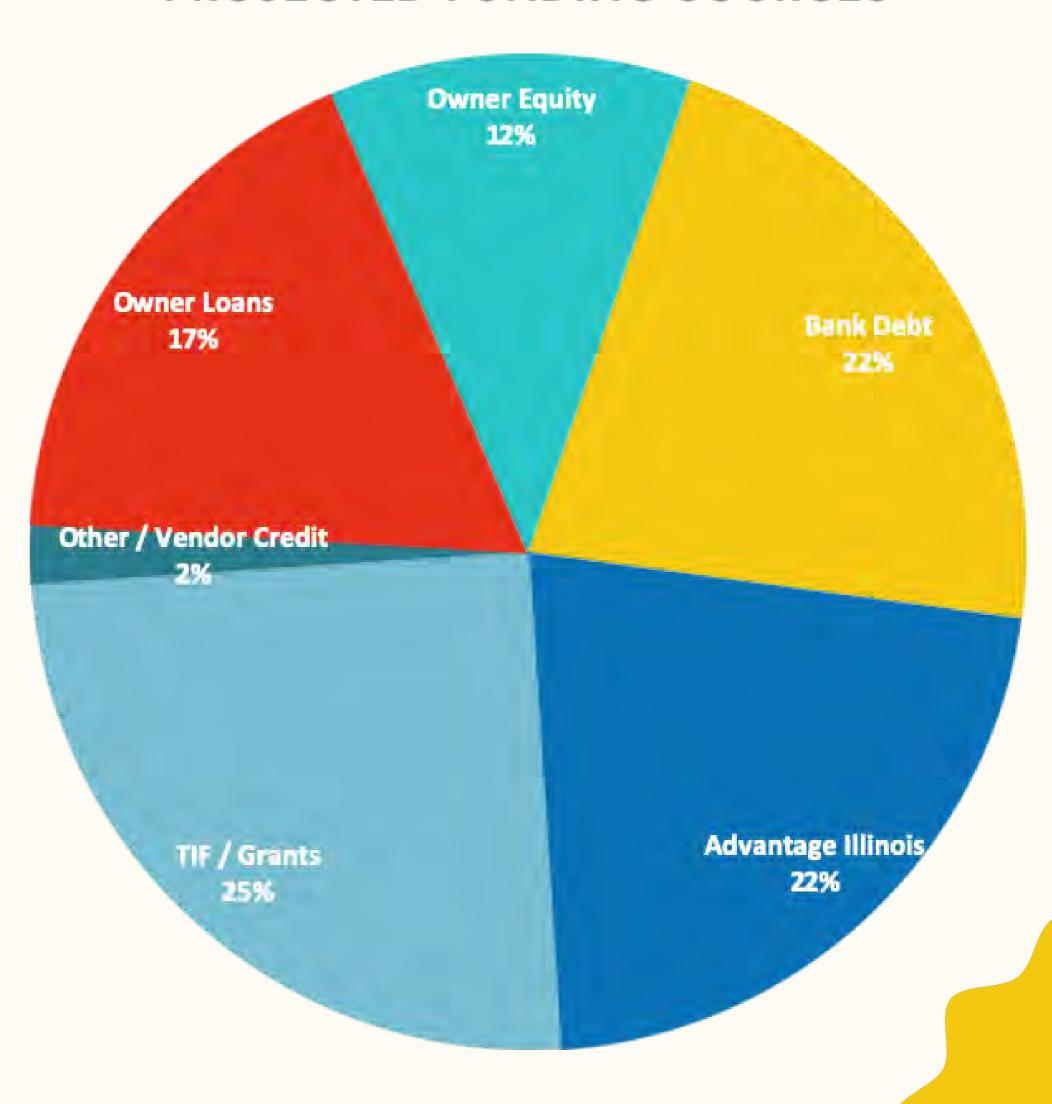
Bank/CDFI Loans (22%)

Advantage Illinois (22%)

Tax Incremental Funding / Grants (25%)

Other / Vendor Credit (2%)

PROJECTED FUNDING SOURCES



Advantage Illinois



Illinois Department of Commerce & Economic Opportunity

OFFICE OF BUSINESS DEVELOPMENT

The Standard Participation Loan Program (PLP) is designed to enable small businesses in Illinois to obtain medium to long-term financing to help grow and expand their businesses. State participation is subordinated to the lender and has a below market interest rate. The motivation for the program is to create additional jobs in Illinois.

