

Co-op Support

QUICK REFERENCE GUIDE

Food Co-op *initiative*



YOUR CO-OP	Very Small	Small	Small - Medium	Medium - Small	Medium	Medium - Large
RETAIL FT ²	less than 2,000	2,000 - 3,000	3,000 - 5,000	5,000 - 7,000	7,000 - 9,000	more than 9,000
YEAR ONE SALES	less than \$800,000	\$500k - \$2M	\$2M - \$3M	\$3M - \$4M	\$4M - \$5M	\$5M - \$10M
TYPICAL OFFERINGS	Limited selection of conventional or natural groceries, fewer hours of operation.	Adequate selection in all key departments, regular hours, and some paid staff	Adequate selection in all key departments, limited prepared foods, regular hours, paid staff.	Good selection in all departments, prepared foods, some specialized inventory and services.	Diverse selection, strong prepared foods, may have other service department (bakery, meat).	Extended product and service offerings, significant economies of scale.
ORGANIZING SUPPORT	FCI	FCI	FCI	FCI	FCI	FCI
FEASIBILITY & PLANNING SUPPORT	FCI	FCI, CDS Consulting	CDS Consulting	CDS Consulting	CDS Consulting	CDS Consulting
IMPLEMENTATION SUPPORT	FCI	FCI, CDS Consulting	CDS Consulting, NCGA DC	CDS Consulting, NCGA DC	CDS Consulting, NCGA DC	NCGA Development Co-op
POST OPENING SUPPORT	Limited	CDS Consulting	CDS Consulting, NCGA	NCGA	NCGA, NCGA	—

Note: FCI services are free, CDS Consulting is fee for service, NCGA Development Co-op is contractual with deferred payment from future sales

* if accepted for membership

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Year One Sales	less than \$800,000	\$500k - \$2M	\$2M - \$3M	\$3M - \$4M	\$4M - \$5M	\$5M - \$10M
Typical Offerings	Limited selection of conventional or natural groceries, fewer hours of operation.	Adequate selection in all key departments, regular hours, and some paid staff.	Adequate selection in all key departments, limited prepared foods, regular hours, paid staff.	Good selection in all departments, prepared foods, some specialized inventory and services.	Diverse selection, strong prepared foods, may have other service department (bakery, meat).	Extended product and service offerings, significant economies of scale.
Organizing Support	FCI	FCI	FCI	FCI	FCI	FCI
Feasibility & Planning Support	FCI	FCI, CDS Consulting	CDS Consulting	CDS Consulting	CDS Consulting	CDS Consulting
Implementation Support	FCI	FCI, CDS Consulting	CDS Consulting, NCGA DC	CDS Consulting, NCGA DC	CDS Consulting, NCGA DC	NCGA Development Co-op
Post Opening Support	Limited	CDS Consulting	CDS Consulting, NCGA	NCGA	NCGA, NCGA	—

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Sales Potential

