

Terre Foods Cooperative Market



TERRE FOODS

COOPERATIVE MARKET

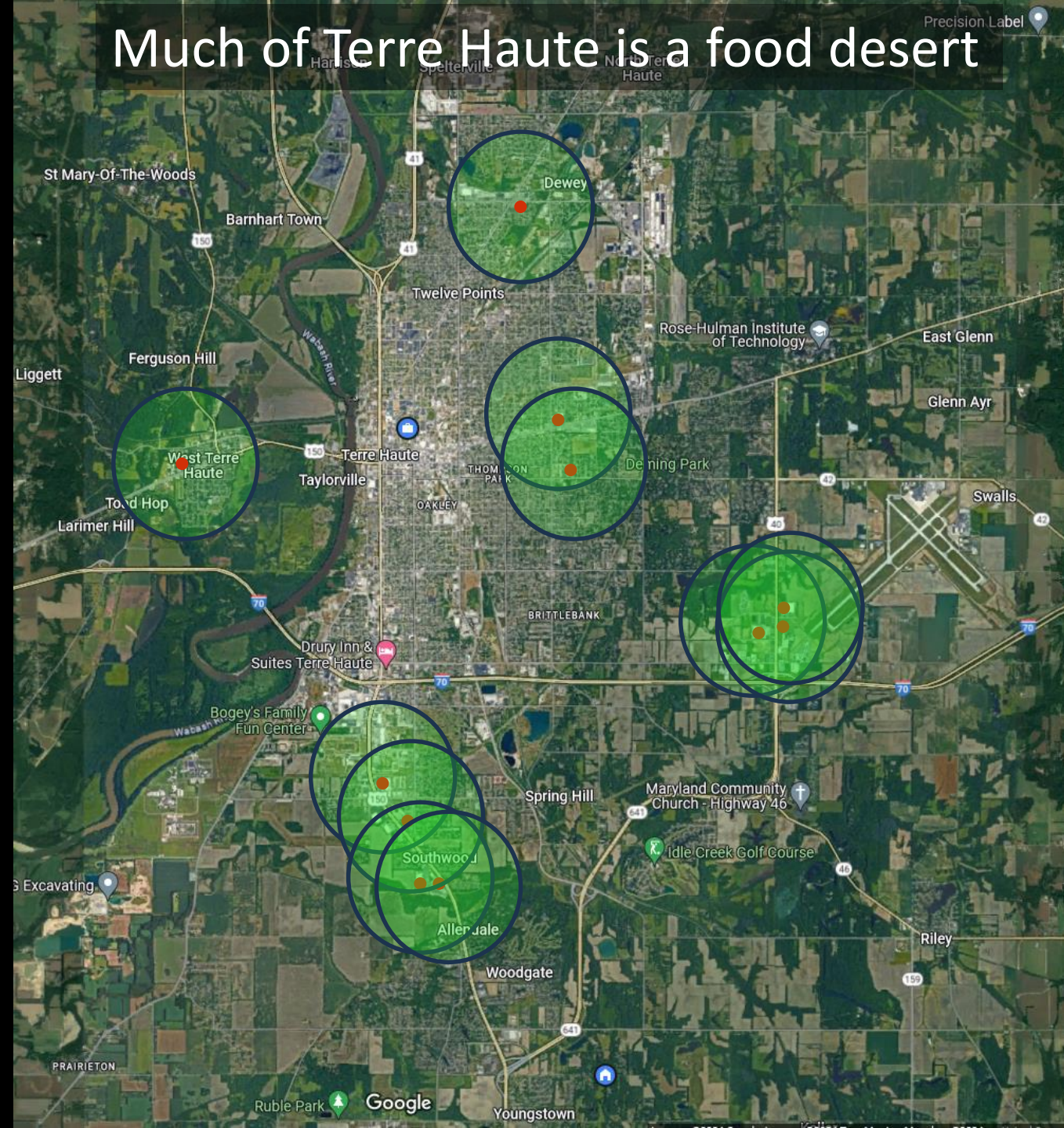
March 7th, 2024

- Terre Foods Cooperative Market will be a full-service grocery store focusing on local and organic products
- Anyone can shop here
- Provide 3 jobs when we open and 20 when we expand into our full space
- Incorporated as a for-profit business that is for the benefit of the Terre Haute community
- Cooperative Business Model
 - 860 member/owners
- With a 501c3 component that focuses on education and low-income access

