
CHICAGO MARKET

A COMMUNITY

CO
OP



Annual
Report
2017.

VISION

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

MISSION & PURPOSE

We are building a better food community. Powered by our Owners, we create and strengthen local food connections that are honest, accessible, educational and inspiring. We are a cooperative grocery store -- but more than that, we're a gathering place and vibrant community resource.

VALUES

- 1. Relationships.** Relationships are the core of our food community. We cultivate partnerships and community among our Owners, shoppers, vendors, local businesses and organizations, chefs, restaurants, our city and our neighborhood. Further, we regard our farmers, manufacturers, producers and employees as valued members of our community.
- 2. Ownership.** Democratically led by our Owners, Chicago Market's success depends on the participation of each member of our community through Board and committee work, volunteer engagement, participating in the annual Owners meeting and electing our Board. Founded on and operating by the core cooperative values and principles, we provide our community voice to build a democratic and equitable food community that has the power to change the local food landscape.
- 3. Sustainability.** We support and promote sustainable agriculture: careful resource use and environmental and economic sustainability. We incorporate these principles in everything we do, including our Purchasing Values, store design and operations. We want to make buying decisions that are both sustainable for the co-op but also for the suppliers and employees with whom we work.
- 4. Accountability.** Chicago Market is accountable to our Owners, employees, vendors, community and environment. We commit to fair labor standards, honest and financially responsible business practices, transparent communication and continual improvement based on our community's feedback. We provide transparent information about who produced your food and how it was produced, so you can decide what you feed yourself and your family.
- 5. Joy.** We share a passion for connecting with others over food that makes us feel great. Our facilities, events and programs inspire and educate; they celebrate and incubate local food producers and new ideas. Chicago Market is a joyous place to shop and work, and gather in community.

CHICAGO MARKET

Purchasing Values

We do business with farmers, food manufacturers, distributors and vendors who share our values.

We are delicious

We have a passion for great-tasting foods.

We are transparent

We buy from suppliers who are transparent about their sources and production methods.

We are sustainable

We source organic and sustainably farmed and manufactured products.

We are local

We source from the breadth, depth and variety of Midwest food.

We are socially responsible

We build relationships with vendors whose business practices support the environment, the community and fair labor.

We are yours

Our purchasing values reflect the values of our community.

Our honest food community is dynamic and constantly learning. We are always striving to meet our values better.

A Message from Chicago Market's Board President

Looking back at the past year, the thread I see is an exploration and a firmer understanding of what differentiates **Chicago Market – A Community Co-op** from other businesses.

One difference is that our Annual Report begins with the previous two pages. We can be proud that our business is guided by a **Vision, Mission & Purpose**, and our **Purchasing Values**, rather than the simple need for extractive profit. We are a regenerative business, committed to our Owners and our community.

We also 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. We are building something special and unique together. Like any business, it's taking a lot of hard work to get to our goal, but we believe the result and rewards will make it worth such a huge effort!

Another difference? Chicago Market is YOURS. Chicago Market exists solely because *you* make it happen. That is a powerful difference, and you should be proud to be part of it.

We've had an exciting and busy year, ranging from our ongoing Pop-Up Markets to some changes in our Vision, Mission & Purpose to community building and finally to our recent bid for the Wilson Station building. Read on to get the details of your co-op's strong progress toward opening.

We hope you'll join us at future Board meetings, get involved in committees, volunteer on projects or at events, or talk to your networks about becoming part of Chicago Market. As you know, our timeline and our success are dependent on three factors coming together: Ownership growth, site selection, and funding. We believe our 943+ Owners can accomplish each of these to make our better food community a reality: local, sustainable, yours.

Grant Kessler

Year at a Glance

Vision, Mission & Purpose

The Board adopted a new Vision, Mission & Purpose statement in early 2017. As powerful and important as our original Mission and Vision statement was, we began to notice there were places it could be improved, and realized that it was time for an evolution of that guiding document. The Board met for a day of visioning and discussion in the fall of 2016 that was designed to dig into what the differentiating features and services of our store would be.

As we worked at that project, we found ourselves also discussing the values of our store and of our community. We realized our Mission and Vision did not speak enough to the values of **Ownership**, the idea that we are all responsible for the success and health of our community business. Nor were we sufficiently emphasizing **Relationships**, **Accountability** and even the **Joy** that we feel in sharing connection and food experiences with each other.

We left excited and in agreement that there was a path toward a better foundational document to guide us, and by early spring, we agreed on the new version you see on page one of this report.

