



# NCG Programs Update



**SUMMER  
2026**

Wasatch Food Co-op grand opening in Salt Lake City, Utah

# Category Management Team Updates

Category dynamics are ever shifting and occasionally require rebalancing of responsibilities across NCG's category managers. Having firmed up 2027 promotional plans, we've taken the opportunity to reshuffle categories in order to provide better balance across category manager desks, as well as to distribute the higher-touch wellness categories across two category managers.

Additionally, Sarah Gordon recently left NCG, creating an opening on the category management team. We're excited to welcome Emily Ferguson as our newest category manager! Refamiliarize yourself with the category managers below and get to know Emily on the next page.

## CATEGORY MANAGERS:



**Lauren Bartel**

**CATEGORIES:**

Bulk, Coffee & Tea, Nuts, Trail Mix & Dried Fruits, Candy & Chocolate, Supplements



**Jeanette Bloss**

**CATEGORIES:**

Beverage, Snacks



**Lisa DeMaria**

**CATEGORIES:**

Main Meals



**Emily Ferguson**

**CATEGORIES:**

Breakfast, Frozen



**Niki Nash**

**CATEGORIES:**

Refrigerated



**Morgan Organ**

**CATEGORIES:**

Baby, Baking, Body Care, Lifestyle, Non-food

## When Do The Category Changes Go Into Effect?

Category managers will own all remaining 2026 Co+op Deals promotions and Core Sets rounds and will finalize any remaining 2027 Co+op Deals annual promo plans for their current categories.

Category managers who are taking on new categories will own all planned promotions starting with January 2027 and category review work starting with Round 4 2027.



## Meet NCG's Newest Category Manager



### Emily Ferguson

she/her/hers

**BASED IN:**  
Apex, N.C.

**POSITION/TITLE:**  
Category Manager

**HOW TO CONTACT ME:**  
[emily.ferguson@ncg.coop](mailto:emily.ferguson@ncg.coop)

**JOINED NCG:**  
June 2026

**CATEGORIES I MANAGE:**  
Breakfast, Frozen

#### WHAT DREW ME TO CO-OPS AND NCG:

I am drawn to co-ops and NCG for their strong commitment to community support, ethical and sustainable sourcing, and a business model that prioritizes consumer empowerment and accessibility for all.

#### WHAT I LIKE BEST ABOUT THE CATEGORIES I WORK WITH:

I have worked exclusively within consumable merchandise categories and always enjoy learning how customers shop each category and what factors or values drive their purchasing decisions. Every category has special nuances and I'm looking forward to continuing my discovery within Breakfast and Frozen!

#### WHAT MY FAVORITE BRAND REPS DO BEST:

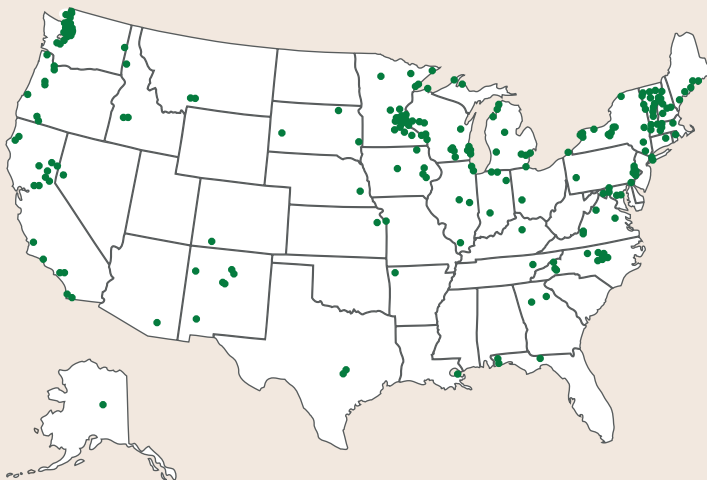
I enjoy working with brand reps who are passionate about creating genuine partnerships with open communication and an equal commitment to driving success.



