

TPSS Natural Foods
TAKOMA PARK SILVER SPRING COOP



2025 ANNUAL REPORT

WE'RE
★ BACK!
TPSS CO-OP
GRAND
REOPENING

CONTENT



- ABOUT TPSS CO-OP** 3
- LETTER FROM THE PRESIDENT OF THE BOARD** 4
- 2025 FINANCIAL REPORT** 5
- LETTER FROM THE GENERAL MANAGER** 7
- NEWS FROM OUR DEPARTMENT MANAGERS** 8
- YEAR AT A GLANCE** 9
- LOCAL VENDORS** 10

ABOUT TPSS CO-OP

MISSION STATEMENT

Takoma Park Silver Spring Co-op promotes healthful living by offering wholesome food, high quality products, and community resources in clean, friendly cooperative grocery stores...that you can own!

LOCATION & CONTACT

201 Ethan Allen Avenue
Takoma Park, MD 20912
301.891.2667
www.tpss.coop

BOARD OF REPRESENTATIVES

Contact your Board of Representatives at board@tpss.coop



President
Elizabeth Teuwen
Term Expires: 2026
418 Circle Avenue
Takoma Park, MD 20912
Co-Executive Director,
Montgomery County
Food Council



Vice President
Orly Keiner
Term Expires: 2025
416 Boston Ave
Takoma Park, MD 20912
Owner, HouseMouse Books
and Vintage



Treasurer
Bob Gibson
Term Expires: 2027
9 Pine Avenue
Takoma Park, MD 20912
Retired Energy Writer
and Consultant



Secretary
Kopal Jha
Term: 2026
810 Colby Avenue
Takoma Park, MD
20912
Scientist



James Gibson
Term Expires: 2025
219 Manor Circle
Takoma Park, MD 20912
Stay at Home Father



Sheila Rieser
Term Expires: 2027
319 Boyd Avenue
Takoma Park, MD 20912
Retired civil servant



Margaret Morehouse
Term Expires: 2026
501 Elm Avenue
Takoma Park, MD 20912
Organizational
Development Consultant



Mary Arimond
Term Expires: 2027
207 Dogwood Avenue
Takoma Park, MD 20912
Retired nutrition researcher



Mandilyn Beck
Term Expires: 2025
719 Erie Ave
Takoma Park, MD 20912
Food Systems

MANAGEMENT TEAM

General Manager: Mike Houston
Store Manager: Hussein Choteka
Assistant Store Manager: Mherete Belhu
Community Engagement Manager: Chloe Thompson
Finance Manager: Yodit Gebremeskel
Human Resources Manager: Irene Cox
Information Technology Manager: Eddie Brosnan
Beer & Wine Manager: Min Kim
Front End Manager: Kija Rashid
Grocery Manager: Joao Carlos Vieira
Produce Manager: Mauricio Pineda
Refrigeration Manager: Edwin Zarate
Wellness Manager: Jane Batt

LETTER FROM THE PRESIDENT OF THE BOARD

DEAR CO-OP MEMBERS AND FRIENDS,



This past year has been one of significant change, both at TPSS Co-op and within our wider community. At the Co-op, the most visible transformation has been a physical one. Following a full-scale remodel, and a grand reopening last November, the store now feels larger and more welcoming. Reactions from members and shoppers have been overwhelmingly positive. The 18-week

remodel was not without the typical challenges of a project of this scale, but shoppers were able to continue enjoying their Co-op experience thanks to an innovative solution from our General Manager, Mike Houston. He created a fully functional grocery store using a tent originally purchased for COVID-era curbside sales. Mike's ingenuity was nationally recognized this spring when TPSS received the Consumer Cooperative Management Association's Cooperative Innovator Award. We are grateful for Mike's creativity, his steadfast concern for staff well-being, and his dedication to keeping the Co-op at the heart of our community.

While the remodel had a planned impact on our overall profitability, our sales have rebounded and, together with our strong reserves, leave us well-positioned for the future. At the same time, changes in the broader community remind us that to thrive, we must remain diligent, resourceful, and resilient.

We were reminded this summer why resiliency matters. When a system-wide outage at UNFI, the country's largest natural foods supplier, disrupted deliveries industry-wide, many area stores struggled to keep shelves full. Thanks to our network of secondary and local suppliers, TPSS was able to keep most departments well-stocked, ensuring our members could continue shopping with minimal disruption and underscoring the cooperative model's ability to weather unexpected challenges.