Like our Purchasing Values, this core mission drives our actions, decisions and behavior as an organization. For example, it will drive the guidance we provide to our future General Manager. It will guide hiring criteria for employees; it will inspire store features. Even ahead of our store's opening day, it puts a finer point on our purpose: what we're aiming for, what unites us and gives us shape, what our values are as a community and an organization.

Owner Growth

We've welcomed 106 new Owners to Chicago Market since our last Annual Meeting in August of 2016. This brings us to a total of 943 Owners.

Events

Our event planning volunteers work tirelessly to produce a variety of events throughout the year. These events serve multiple purposes. They are a gathering place for our community: everyone wants the store to open yesterday, but in the meantime, we can come together over shared meals, book club gatherings and Co-op Pop-Up Markets. They are also a recruiting tool, as people considering Ownership need to connect with the real people behind the Market, and our events give us that opportunity. They strengthen our bonds with the non-Owner community, as we are able to serve the needs of farmers and

producers who connect with our shoppers at Pop-Ups, and we donate to non-profit organizations and give them the opportunity to table with us. Also, they are really fun!

We hosted 4 Co-op Pop-Up Markets this past year, two in Uptown, one in Roscoe Village and one in Ravenswood. The Pop-Ups attracted a total of 900 visitors – connecting shoppers with the kinds of farmers and vendors who will eventually be represented in our store. Thirty-three vendors and seven community organizations participated. Two more Pop-Up Markets are planned for the fall of 2017, one on October 7 (at the Swedish-American Museum in Andersonville) and one on November 18 (at the All Saints Church in Ravenswood). Pop-Ups help us donate food to our friends at Care For Real, Ravenswood Community Services and Lakeview Pantry. Speaking of Lakeview Pantry, they've just begun donating use of their beautiful meeting room to us for our Board meetings.

We also hosted a Knowledge Swap this spring where Owners taught Owners how to make kombucha and bread, how to do quick office yoga, how to understand Bau biology in your home, and the essentials of essential oils. And thanks to our continued partnership with the country's largest consumer co-op, REI, we arranged a Movie & Popcorn screening of *Food Patriots*, a film about making changes in your food choices by producer Jeff Spitz who himself is a Chicago Market Owner.

In our ongoing effort to grow community and welcome new Owners to Chicago Market, we also hosted numerous Ownership Information Sessions throughout the year. And as part of our bid process for the Wilson Station, we felt it important to share information with the broader community, so in addition to our Owner information session about the Wilson Station, we organized two community meetings. All these were designed to welcome community input and garner support for our proposal to the CTA.

Learning from the co-op community

Three of our Board members attended Up and Coming, Up and Running (UCUR), the annual co-op conference where members of start-up co-ops from around the country gather to learn from co-op experts, consultants and each other. Held in Milwaukee and hosted by one of the nation's most successful co-ops, Outpost Natural Foods, UCUR provided our board with essential tips and expertise to face upcoming challenges. We saw case studies about other co-ops, learned more about store design and financing, and learned how to deal with potential problems. We also made connections with other start-up co-ops all over the country, and were pleasantly surprised to see that Chicago Market is well known in this community.

We were also reminded recently that it's good practice to be transparent with Owners about their rights and responsibilities on our website. To that end, we've created a new

page on our website that clarifies that for Owners and hope you'll familiarize yourself with it at chicagomarket.coop/ownerrights

USDA Local Food Promotion Grant

We applied this year for a \$36,000 grant from the USDA Local Food Promotion Program to be used for the costs of consultants and designers, including an updated market study, during our pre-construction phase. We submitted our application in March and we are expecting to hear by the end of September.

Uptown Chamber Member

We are proud to say we've become members of Business Partners, The Chamber for Uptown. The Chamber worked closely with us on our Wilson Station bid and we felt it was an important step for Chicago Market as we work to align ourselves with supportive organizations within the community.

Agreement with Back on My Feet

Chicago Market is committed to the idea that we'll employ locally, that when people in the neighborhood walk into the store, it feels like it is theirs. To that end we've partnered with Back on My Feet, a non-profit organization that works within Uptown to support the homeless using a running-based model that restores confidence, strength and self-esteem. We've signed a Memorandum of Understanding that commits us to working together when it comes time to hire employees.

Wilson Station RFP Submittal

Our big news this year is that we submitted a bid for a site at the Wilson Red Line Station (the Gerber Building)!

The CTA announced an open RFP (request for proposals) process, which we had been anticipating and preparing for. Once we evaluated the RFP, the Board voted to submit a bid. We had a very short two-month window in which to research lease rates and details, garner public support via open meetings and our online Petition, garner community organization support via direct conversations and meetings, ask our architects to do some conceptual drawings and write a compelling case that the CTA should choose us. With the collaboration of more than half the board and Owner Maggie Waldron, as well as the help of Alderman James Cappleman, Uptown United and other local organizations, we submitted our bid on June 9, 2017.