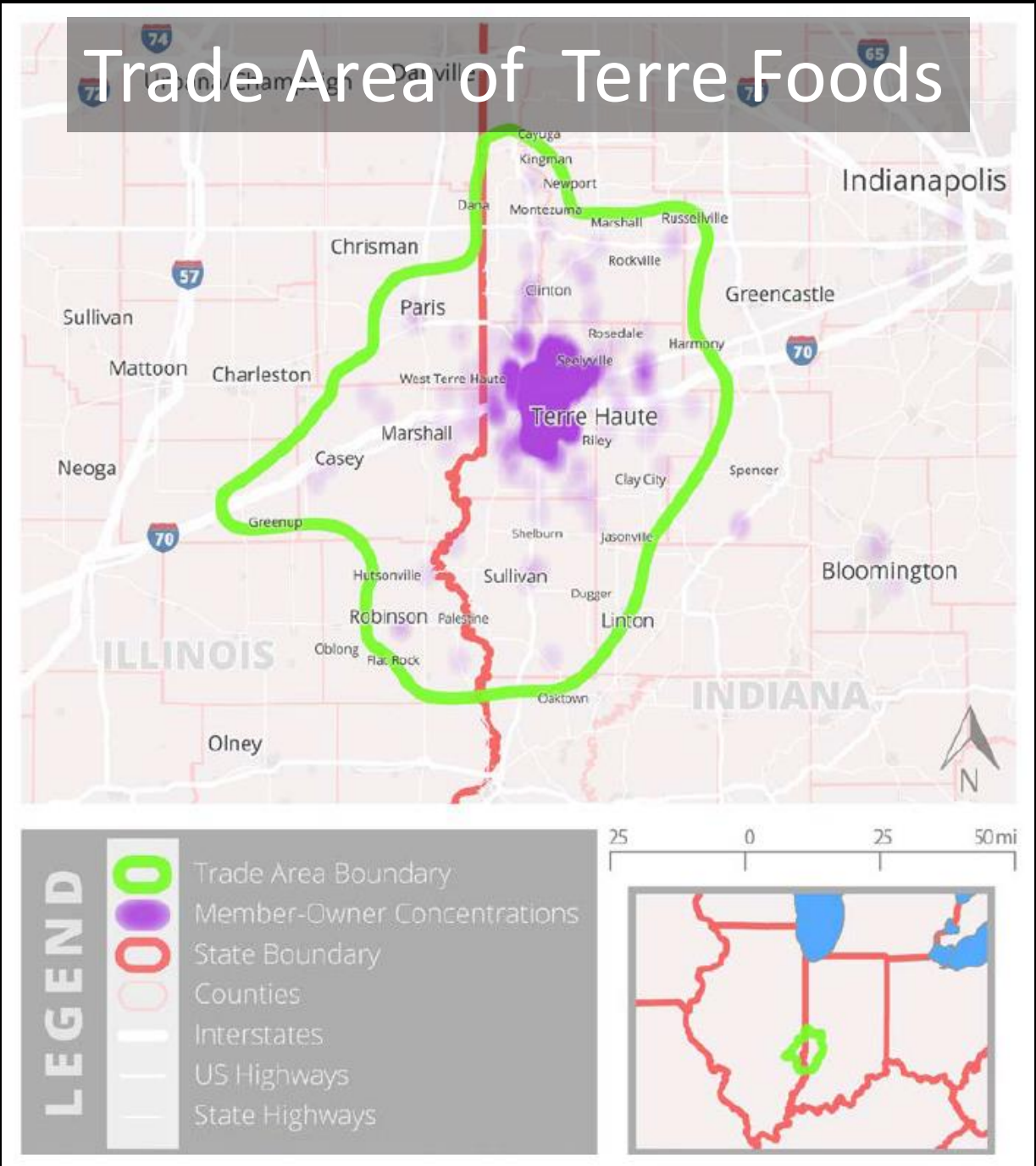


<https://terrefoods.com/>

- Food Desert = Can't walk one mile to get fresh produce
- Red dots are grocery stores
- Green circles are a one-mile radius
- Support producers in the Wabash Valley and provide them a daily place to sell their product



- Conducted three market analyses over the years
- Purple are the locations of our member/owners
- Green trade area encompasses 120,000 people that would come to Terre Foods for local and organic products
- Completed a pro-forma
- Professionally designed logo