- Bank or CDFI underwrites the loan
- Advantage Illinois provides funding up to least of \$1.5M, \$25% of the total project, or 50% of loan
- Funding may be used for many purposes, including but not limited to:
 - Start-up costs and working capital
 - Equipment and inventory
- Purchase, construction, renovation, or tenant improvements of an eligible place of business



Owner Loan Campaign

What is it?

- Owners directly capitalizing the Co-op
- Tried-and-true method of modern Co-op funding
- More social investment than speculative investing
- Align our investment with our values and live out our commitment to the principles that compelled us to become Owners in the first place!

How does it work?

- Only Owners make long-term personal loans to the Co-op
- Varying competitive interest rates (0-4%)
- Paid back by the Co-op's financial success (6-13 years)
- Average loan is just under \$5,000



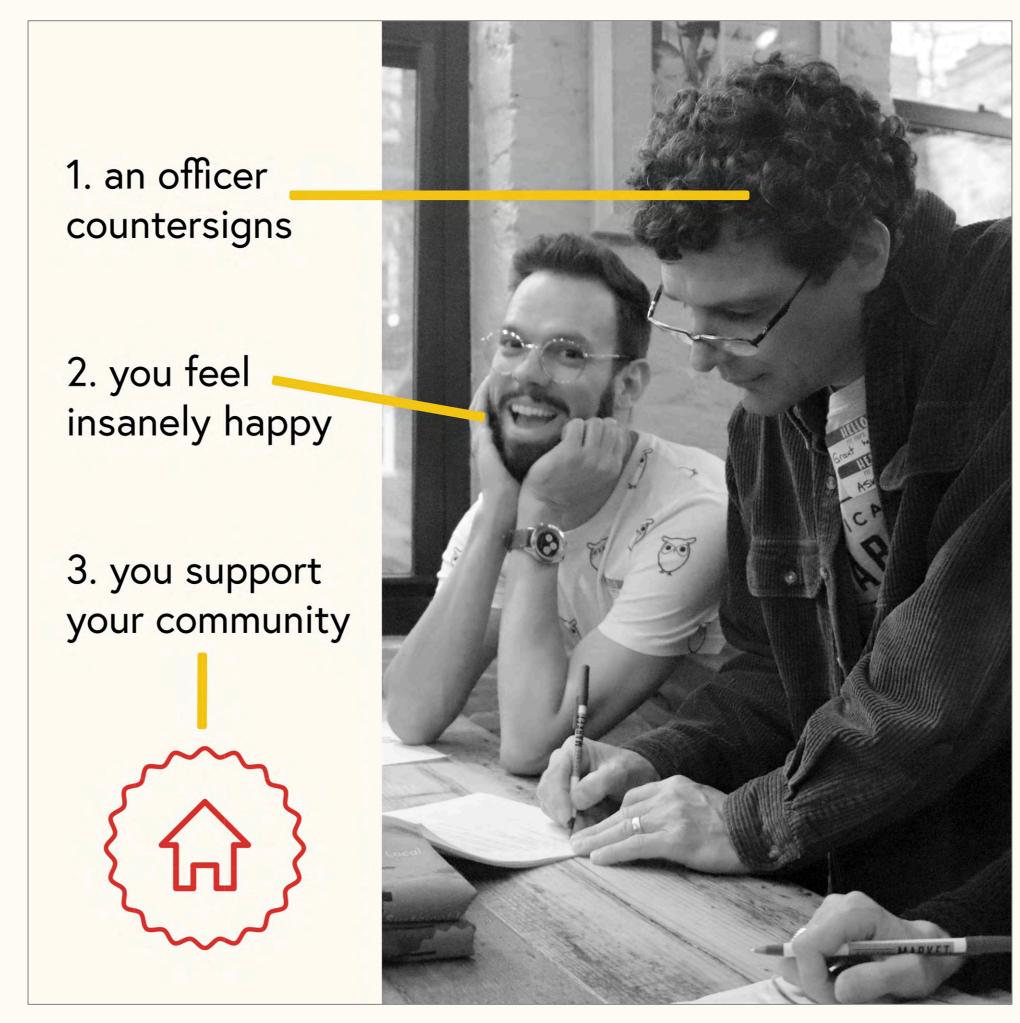
OLC Phase 2 Summary

- \$628,000 total funds raised toward our funding goal of \$1.8M