With the support of Alderman Cappleman, we also submitted a packet of information to Mayor Emanuel and to the Deputy Mayor, Andrea Zopp, to garner their support. We've included this packet at the end of this Annual Report, as it gives a good summary of our

bid. The bid document itself remains confidential while we're still in negotiations with the CTA.

As part of this process, we were advised that our outreach to public officials (both for the Wilson Station but also for TIF funding anywhere) represents lobbying, so two of our Board members, Grant Kessler and Greg Berlowitz, registered with the city as lobbyists.

Thanks to Owners Michael, Benjamin and Malcolm, we also released a terrific new video during our bid process, which helped to garner interest and support for our bid for the Wilson Station.

The press was kind to us as well. Our bid for Wilson Station and the community support for that bid was covered by the Chicago Tribune, DNAInfo, Chicagoist, Outside the Loop Radio, and we appeared on the AWSM Comedy podcast.

Community support for our bid was very strong. More than 2400 people signed our Petition. Organizations and individuals submitted more than 45 letters of support, and we received signed documents from five funding institutions who are our primary potential lenders. We included all of this in our bid, and we hope to show that no other potential tenant has as much support from the community as Chicago Market.

Thank you to the following organizations for supporting our proposal:

Aldermanic Support

46th Ward Alderman James Cappleman
48th Ward Alderman Harry Osterman
47th Ward Alderman Ameya Pawar
44th Ward Alderman Tom Tunney

Uptown Organizations

Asian Human Services
EZRA
ONE Northside
Peterson Garden Project
Truman College
Business Partners, The Chamber for Uptown
Uptown United

Community Organizations

Andersonville Chamber of Commerce
Back on My Feet
Care For Real
Chinese Mutual Aid Association

FamilyFarmed

Greater Ravenswood Chamber of Commerce
Green City Market
Heartland Alliance
Inspiration Corporation

Lakeview Pantry

Ravenswood Community Services
Test Positive Aware Network (TPAN)
Walt Disney Magnet School PTA

Neighborhood Associations and Block Clubs

Buena Park Neighbors Association
Buttercup Park
Dover's Street Neighbor's Association
Graceland Wilson Neighbor's Association
Margate Park Block Club

Local Business Support

A World Class Concierge Service
Baker Miller

Everybody's Coffee
Cedar Street
Hazzard Free Farm
Katherine Anne Confections
Lonesome Stone Milling
Meliora Cleaning Products
My Chocolate Soul
Next Bites
Seedling Fruit
Smack Dab

Spence Farm
The Shift
Third Coast Birth
Uptown Arts Center
Uptown Management Group, LLC
Zero Waste Chicago

We should be proud of our work.

Proud that when we reach out to farmers for letters of support, one of them goes to the trouble of editing our template text and adding some pretty amazing thoughts of her own:

"I have lent my support in my presence, time and money to other "local foods" projects, coops etc. in the Chicago region and have been disappointed in their commitment to real local producers. I have heard this from other farmers and consumers so it is not a rare occurrence to use local farmers to promote a project, pull on the heart strings of consumers raise lots of money and then it's back to business as usual leaving a wake of consumers, suppliers and farmers distrustful and disillusioned.

That said... it means a lot that I am writing this letter. I have been astounded by the commitment of Chicago Market Coop. Their attention to a business philosophy that truly serves the desires of the consumer and the needs of the suppliers and farmers is SECOND TO NONE.

[...]I fully support Chicago Market. Chicago Market is a leader in the local-food movement."

- Andy Hazzard, Hazzard Free Farm

What's on the Horizon?

Site Selection

We hope to hear soon whether we're chosen for the Wilson Station site, but the Chicago Market Site team is not waiting; they are pursuing other opportunities also in order to move progress forward for your co-op one way or another.

If Chicago Market is chosen for the Wilson site, there will be a lot of rapidly moving projects to pursue:

- We'll partner with our real estate attorney and our real estate broker, Sperry Van Ness, to work through full lease negotiations with the CTA.
- As lease terms firm up, we'll be talking with our financial institutions to get a loan commitment underwritten from one or more.
- We'll also be pushing hard to get to **1500 or more Owners** by the time we sign a lease – it is imperative to have that equity for the banks to loan against.
- As soon as a lease is signed, we'll launch our **Owner Loan Campaign (OLC)**. Owner Loan Campaigns are a typical and essential part of funding for food co-ops; our friends at Sugar Beet in Evanston and Dill Pickle in Logan Square have recently held successful Owner Loan campaigns. We'll ask Owners to commit to loans in order to meet bank requirements for Owner contributions – and in the world of co-op finance, owner loans are considered equity rather than debt! Owners can choose among options for interest rates and term lengths, and we will meet personally with Owners to talk about how you can shift money from current investments to a co-op investment. Pooling our resources as a community is part of making the grocery store we all want a reality.
- We also plan to host a design charrette. This is a gathering for YOU to provide input and creativity to our architect/design team. What could your store look like? What features should go where? How does it reflect the values of our Owners and the community through design? Watch for an email invitation to this exciting event once we know where we're opening.