Partnerships with community organizations remain central to our work, particularly in these times of fear and uncertainty for so many in our community. We continue to support Small Things Matter, whose weekly food distributions remind us that great need persists in our own

backyard. In collaboration with Crossroads Community Food Network, we continue to offer double-up benefits to SNAP recipients, increasing access to fresh, healthy produce for those most affected by economic challenges.

In 2025, we also focused on strengthening our membership base. Our new member drive far exceeded expectations, providing an opportunity for more community members to share in ownership, voice, and decision-making. Each new member not only invests in local food, sustainability, and equity, but also helps ensure the Co-op's long-term stability and impact.

Your Board of Representatives has devoted a significant portion of the past year preparing for a second location expansion. We have taken a measured approach by reflecting on lessons from past expansion efforts, consulting with other cooperatives, engaging outside experts, and updating our Ends Statement to provide clear strategic direction. With feedback from membership, our new Ends Statement articulates the Board's vision for the future: maintaining an innovative, community-focused, and financially sustainable cooperative that offers healthy, ethically produced products; expanding opportunities for local farmers, producers, and cooperatives - especially those historically underrepresented; and fostering a welcoming culture of openness, belonging, and respect.

In April, the Board adopted a resolution confirming that our due diligence supports further exploration of a second location and authorizing management to proceed with the next phase of study, including site feasibility, financial modeling, funding strategies, and community engagement. Expansion is not a foregone conclusion; the Board will only move forward based on a sound financial foundation and strong community support. This winter, we look forward to engaging directly with our members through focus groups and conversations, so your ideas, concerns, and aspirations can help shape this important process.

We are deeply grateful to our members for your ongoing support, engagement, and trust. It is your commitment that makes TPSS Co-op a vibrant, enduring mainstay in our community.

Yours in cooperation,

Elizabeth

Elizabeth Teuwen
Board President

2025 FINANCIAL REPORT



TREASURER'S REPORT

BOB GIBSON, TREASURER



I am pleased to report that the TPSS Co-op ended its fiscal year 2024-25 in June with very healthy reserves and an excellent long-term financial outlook.

We did experience an anticipated loss in the past year due to the closing of the store for the remodel and a move to a smaller tent operation for three months, during which our sales were only 25 to 30% of normal. We also experienced a short-term disruption once back in the store as a result of emergency water line repairs.

We were able to complete the remodel without having to take on debt, thanks to sound management, significant cash reserves to draw on, and a fully reimbursed \$500,000 state grant awarded in 2017. The investment made by the Co-op in construction and new

equipment will serve TPSS for many years to come. The highly efficient electrical equipment, including new refrigeration, has already yielded significant monthly savings on our utility bills.

The last quarter of fiscal year 2024-25 produced a very strong balance sheet, with a significant rebound in sales thanks to increased patronage following the renovation. In the months since the close of the fiscal year and this month's annual meeting, our sales have remained strong, to the point where TPSS did not experience much of the typical summer lull in shopping. Our expenses have remained in line with the budget during these months.

We continue to maintain a debt-to-equity ratio that is well above industry standards and enjoy ample cash reserves.

2025 FINANCIAL REPORT

YEAR END FINANCIAL STATEMENTS

YEAR END: JUNE 30, 2025

Income Statement

	FY 2024 7/1/2024- 6/30/2025	FY 2025 7/1/2023- 6/30/2024	Change
Sales	\$7,304,103	\$10,016,670	\$(2,712,567)
Other Income	26,547	32,615	(6,068)
Less: Cost of Goods Sold	(5,057,647)	(6,943,315)	1,885,668
Gross Income	2,273,003	3,105,970	(832,967)
Interest income	66,946	113,547	(46,601)
Total Net Revenues	2,339,949	3,219,517	(879,568)
Expenses			
Personnel Costs	2,225,535	2,213,493	12,042
Occupancy	352,262	294,877	57,385
Operating Costs	307,186	290,420	16,766
Administration / Other	165,679	122,219	43,460
Marketing & Outreach	28,865	22,251	6,614
Governance	72,710	82,825	(10,115)
Total Expenses	3,152,237	3,026,085	126,152
(Loss) Gain before Interest, Taxes,			
Depreciation & Amortization (EBITDA)	(812,288)	193,432	(1,005,720)
Less: Depreciation	129,406	3,082	126,324
(Loss) income before Interest & Taxes (EBIT)	(941,694)	190,350	(1,132,044)
Income tax expense	108,900	56,000	52,900
Net (loss) income	\$(1,050,594)	\$134,350	(1,184,944)