- 135 number of Owners who loaned (this is only 8% of our Owners; the national average for co-op capital campaigns is 20-25%)
- 3 number of Owners who loaned twice!
- \$4530 average loan size (the national average is \$5000)
- 57 the number of new Owners who joined us during this phase



Three things happen when you make a loan to your Co-op...











"We are pleased to be lenders to, as well as Owners of, Chicago Market. We want this to become a reality, and felt the only way that would happen is if we all step up to demonstrate our support."

- Owners Liz Siegel & Greg Jacobs

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Thank you to all our Phase I and Phase II OLC Lenders!







1 / 1 () OWNERS AS OF TODAY

OWNER GROWTH

CH MKT

2017:

Gained 115 Owners Ended Year at 993 Owners

2018:

Gained 427 Owners (a 271% increase over LY!) Ended Year at 1,420 Owners

2019:

Gained 290 Owners YTD (67% of LY total)
Goal for year end = 2,000

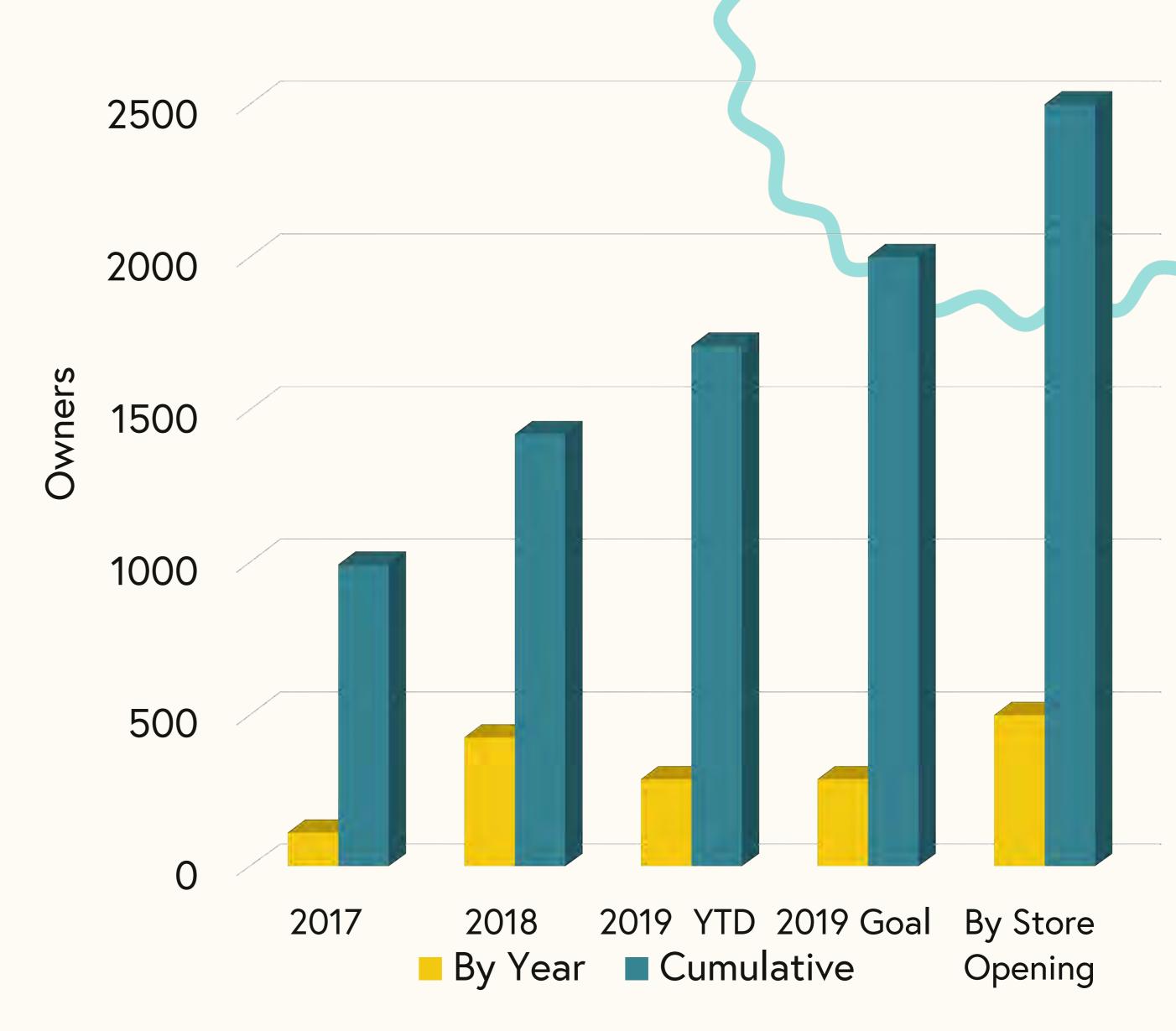
Task Ahead:

123 days left in 2019 290 more Owners to reach goal

2.35 New Owners Per Day!

Goal for Store Opening:

2,500 Owners by Store Opening 815 more Owners to reach that goal





2,0000

OWNERS BY THE END OF THE YEAR!

CH M

Chicago Market Needs You!

CH MKT

WHAT YOU CAN DO TODAY

- ✓ Commit to becoming an engaged Owner / Volunteer
- √ Host a Targeted Info Session / House Party
- ✓ Ask your friends, neighbor, barber, first-cousin-once-removed to become an Owner
- ✓ Join our Marketing and Owner Recruitment / Engagement team and help us plan and execute events
- ✓ Pledge to invest in your Co-op by making an Owner Loan



Outreach & Inclusion Team

Working to make Chicago Market:

- ✓ inherently and intentionally welcoming
- ✓ hospitable to a wide range of marginalized identities
- ✓ well aware of the landscape and needs in our community
- Ownership available, affordable, and achievable to those with economic challenges
- a transgender and gender non-conforming affirming establishment



BOARD CANDIDATES



Ben Henke, Bob Kunze, Isaac Emerson, Navid Afshar



Richard Stacewicz, Sarah Kircher, Sebastian Rojas, Seth Harrop

Written candidate statements are posted online and will also be included with voting inst<mark>ructions.</mark>

VOTING MECHANICS



- ✓ Each Owner of Record (one primary Owner per household) will receive an email after this meeting with a **link to vote** using your unique Owner number.
- ✓ You will be able to vote for up to six candidates.
 We will maintain a board of 15 directors.
- ✓ If you don't receive your email ballot, or need to update your email address, please reach out to us at board@chicagomarket.coop





KEY POINTS & TAKEAWAYS



VOTE

Board members

RECRUIT

- House Party
- Targeted Info Session
- Share on social!
- Talk to friends

VOLUNTEER

- Owner growth
- Events
- Leadership role
- Board role

FUND

Owner Loan Campaign

OUR ROAD AHEAD SOME UPCOMING MILESTONES

We have some critical steps and goals coming up in the next year that will help determine the success of this project.

- Reach Owner Growth goal of 2,000 Owners by the end of the year
- Raise the remaining funds needed from Owners to complete our portion of the funding required and secure financial backing
- Complete our store's schematic and interior design, complete our construction drawings, obtain pricing and construction estimates, gain CTA (landlord) approval, and obtain appropriate permits
- Work with the CTA to remediate the moisture in the basement
- Hire a General Manager

All these things will impact our opening date!



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ACOMMUNITY