Royer's Farm Fresh



Harvest Bakery



White Violet Center for Ecojustice

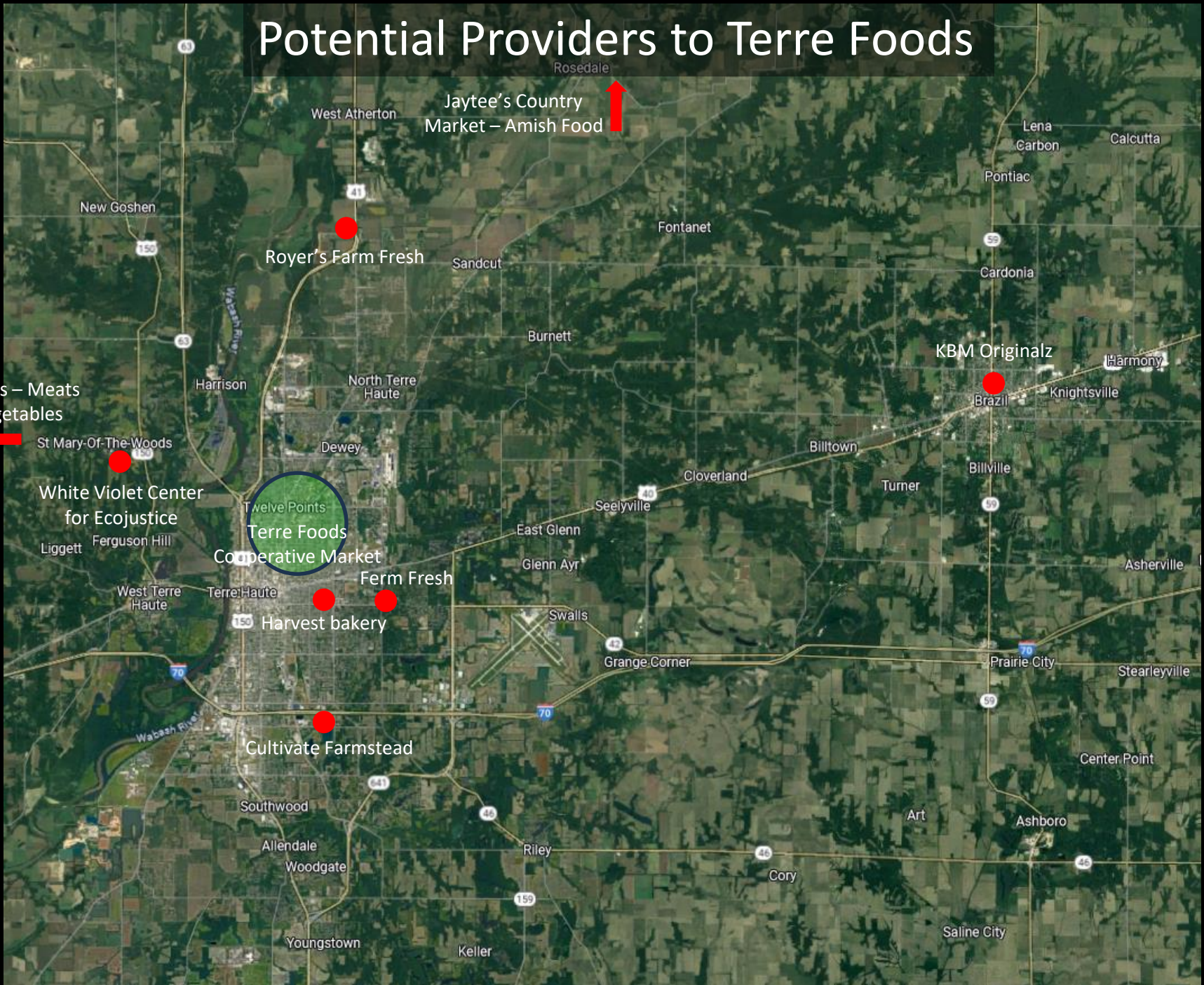






Potential Providers to Terre Foods

L&A Farms – Meats and Vegetables



Jaytee's Country Market – Amish Food



Royer's Farm Fresh

White Violet Center for Ecojustice

Terre Foods

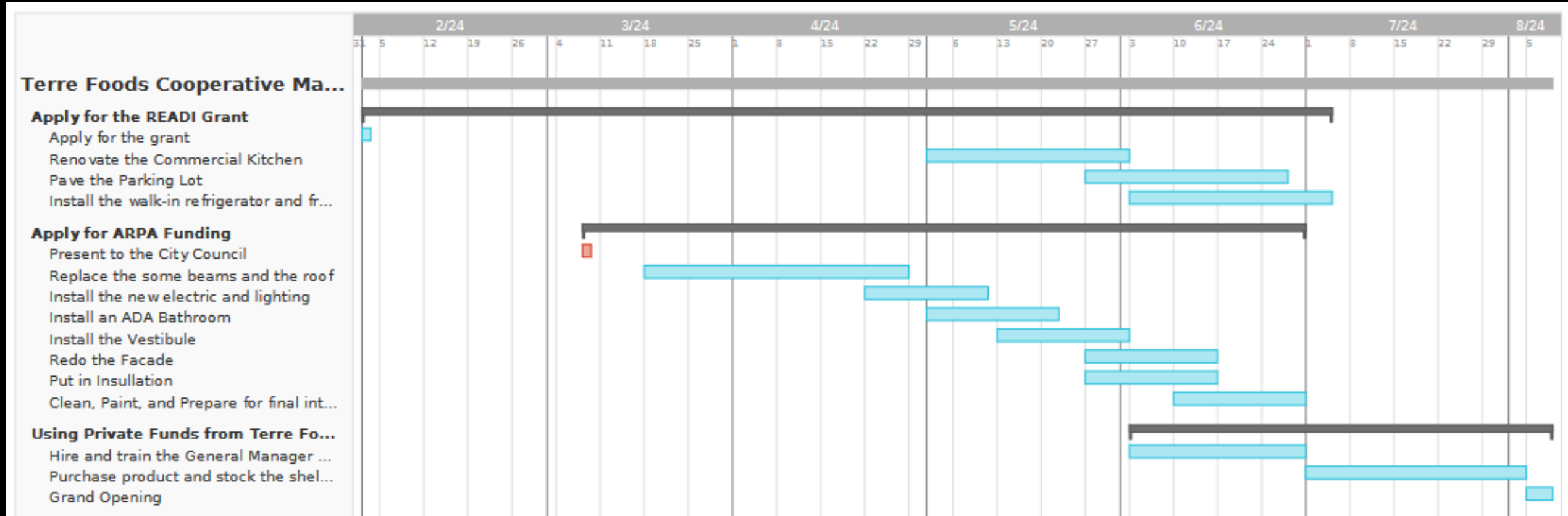
Ferm Fresh

Harvest bakery

Cultivate Farmstead

KBM Originalz

Timeline



Overall Budget

READI Request

Item	Cost
Commercial kitchen renovation	\$ 100,000
Parking lot paving	\$ 22,000
Walk-in refrigeration and freezer	\$ 28,000
READI Request Total	\$ 150,000

Private Funds to Raise

Salary and benefits for the GM	\$ 60,000
Wages for cashiers	\$ 20,000
First fill	\$ 20,000
Private Funds to Raise	\$ 100,000

Private Funds Spent to Date

Member equity	\$ 143,516
Member loans	\$ 111,940
Private funds yet to raise	\$ 100,000
Private Funds Total	\$ 355,456