General Manager, Board Governance

- Our co-op consultants tell us it is advisable to hire the General Manager around the time of lease signing, so they can be a strong part of the design and build team, so we'll be starting our search soon.
- Our Board needs to go through some planning steps to write the documents that guide your elected Board as it steers the General Manager and the co-op. We'll

move from a "working Board" as we are now, to a governance Board, and we need to create policies that guide us and future Board members in this work.

- Speaking of Board members, we look forward to welcoming new Owners to our elected Board after the elections that begin today, so be sure to cast your vote.

Thank You

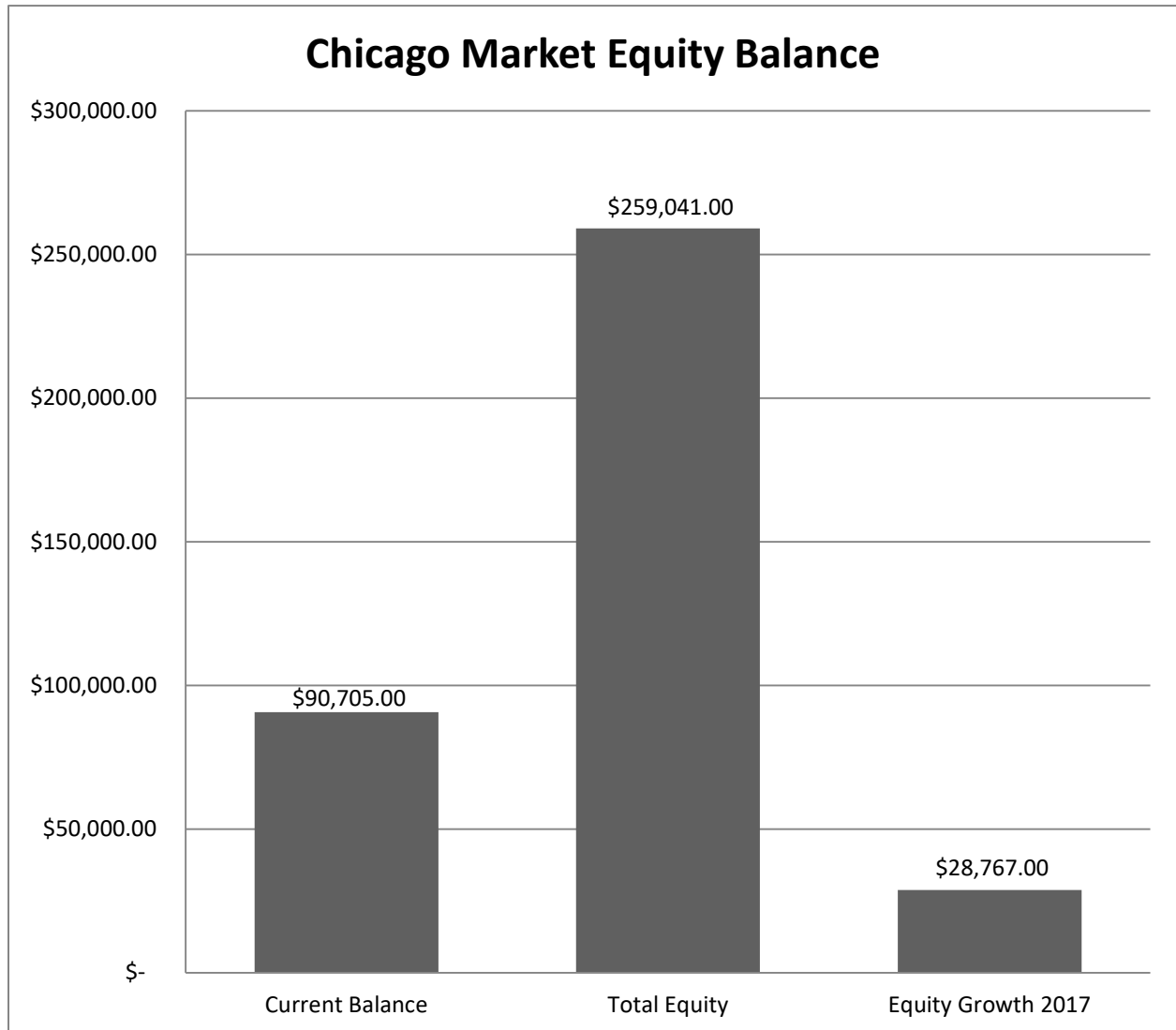
Chicago Market is a volunteer-driven democracy - thank you to our Board members who stepped down or had terms ending this year. We'd like to recognize them for their dedication to the Co-op:

Mark Ahlheim, Lizzy Appleby, Malcolm Haar, Heather Lalley, Tony Neuhoff, Mike Sullivan

Financial Statements



Financial Statements, cont.



Please Support Our Business Owners

Big Head Farm

Gardeneers

Organic Bread of Heaven

Bow Truss Coffee Roasters

Green Sheep Water

Pastoral Artisan Cheese
Bread & Wine

Breslin Farms

Hewn Bakery

Sauce & Bread Kitchen

Building Blocks Toy Store

Jeanette's Cookies

Scratch Goods

Café Chien

Jo Snow Syrups

Simple Life Simple Health

Candid Wines

Joel Berman

SoFo Tap

ECOLL Holdings, LLC

Logan Square Kitchen

Wellbeing Personalized
Healthcare

First Financial Credit Union

New Food Studio

CHICAGO MARKET

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Mayoral Summary

Requesting support for bid at
Wilson CTA Station

May 8, 2017 v2



Chicago's Most Ambitious Community Project for a Historic City and CTA Icon

#ChiMktAtWilsonCTA

Executive Summary

Chicago Market wants to bring a local, sustainable grocery cooperative to the historic Gerber Building at the Wilson Red Line Stop. Supported by Owners and open to the entire community, Chicago Market will open with 75-80 new jobs, drive millions of dollars in economic development, and provide a full-service, health-driven and independent grocery option for Uptown. Our Market will make the Wilson Station a destination like no other business can.

Chicago Market's Track Record of Success

Chicago Market has more than 917 Owners who each have a financial stake in our store.

Chicago Market will be one of the largest full service grocery food co-ops in the country, and the second food co-op in Chicago.

Destination: Uptown

Chicago Market will open with 75-80 employees and inject sales of more than \$8 million into Uptown's local economy in its first year.

Shoppers from across the city will travel to Uptown for our locally grown, sustainably produced products, healthy grocery items, and commitment to transparency and education.

Putting Chicago on the National Co-op Map

Food co-ops are thriving around the country, but Chicago is the only major American city without a significant co-op presence.

Consumer grocery cooperatives account for more than \$2.1 billion in sales revenue and more than 15,000 jobs and \$252 million in wages and benefits paid.

Healthy Food, Made Accessible

Chicago Market will educate the community on how a healthy diet will reduce chronic health problems, which directly addresses Mayor Emanuel's Healthy Chicago 2.0, Partnering to Improve Health Equity.

Chicago Market will bring healthy food, grown by local farmers, to its shelves and make it available to a wide variety of people on the North Side of Chicago.

Chicago Market will accept SNAP/LINK, to make healthy food available to as many people as possible.

CHICAGO MARKET

A COMMUNITY CO-OP

Mr. Mayor,

Chicago Market is a community-owned grocery co-op organizing, building and gaining momentum right here in your backyard. We are a for-profit, mission-driven business that aims to provide local, healthy food, boost our local economy, provide jobs and training, and build community connections in our neighborhood. For the last year, we've searched for the ideal, large and accessible retail location for our future home – and two weeks ago, we announced we're pursuing the bid for the 13,000 sq. ft. retail location at the Wilson CTA Red Line station in Uptown.

As you know, the gorgeous Beaux-Arts-style building (aka the Gerber Building), has a unique and important history for Uptown. It has served as the hub to the north side's renowned entertainment district during the Jazz Age, and even once housed an independent grocery store, before it became a crumbling station and one of the many locations of national fast-food chain Popeye's Louisiana Kitchen.

We're excited to see this icon, designed in 1923 by Arthur U. Gerber, returned to its glory as part of the \$203 million restoration project, and we are ready to take advantage of this one-time-opportunity to make this historic blue-speckled terra cotta building Chicago Market's home. We love this space for its accessibility, its unique history, its size, and its ability to deliver on our mission to create a local, sustainable and connected food community.

As we enter our bid for this beautiful building, competing against national fast food companies and other chains with deep pockets, we'd like to earn your support. We know that your favorable input on the decision that will ultimately be made by the Chicago Transit Authority and Jones Lang LaSalle, would be a significant benefit for our bid in this process. We believe our community-owned grocery store will not only create real change in the health of residents in Chicago, but also make the Wilson Station a destination like no other business can.