# Expanding Our Reach:

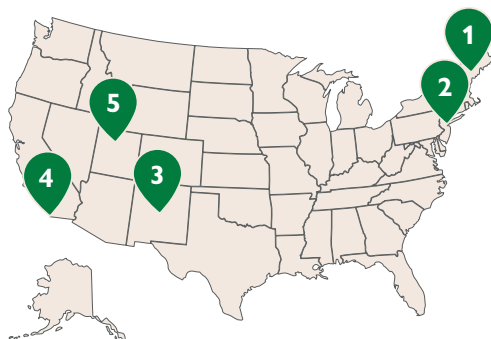
## CELEBRATING NEW NCG CO-OP LOCATIONS

We are pleased to announce the grand opening of three co-op grocery store locations and to welcome two new member co-ops to the NCG network. Today, NCG's 169 community-owned food co-ops operate 242 stores in 40 states with combined annual sales of more than \$2.8 billion. Co-op growth means more customers in more markets — and with them, more awareness of your brand, interest in your products and new opportunities to grow your sales.



**169** community-owned  
food co-ops with  
**242 stores**  
**in 40 states**

## New NCG Co-op Locations



### 1 | New Member

#### Fare Share Food Co-op

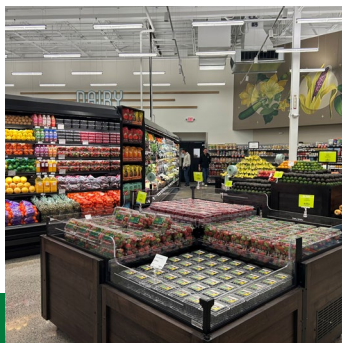
Norway, Maine  
Opened in 1976 | Celebrating 50 years and still growing



### 2 | New Member

#### Greene Hill Food Co-op

Brooklyn, N.Y.  
Opened in 2011 | Member-worker co-op



### 3 | Expansion by Relocation

#### La Montañita Food Co-op

Albuquerque, N.M.

Working in partnership with the Indian Pueblo Cultural Center, La Montañita has opened the first food co-op in the country located on tribal land. The co-op relocated one of its stores to Avanyu Plaza, a newly developed business and cultural corridor north of downtown Albuquerque. This 18,000-square-foot store features 12,000 square feet of retail space, an expanded deli, a dedicated cheese island, a spirits department and both indoor and outdoor community spaces.



### 4 | New Startup Co-op

#### SunCoast Market Co-op

Imperial Beach, Calif.

January brought the grand opening of Imperial Beach's first locally owned grocery store and only the second food co-op in San Diego County in more than 50 years. SunCoast Market Co-op's 6,200-square-foot store offers a hybrid product mix, organic produce and a center store set that includes many popular Hispanic brands.



### 5 | New Startup Co-op

#### Wasatch Food Co-op

Salt Lake City, Utah

Wasatch Food Co-op, which opened May 20, is the first community-owned grocery store in Salt Lake City and NCG's first member co-op in Utah. In a 6,000-square-foot store with a natural and organic focus — and a goal of sourcing 20% of products locally — the co-op is rooted in a mission to serve its local community and strengthen regional food systems.

# NCG Achieves B Corp Recertification

“We are proud to be a member of the B Corp community and to receive our highest score to date in our 15th year of being certified. It is a testament to being a business as a force for good — meeting high standards of accountability, transparency and social impact.”

— Allie Mentzer, NCG Vice President,  
Advocacy and Sustainability



NCG is thrilled to announce we have achieved recertification as a [Certified B Corporation](#) (B Corp). In order to maintain B Corp certification, companies are required to complete an ongoing recertification process to benchmark, improve and celebrate their impact.

In 2026, NCG received an overall B Impact score of 100.3 — our highest to date since first earning certification in 2011. A company must score at least 80 to qualify for certification. The score is based on five categories: workers, governance, community, environment and customers.

NCG and our community-owned food co-ops are also proud supporters of B Corp products. As featured in our most recent Food Co-op Impact Report, sales of B Corp Certified products make up 9% of the average food co-op's total sales — higher than other natural grocery retailers (6%) and conventional grocers (2%).