Balance Sheet

Assets	30 June 2025	30 June 2024	Change
Current Assets			
Cash	\$632,197	\$2,564,323	\$(1,932,126)
Certificates of Deposit	1,000,720	999,810	910
Inventory	271,045	189,061	81,984
Other Current Assets	111,205	582,740	(471,535)
Total Current Assets	2,015,167	4,335,934	(2,320,767)
Net Fixed Assets	1,666,400	120,299	1,546,101
Operating lease - right of Use Asset	892,305	963,241	(70,936)
Other Assets	230,347	354,484	(124,137)
Total Assets	\$4,804,219	\$5,773,958	(969,739)
Liabilities & Equity			
<i>Liabilities</i>			
Current Liabilities			
Trade Debt	301,544	225,836	75,708
Other Current Liabilities	199,532	175,679	23,853
Operating lease liability, current	70,745	68,100	
Total Current Liabilities	571,821	469,615	102,206
Operating lease liability, noncurrent	821,492	892,238	
Deferred compensation, noncurrent	9,000		
Total Non Current Liabilities	830,492	892,238	
Total Liabilities	1,402,313	1,361,853	40,460
<i>Equity</i>			
Member Paid-in Capital	1,210,789	1,170,394	40,395
Donated Capital	324,800	324,800	
Retained Earnings	1,866,317	2,916,911	(1,050,594)
Total Equity	3,401,906	4,412,105	(1,010,199)
Total Liabilities & Equity	\$4,804,219	\$5,773,958	(969,739)

LETTER FROM THE GENERAL MANAGER



IN PREPARING TO WRITE

this letter I was rereading my notes from a document I kept throughout the course of our remodel project. There were plenty of details I remembered well, and others I had already forgotten nearly a year later. One particular

passage jogged my memory from an episode late in the project that briefly threatened to set us back significantly.

For about 2 hours I was in an outright panic that work which was already completed would need to be removed and done again. As happened so many other times in the project however, our partners saved the day. Reading my notes and remembering those two hours, I remember our architects, construction team, and engineers all leapt into action to clear up what was ultimately a misunderstanding.

Every aspect of the remodel, which was the largest project our Co-op had undertaken since moving to Takoma Park in 1998, required a team. The staff undertook the unprecedented step of learning to run a grocery store out of a tent 7-days a week. The Board of Representatives provided project oversight and updates to the membership throughout the summer and fall. Dozens of subcontractors worked in concert with our architects and engineers to ensure that we would have a store that would serve this community for many decades to come.

Every small step along the way required so many different people working together towards the same goal. Our member-owners and shoppers are included in that group as you supported the tent operation and the Co-op with your

patronage both during and after the project. I'm truly grateful to everyone who helped make this remodel a success.

As we've discussed at our member meetings, the remodel was the first phase of our strategic plan to invest in the future of our Co-op. My attention has now turned to the early steps in exploring opening a second location of TPSS. While we don't yet know where that second location will be, we do know it will be important to help our Co-op remain strong. The grocery business is constantly changing, and competition in natural foods is as stiff as it has ever been. In order for our Co-op to remain a model employer and asset for our community, we need to have a strong base of business.

I know from the way our Co-op and our community stepped up during this remodel that you'll be prepared to do the same during an expansion project. Bringing TPSS to a new community and helping to expand our impact will be a tremendous opportunity. While the conventional grocery business continues to consolidate, we need to take every opportunity to expand the cooperative economy. While profit driven corporations continue to extract from our economies, cooperatives are places of resilience and nourishment.

Thank you for the continued opportunity to serve you, I'm excited for the next step in our Co-op's history.

Mike

Mike Houston
General Manager

NEWS FROM OUR DEPARTMENT MANAGERS



BULK The Bulk Department has continued to be your one stop home for package-free shopping. We've brought in new options and worked to make sure shoppers know they can bring their own containers for bulk items.



HR We are grateful to be back in our beautiful, renovated store! The staff are doing a great job keeping our store clean and amazing. This year, we have had quite a few rockstars join our team as temporary and part-time staff, and then they became regular full-time staff. We are thankful to have them on our team!



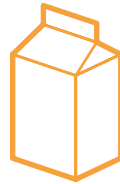
PRODUCE This year, we welcomed two new Produce Stockers, Norris and Majid, to the team. They have been fantastic additions, and customers frequently compliment their friendly and helpful service. We are also continuing our commitment to prioritizing local produce. We receive fresh local and organic produce from Lancaster Farm Fresh Cooperative three times a week plus other local small farmers.