Sincerely,

Chicago Market's 917 Equity Owners and its Board of Directors

Grant Kessler
Gregory Berlowitz
Emily Crespo
Bill Petty

Heather Lalley
Linn Austin
Larry Gast
Kelly Hewitt

Karen Jacobs
Dan Miller
Anthony Todd
Jen Vest

Background

A Community-Owned Grocery Store

Chicago Market will be a community-owned grocery store that exists to rebuild the connection between food producers and consumers. Powered by its individual Owners, each of whom own a stake in the store, the co-op will feature local, sustainable foods from producers in the Midwest, as well as a full range of grocery products year-round.

The vision of Chicago Market is to provide a friendly, first-class shopping experience that is open and accessible to everyone. Focused on locally grown and sustainably produced products, we will offer shoppers a full-service grocery destination. Chicago Market has a commitment to transparency, food and health education, and growing our year-round local and regional food economy. More than just a store, Chicago Market will be a vibrant community hub and gathering place that supports the local economy and contributes more than 70 well-paying jobs with benefits in our community.

Serving Community Demand

- Food co-ops are thriving around the country, but **Chicago is the only major American city without a significant co-op presence.**
- Chicago Market will be one of the largest full service grocery food co-ops in the country, and the second food co-op in Chicago.
- We have more than 917 Owners who have each contributed \$250-\$500 in equity.
- Two leading national cooperative organizations called **our start-up Ownership campaign unprecedented and our business plan one of the best in the country.**
- A market study performed by analysis firm Dakota Worldwide determined that, despite the presence of big box chains and conventional grocery stores in the neighborhood, **the area is underserved and there is demand for a local, natural grocery solution.**
- In the two weeks following the RFP release, **more than 1,400 households have signed the petition for support of Chicago Market at the CTA Wilson Red Line Station**, voicing their support for an independent business versus a national fast food chain or other big box store.

Chicago Market Key Facts and Figures

- Equity Ownership: More than 917 Equity Owners and growing
- Projected sales, year one: \$8 million
- Projected cost: \$5 million
- Est. number of jobs created: 75-80 full- and part-time staff at opening
- Current community reach:
 - 9,000+ people in contact database
 - 2,000+ shoppers at pop-up markets
 - 4,000+ fans on Facebook
 - 1,600+ followers on Twitter
 - 1,000+ followers on Instagram

Opportunity

Destination: Uptown

- Chicago Market will provide jobs for 75-80 employees and inject sales of more than \$8 million into Uptown's local economy in its first year.
- We will hire from the community, offer quality pay, training, and benefits, and will foster partnerships with job training organizations like Back on My Feet.
- As a destination business for the community, our market study indicates constituents from Lakeview, Andersonville, Ravenswood, Edgewater, Rogers Park, Lincoln Square, Irving Park, Albany Park, North Center and Roscoe Village will visit Uptown for our locally grown, sustainably produced products, healthy grocery items, and unprecedented commitment to transparency and education.

Putting Chicago on the Map

- Consumer grocery cooperatives account for more than \$2.1 billion in sales revenue and more than 15,000 jobs, \$252 million in wages and benefits paid, and \$316 million in value-added income.
- Chicago should join the more than 160 food co-ops flourishing in New York, Los Angeles, Minneapolis, Milwaukee, Portland, Houston, and across the country.
- Co-ops are independent community businesses. Instead of extracting profit, co-ops build community. Instead of serving shareholders, co-op Owners and shoppers are one and the same.

"I can't think of a better use for this beautiful space in the Uptown community. It is perfectly located to provide healthy food and wellness education to a wide cross-section of Chicagoans. It is especially convenient for the high number of low-income, senior, and halfway house residents in the immediate vicinity."

-Jennifer Amdur Spitz, Owner

The Local Food Economy

Healthy Food & Affordability: A Better Food Community

Chicago Market at Wilson Station will set the standard for the next generation of food co-ops, using our big, bright, beautiful community-owned grocery store as a hub for real change in our local foodshed while making Uptown a known destination for local food.

Healthy Food

- Poor diet contributes to chronic health problems – Mayor Emanuel's Healthy Chicago 2.0, Partnering to Improve Health Equity addresses this directly.
- Chicago Market will embrace the Chicago Food Policy Council's proposed Good Food Purchasing Policy, and procure local, sustainable, fair and humanely produced foods, while improving access to healthy, high-quality food for our community.
- Chicago Market will help provide the North Side with healthier food options to address these concerns.

Affordability

- We will serve the whole Uptown community.
- We will accept LINK and support additional programs addressing food insecurity and poverty such as WIC.

