

Other Formats See Mixed Results

On the co-op side of the food industry, an estimated 200 food co-ops were in the works at the beginning of 2011 as consumer interest in the format began to increase, reported *Specialty Food Magazine* (January/February 2011). Other reasons include food safety concerns, an engaged staff with extensive product knowledge, flexibility and local sourcing of products. The top agriculture cooperatives made almost \$88 billion and the top grocery cooperatives saw revenues of \$33.5 billion in 2009, according to NCB's *2010 NCB Co-op 100* report. Overall, the top 100 cooperative businesses posted revenues totaling approximately \$175.6 billion in 2009, compared to \$81.4 billion two decades ago when the list first began. The list saw 13 additions, including the grocery cooperative Key Food Stores Cooperative Inc. at No. 96. The top two spots remained the same from 2008, with agriculture cooperative CHS Inc. at No. 1 and Land O'Lakes Inc. at No. 2. Grocery cooperatives accounted for 14% of the list while agriculture cooperatives took 43%.

Independent retailers netted a 1.7% profit before taxes in 2009, slightly below the 1.9% profit posted in 2008, according to the *2010 Independent Grocers Survey* released by the National Grocers Association and FMS Solutions. The top 25 independent grocers posted a 4.1% net profit before taxes. Overall sales rose approximately 3.9%, down from 2008's 4.3% increase. About 66% of those that responded to the survey had two or more stores; approximately 34% operated one store. Some 41% plan to increase spending in 2010. The survey incorporates respondents from 34 different U.S.

Top 25 Small Chains and Independents

(Source: Supermarket News)

Rank	Company	Fiscal Year Ended	Volume Est. \$ Millions	Number of Stores	Supplier
1	Fareway Stores	10/30/10	\$970.0	98	Self
2	Grocery Outlet	1/1/11	\$960.0	148	Self
3	Woodman's Markets	9/25/10	\$930.0	13	Self
4	The Fresh Market	1/31/11	\$910.0	100	H.T. Hackney
5	King Kullen Grocery Co.	9/30/10	\$900.0	50	Bozzuto's
6	Cardenas Markets	12/31/10	\$830.0	29	Unified Grocers
7	Redner's Markets	10/2/10	\$820.0	52	Supervalu
8	PAQ	12/31/10	\$785.0	36	Self
9	Northgate Gonzalez Market	12/26/10	\$775.0	31	Self
10	Bodega Latina	1/1/11	\$750.0	34	Unified Grocers
11	Rouses Enterprises	12/31/10	\$735.0	37	C&S Wholesale
12	Jerry's Enterprises	9/25/10	\$728.0	36	Supervalu
13	Lowe's Markets	9/30/10	\$700.0	90	Affiliated Foods
14	Haggen Inc.	12/25/10	\$682.0	32	Unified Grocers
15	Dierberg's Markets	12/31/10	\$650.0	23	Supervalu
16	Niemann Foods	1/1/11	\$650.0	89	Supervalu
17	Foodland Super Market	4/24/11	\$643.0	32	C&S Wholesale
18	Lewis Food Town	4/30/11	\$610.0	26	Grocers Supply Co.
19	Roche Bros. Supermarkets	10/30/10	\$585.0	18	Bozzuto's
20	Vallarta Supermarkets	12/26/10	\$555.0	34	Unified Grocers
21	Glass Gardens	1/1/11	\$550.0	9	Wakefern
22	Sprouts Farmers Market	N/A	\$550.0	54	United Natural Foods
23	Festival Foods	10/31/10	\$545.0	14	Supervalu
24	Cosentino's Food Stores	1/1/11	\$535.0	25	Assoc. Whole. Groc.
25	Pyramid Foods	12/31/10	\$535.0	48	Assoc. Whole. Groc.