WELLNESS Since the remodel, the Wellness Department has blossomed again, with new shelving and a mix of old and new products. Our Smoothie, Digestion, and Herb Sections have expanded. Recyclable cardboard packaging and local entrepreneurs are featured.



BEER & WINE The Beer & Wine Department is happy to welcome Min Kim as our new manager. We have successfully optimized our inventory turnover rate through more data-driven ordering, reducing holding costs while keeping our most popular items consistently in stock. Looking ahead, our goals include expanding our selection of sustainable, local and organic products to meet growing customer demand.



GROCERY The Grocery Department is very busy. After remodeling, the aisles are better lit, helping customers to find items on the shelves. Best-sellers this year are snacks, chips, MyDel Gluten-free Cookies, and Field Day Cookies at bargain prices. We have brought in local Garden Super Brew coffee alternative and Good Time Coffee.



IT The IT department has worked to make sure our systems are functioning and that we're ready for the future. We've done work after the remodel to make sure our point of sale system and checkout lanes are as efficient as possible.



FRONT END Since the reopening after the remodel, customers have consistently shared how beautiful and spacious the store looks. The updated layout Front End layout has created a more open and welcoming atmosphere, making checkouts smoother and more enjoyable. This year, we've seen an increase in new membership, with many shoppers expressing a stronger sense of connection to the Coop. Member-owners in particular have been especially appreciative of the improvements, noting that the store feels even more like a community space. This positive energy and feedback we've received reflect the success of the remodel and the continued dedication of our Front End team.



FRIDGE Since the remodel we've continued working hard to serve the community. Since November 6th when we reopened the store, we have plenty of room to give our customers the best selection of local food, drinks, and snacks.

YEAR AT A GLANCE

REMODEL

TPSS underwent some changes this year! Our 18-week remodel project began in July 2024 and the store reopened on November 6th. The project helped to fix our floors, roof, lighting, electrical systems and HVAC. We added new shelving, energy efficient refrigeration and freezer cases and new registers. The new layout has been a big hit among our member-owners and shoppers. During the remodel, TPSS operated out of a tent in the parking lot where we sold groceries, produce and select wellness items.

COMMUNITY ENGAGEMENT

This was a big year for community engagement. During the summer when we were in the tent, we stayed connected with members via cooking classes, community events and frequent updates about the project. Once the store reopened, we kicked into high gear with new programs like ukelele classes and Co-op book club. We held a foraging walk to identify what is and isn't safe to eat in the wild. The second year of our Co-op Film Festival in collaboration with Rhizome DC was a huge success. We held a member drive in March and got 277 new members in one month! Lastly we were recognized for our remodel project with the Cooperative Innovation Award at the CCMA Conference in May. What a year!

HIGHLIGHTS

★ SNAP FRESH CHECKS

The Co-op contributed \$63,129 to our Fresh Checks program which doubled fresh fruit and vegetable spending for customers paying with SNAP. This was an increase over 2024 despite being in the tent for 4 months!

★ EARTH DAY 2024

11,000 lbs of food waste diverted to the compost stream this year

★ SPONSORING THE CROSSROADS FARMERS MARKET

★ PARTNERING WITH SMALL THINGS MATTER TO FEED FOLKS IN TAKOMA PARK



CO-OP OWNERSHIP

460

NEW OWNERS



11,657

OWNERS

\$40,394

NEW OWNER EQUITY



\$1,535,588

TOTAL OWNER EQUITY

PARTNERING WITH 198 LOCAL VENDORS IN 2025

15 HYPER LOCAL VENDORS

3 Stars Brewing Company	Bete Ethiopian Cuisine	Jiga Sweets	PUSH Services Shea Butter
Anxo Cidery	Denizens Brewing Co.	La Pasta	Silver Branch Brewing Co
Artisan Wellness Incense	Everlasting Life	Olive Tree	Soupergirl
Astro Lab Brewing	Health Neurotics	Purple Mountain Organics	