"This would be a great addition to Uptown and help to improve the healthy food options for the neighborhood!"

- Brock Auerbach-Lynn, Resident

Community Support

Chicago Market is Already a Part of the Community

Chicago Market is building partnerships with successful businesses and community organizations, both in Uptown and the north side as well as nationally. We are building a grocery store that will be unlike any other in Chicago, providing a grocery and social experience that Chicago just doesn't have.

- **Owners:** In addition to our 917 Owners, we have the support and connections to hundreds of community groups, charitable organizations, and regional farmer's food producers. We expect our Ownership to grow to 3,000 equity Owners by store open.
- **Community Organizations:** Uptown's community organizations have been ardent supporters of Chicago Market, and have rallied to support our efforts. Our support specifically in Uptown includes:

Community Support

Alderman Support

- Alderman James Cappleman
- Alderman Harry Osterman

Uptown Organizations

- Uptown Business Partners, The Chamber of Commerce
- Uptown United
- Asian Human Services
- Peterson Garden Project

Community Organizations

- Back on My Feet
- Ravenswood Community Services
- Care 4 Real
- Lakeview Pantry
- Next Bites (formerly Green Chicago Restaurant Coalition)
- FamilyFarmed

Neighborhood Associations and Block Clubs

- Albany Park Community Center
- Buena Park Neighbors

Local and Chicagoland business owners

Kalish; Emerald City Coffee; Pastoral Artisanal Cheese, Bread & Wine; Crew; Candid Wines; Big Head Farm; Ravenswood Event Center; Jo Snow Syrups; Breslin Farms; Hewn Bakery; Café Chien; Baker & Nosh; Green Sheep Water; Gardeneers; Sauce & Bread Kitchen; Scratch Goods; First Financial Credit Union IL; Logan Square Kitchen; New Food Studio; Simple Life Simple Health; Joel Berman Architecture & design; Wellbeing Personalized Healthcare; Meliora Cleaning, and many more.

Pop-Up Markets and local farmers, producers

Our pop-up markets have been attended by more than 2,000 local residents. Even ahead of our store opening, through our Co-op Pop-Up Market events, we have worked with more than 100 local businesses, producers and farmers.

Supportive pop-up vendors have included: Amazing Kale Burger, Broad Shoulders, Burton's Maplewood Farm, Care for Real, Collective Resource, Co-op Sauce, Crumb Bakery, Dabble, Earth's Healing Café, Endless Greens, Gardeneers, Gindos Hot Sauce, Green Sheep Water, Growing Home, Hazzard Free Farms, Karma Kombucha, Katherine Anne Confections, KIM-CHICAGO, Lonesome Stone Milling, Meadow Haven Farm, Meliora, Metropolis Coffee Company, Metropolitan farms, Mint Creek Farm, Organic Bread of Heaven, Peep Inc., Radical Root Farm, Read It and Eat, River Valley Ranch and Kitchens, Rumi Spice, Ruth & Phil's Gourmet Ice Cream, Sauce & Bread, Scrumptious Pantry, Seedling Fruit, Sharpening by Dave, Sitka Salmon Shares, Three Sisters Garden, Thrive Worm casting, Windy City Greens, Scratch Goods, Americano 2211, Gretta's Goats, REI, Working Bikes, Big Fish, Tempel Farms Organics, Windrose Flowers, Bow Truss, ChopBox/TeaSquares.

Community Support

Co-op Community

Local and regional co-ops like Dill Pickle in Logan Square, Sugar Beet in Oak Park, and Common Ground in Urbana were among our earliest supporters, offering advice and mentorship. Chicago Market is a founding member of the Chicagoland Food Co-op Coalition (CFFC), which includes the Dill Pickle and Sugar Beet, as well as start-ups Prairie Food Co-op in Lombard, Shared Harvest in Elgin, and Rogers Park Food Co-op.

"Locally owned businesses, especially those that will literally nourish the community, represent the best option for this unique development opportunity. While big chains may be able to dig deeper into their pocket books, the long term benefits to the community far outweigh any potential up front monetary difference."

