

| Vendor Gross Sales 2019 Jan- Dec | | | | | | | | | | | |
|---|-------------|-----------|---------------|-------------------|-------------------|-------------|---------------|--|-------------------|-------------------|-------------------|
| Market | % AG | AG | Non AG | 2019 Total | 2018 Total | Diff | % Diff | | 2017 Total | 2016 Total | 2015 Total |
| Boonville | 82% | \$21,697 | \$4,765 | \$26,462 | | | | | \$20,762 | \$27,737 | \$19,425 |
| Fort Bragg | 64% | \$371,425 | \$211,804 | \$583,229 | \$523,362 | \$59,867 | 10% | | \$442,661 | \$369,525 | \$357,540 |
| Laytonville | 85% | \$52,581 | \$9,611 | \$62,192 | \$31,417 | \$30,775 | 49% | | \$20,576 | \$32,304 | \$46,996 |
| Mendocino | 89% | \$110,287 | \$13,419 | \$123,706 | \$114,524 | \$9,182 | 7% | | \$103,652 | \$104,955 | \$146,175 |
| Redwood VI | 78% | \$17,790 | \$5,094 | \$22,884 | \$14,405 | \$8,479 | 37% | | \$13,204 | \$19,396 | \$21,991 |
| Ukiah | 72% | \$232,044 | \$92,324 | \$324,368 | \$348,213 | -\$23,845 | -7% | | \$338,916 | \$328,075 | \$380,546 |
| Willits | 59% | \$132,300 | \$92,890 | \$225,190 | \$186,755 | \$38,435 | 17% | | \$142,353 | \$189,097 | \$175,632 |
| Total | 69% | \$938,124 | \$429,907 | \$1,368,031 | \$1,218,676 | \$122,893 | 9% | | \$1,082,124 | \$1,071,089 | \$1,148,305 |
| File: Documents; FINANCIAL; 2019 Gross Sales.xlsx | | | | | | | | | | | |