# Explore NCG's Food Co-op Impact Report

**Co-ops are outpacing traditional grocery stores in sales of local, organic and fair trade products**

Our 2025 Food Co-op Impact Report highlights how community-owned grocery stores continue to thrive by supporting local farmers and suppliers, offering more organic and responsibly sourced food, and investing in the health and well-being of their communities.

NCG food co-ops experienced sales growth of 6.2% in 2025, more than double the sales growth of the average U.S. grocery store benchmark of 2.9%, according to data obtained from RetailStat.com.

The annual Impact Report analyzes the collective economic, social and environmental impacts and achievements

of NCG's member food co-ops. It is based on data collected from NCG food co-ops, SPINS natural products data, FMI Food Retailing Industry Speaks 2023 Report and other data collected by National Co+op Grocers.

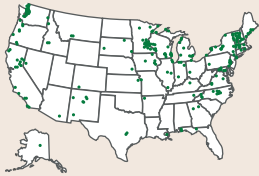
**Discover the positive impact of community-owned food co-ops.**



# Highlights from the 2025 Food Co-op Impact Report

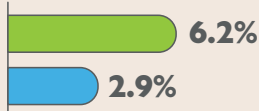


## Food Co-ops are Thriving



**Store Count in 2025**  
**167** community-owned food co-ops with  
**244 stores**  
**in 41 states**

### Sales Growth in 2025



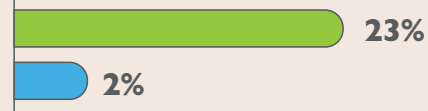
● NCG Food Co-ops  
 ● Conventional Grocers

**2X**

the sales growth of the average US grocery store benchmark of 2.9%

## Leaders in Local

### Sales from Local Suppliers



### Local Suppliers



● NCG Food Co-ops ● Conventional Grocers

## Responsible Sourcing



### Organic

**NCG Co-ops 38%**  
 Natural Grocery 25%  
 Conventional 3%

### B Corp

**NCG Co-ops 8%**  
 Natural Grocery 6%  
 Conventional 2%

### Fair Trade

**NCG Co-ops 5%**  
 Natural Grocery 3%  
 Conventional 0.4%

### Cooperatively Produced

**NCG Co-ops 5%**  
 Natural Grocery 3%  
 Conventional 1%

## Quality Food at an Affordable Price

NCG food co-ops also work hard to make food accessible for all.

### Monthly Deals

**3,077** products on sale  
**24%** avg. discount on name brand products



### Great Value Every Day

**30%** lower prices on over  
**200** grocery and household items

## Strengthening Food Security

**100%** accept SNAP benefits  
**64%** offer needs-based or other discounts  
**53%** offer SNAP Fruit and Vegetable Incentives or Produce Prescriptions  
**1M+** pounds of food donated to food shelves



## Rooted in the Community

**\$20 million** donated collectively by food co-ops to local groups in 2025

**\$63.5 million** in sales of products from minority-owned businesses through our Inclusive Trade program







## About NCG

National Co+op Grocers is a business services cooperative for retail food co-ops located throughout the United States. We represent 169 food co-ops operating 242 stores in 40 states with combined annual sales of more than \$2.8 billion and serving over 1.3 million consumer-owners. NCG provides the capacity of a chain while maintaining the autonomy of each individual co-op. We help unify retail food co-ops in order to optimize operational and marketing resources, strengthen purchasing power, and ultimately offer more value to food co-op owners and shoppers everywhere.

NCG serves as a unified voice to further our shared values through advocacy on issues that are important to food co-op owners, shoppers and communities.

Vendors and suppliers have an opportunity to work with NCG to create efficiencies and drive growth by meeting the needs of our co-ops and their shoppers. Co-op shoppers are some of the most committed health and wellness consumers in the country. NCG is owned by the co-ops we exist to serve. And because co-ops own us, we are deeply invested in their success. Visit [www.ncg.coop](http://www.ncg.coop) to learn more about NCG and [www.grocery.coop](http://www.grocery.coop) to learn more about food co-ops.