- Eric Sullivan, Resident

The Cooperative Movement Nationally

Co-ops Are Viable

- As of 2013, the National Cooperative Grocers Association's member and associate food co-ops operate 165 stores, generate over \$1.4 billion in annual revenue and are owned by over 1.3 million consumer owners. ¹
- Over 125 food co-ops are currently organizing across the country, from Sitka, Alaska, to Boston, Massachusetts. ²

Co-ops Impact their Local Communities

Co-ops improve communities financially, civically and healthily. As a mission-driven business, they serve a triple bottom line of people, planet and profit. Food cooperatives make a difference in communities they serve through:

- Supporting local food systems
- Employment and job quality
- Economic impact
- Environmental stewardship
- Promoting healthy and sustainable foods

The Average Food Co-op...³

- Earns \$10 million a year in revenue
- Provides employment for more than 90 workers
- Generates \$1,604 in the local economy for every \$1,000 a shopper spends
- Purchases from 51 local farms and 106 local product producers
- Sells 89% sustainably raised meat, 82% organic produce, and 48% other organic products
- 83% of co-ops offer classes on healthy eating and nutrition
- 68% of employees are eligible for health insurance
- Provides 3x more of their profits to charity than conventional grocery stores
- Recycles 81% of plastics, 96% of cardboard and 74% of food waste

^{1, 3} National Cooperative Grocers Association (NCGA), "Measuring the Social and Economic Impact of Food Co-ops", 2013. www.strongertogether.coop

² Food Co-op Initiative Consultants

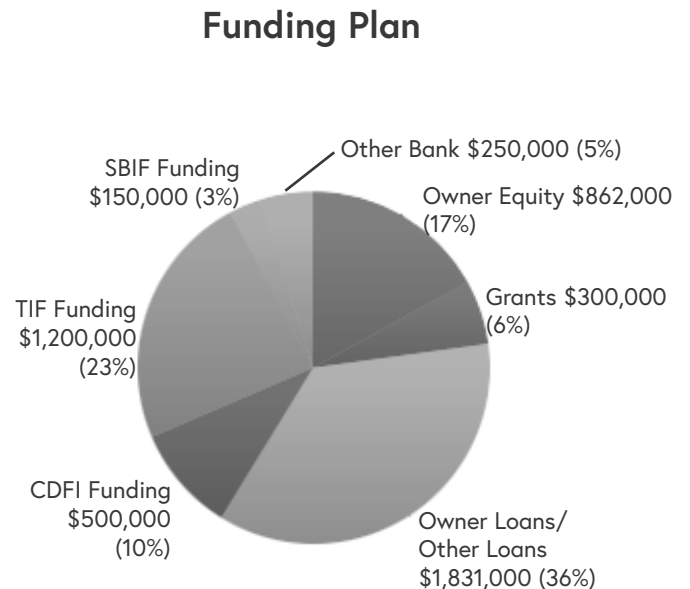
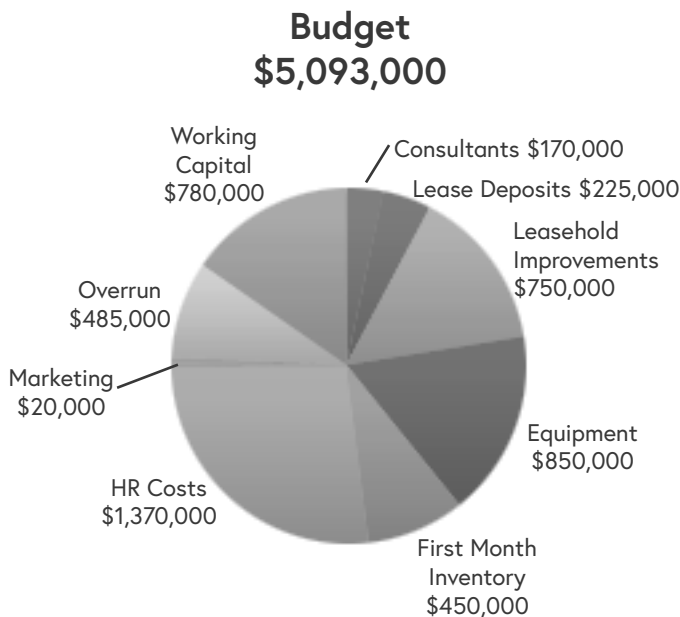
Funding and Business Plan

Finances

- Our Owners have already provided more than \$260,000 in funding for Chicago Market.
- Chicago Market plans to raise an additional \$4.75 million through additional Owner Equity, Owner Loans, public and private grants and loans not restricted to 501(c)(3) organizations, Community Development Funding Institution (CDFI) funding, Tax Incremental Financing (TIF) funding, Small Business Improvement Fund (SBIF) funding, regional and national cooperative bank loans, and traditional bank loans.

Project Funding

- Chicago Market's application to the CTA will include Term Sheets and Letters of Interest from the following funding institutions:
 - Self-Help Credit Union
 - National Cooperative Bank
 - Chicago Community Loan Fund
 - Shared Capital Cooperative



The addition of a public market at the Wilson stop will be a tremendous investment for neighborhood revitalization.

- Ray Forgianni, Resident