183 LOCAL VENDORS WITHIN 150 MILES

67 Naturals	Eat Pizza	Kija's Textiles	Shepherd's Health
7 Locks Brewing	Eat the Change	Kime's Cider Mill	Shiloh Farms
8 Myles	Elder Pine Brewing	Lancaster Farm Fresh Coop	Sho Nuf Turkey Farm
Aellen Brothers Farm Brewery	Ester's Granola	Lauren Hill	Skin Can Do
Albert's Organics	Ever Bar	Licking Creek Bend Farm	South Mountain Creamery
Alderfer Eggs	Evolution Craft Brewing Company	Linganore Winecellars	Southern Exposure Seed Exchange
Asmar's Mediterranean	Farmer Focus	Locust Point Farms	Sticky Fingers
Athletic Brewing Co	Fells Point Meats	Lone Oak Farm Brewing	Stoney Point Farm Market
Atlas Brew Works	Feridies	Mad Magic Kombucha	Summer Creek Farm
Aufschnitt Meats	Firehook Bakery	Manor Hill Brewing	SunNeen
Baguette Republic	Flying Dog Brewery	Maryland Honey Company	Sweet and Natural
Baltimore Baked Goods	Franklin Farms	Mason Dixie Biscuits	Sweetkiwi
Believe N Bread	Fresh Baguette	Mastiha Bakery	The Common Market
Beyond Body Butter	Freshly Made Fudge	McCutcheon's Farm	The Long Acre
Black Flag Brewing	Full Tilt Brewing	MeatCrafters	The Vegetable Garden
Black Rooster Food	G Formula Herbs	Michele's Granola	The Winery At Olney
Black Viking Brewing	Garden Spot Distributors	Mike Tabor	Thibaut-Janisson Winery
Blind Dog Cafe	Golden Barrel	Minta's Magic Beauty Co	Troegs
Blue Nile Botanicals	Good Time Health	Moorenko's Ice Cream	True Pop
Blue Ridge Bucha	Grandma G's	Mrs. Kaufmann's Coffee Cakes	True Respite Brewing Company
Blueberry Bill Farms	Gravel & Grind	Nagadi Coffee	Tsiona Foods
Bold Rock	Greek Table	Nana's Cocina	Tuscarora Organic Growers
Boordy Vineyards	Green Acres	Nature's Yoke	Ula Tortilla
Broodjes & Bier	Green Meadows	Nepenthe Brewing Company	Union Craft Brewery
Brookeville Brewing	Greenjar Smoothies	New Trail Brewing	Union Kitchen
Canela Bakery	Guess What's Poppin'?	Nisani Farm	Up In Arms Deodorant
Capital Baking Company	Guilford Hall Brewery	North Bay Trading Company	Uptown Bakers
Ceremony Coffee	Gunter's Honey	Noumena Products	Vegetable Garden
Charm City Meadworks	Harmony Creek Farm	Nurture Greens	Veggie Confetti
Checkerspot Brewing	Harrisburg Dairies	Ohm Nutritionals	Vegheaven
Chesapeake Bay Roasting Company	Haus of Sauce	Oliver Brewing Company	Virginia Fresh
Chocotenango	Heavy Seas Beer	Olney Winery	Wadels Farm Wagon
City-State Brewing	Heba's Health Foods	Orchid Cellars Mead	Walker Wilma Bakes Cakes
Claudia Gonzalez	Hex Ferments	Oscar Sushi	Washington Homeopathics
Clear Skies Meadery	Honest Tea	Outer Aisle	Whisked!
Coastal Sunbelt Produce	Honey's Banana Bread	Para Hita	Wild Bay Kombucha
Compass Coffee	Hummingbird Farms	Peabody Heights Brewery	Wilma Bakes Cakes
Crooked Crab Brewing Company	Idiom Brewing	Pinsa Love	Zamen Restaurant Inc.
Cured and Crisp	Ingrid's Bakery	Port City Brewing Company	Zeke's Coffee
Dad Strength Brewing	Ivy City SmokedHouse	Potomac Sprout Company	
Dallas Popcorn	IZAR's Natural Products	Potomac Whole Foods	
Danisas Fresh Flowers	Jailbreak Brewing Company	Rainforest Distribution	
DC Brau	Jar Goods	RaR Brewing	
DC Vegan Catering	JB's Organic Foods	Raven Beer	
Dodah's Kitchen	Jehovah-Jireh Farm	Raw Bliss	
Dogfish Head Brewery	Joy Bliss Raw	Rosendorff's Bakery	
Duclaw Brewing Company	Key Brewing	Safta's	
Dutch Touch	KHAMSA	Shafa Blends	



SHOP IN-STORE 8AM - 10PM

SHOP ONLINE [TPSS.COOP/SHOP](https://tpss.coop/shop) PICK UP 9AM - 7PM