ARPA Request

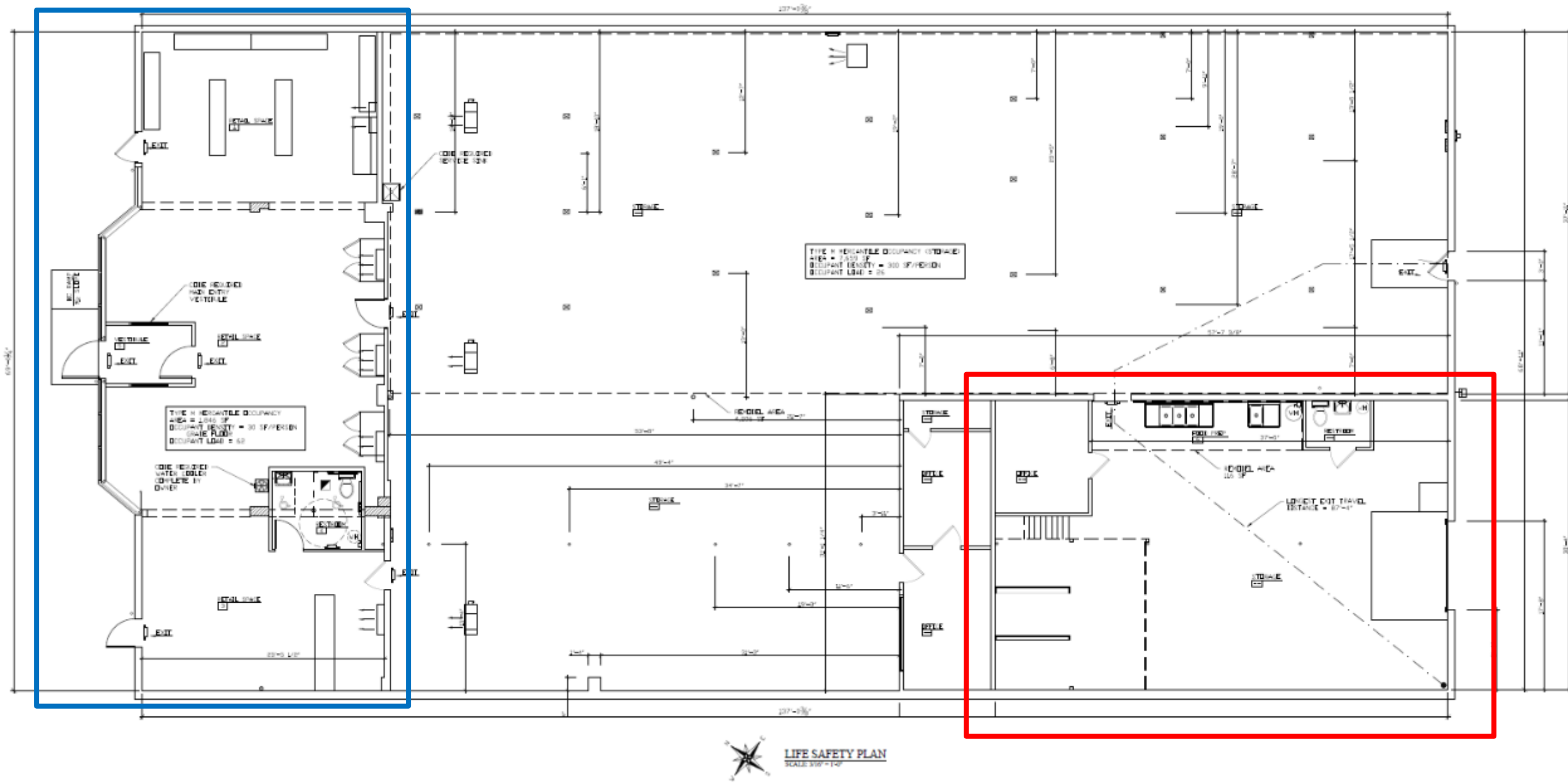
Renovations and capital equipment	\$ 250,000
Total Project	\$ 755,456

Terre Foods Costs of Renovation	Cost	Notes
Front Façade paint or vinyl brick	\$ 5,000.00	Lick and Stick masonry
Paint Ceiling (Seal)	\$ 3,000.00	Lough Brothers
Electrical	\$ 5,000.00	Crossroads Electric
ADA Restroom	\$ 10,000.00	Lough Brothers
Signage	\$ 8,000.00	A Sign Stop
Mini-split	\$ 6,845.21	Joe's Mechanical
Soffit and gutter	\$ 1,000.00	Menards
Insulation	\$ 3,000.00	Lough Brothers
Refrigeration from B&B (minimal)	\$ 18,000.00	B&B Foods
Point of Sale System	\$ 4,000.00	COPOS
Front windows (9 panes 39" X 92")	\$ 21,000.00	Norm's Mirror Image
Front Vestibule	\$ 5,000.00	Lough Brothers
Front Door Opener	\$ 5,000.00	Norm's Mirror Image
Front Door Replacements	\$ 11,837.56	Norm's Mirror Image
Roof Replacement	\$ 100,225.00	Lough Brothers new full quote
Structure	\$ 43,000.00	Lough Brothers new quote
Total	\$ 249,907.77	

Key Performance Indicators (KPIs)

- Increase the number of visitors to 12-points
 - Destination store
- Provide jobs
 - 3 jobs at open and 20 jobs at full capacity
- Serve the food desert
 - Provide fair price options of staple foods
 - Increase sale of local products in Terre Haute
- Keep more of our grocery money in the community
 - Sales through Terre Foods will increase income for local providers
- Improve Quality of Life
 - Create a gathering place in 12-points around good food
 - Community meeting space
 - Improve healthy eating opportunities





Full Plan Review Drawings by Michael Waldbeiser Available on Request



