SP

Sunfield Pantry Co.

MONTHLY FINANCIAL PACKAGE

Aug 2026

Fiscal year-to-date through August 31, 2026

Contents

Profit & Loss — L1 vs Budget	2
Profit & Loss — L2 vs Budget, Last Year	3
Balance Sheet	5
Cash Flow	6
KPIs	7
Accounts Receivable Aging	9
Accounts Payable Aging	10
Item Sales	11
Sales by Customer	12
Items Needing Attention	13

PREPARED

September 10, 2026

SOURCE

QuickBooks Online

Profit & Loss — L1 vs Budget

Aug 2026 and year to date · Actual vs Budget

	AUG 2026				YEAR TO DATE			
	ACTUAL	BUDGET	VAR $	VAR %	ACTUAL	BUDGET	VAR $	VAR %
Gross Revenue	$600,652	$554,140	$46,512	8.4%	$4,171,200	$4,120,000	$51,200	1.2%
Discounts & Allowances	($45,824)	($41,037)	($4,787)	(11.7%)	($327,900)	($310,000)	($17,900)	(5.8%)
Net Revenue	**$554,828**	**$513,103**	**$41,725**	**8.1%**	**$3,843,300**	**$3,810,000**	$33,300	0.9%
COGS	$305,049	$275,772	$29,277	10.6%	$2,117,700	$2,050,000	$67,700	3.3%
Gross Margin	**$249,779**	**$237,331**	**$12,448**	**5.2%**	**$1,725,600**	**$1,760,000**	($34,400)	(2.0%)
Gross Margin %	45.0%	46.3%	(1.2 pts)	—	44.9%	46.2%	(1.3 pts)	—
Logistics & Warehouse	$72,418	$64,560	$7,858	12.2%	$502,900	$480,000	$22,900	4.8%
Marketing	$62,423	$51,110	$11,313	22.1%	$433,500	$380,000	$53,500	14.1%
Salaries & Benefits	$61,156	$56,490	$4,666	8.3%	$424,700	$420,000	$4,700	1.1%
G&A	$31,924	$29,587	$2,337	7.9%	$221,700	$220,000	$1,700	0.8%
Total Operating Expenses	**$227,921**	**$201,747**	$26,174	13.0%	**$1,582,800**	**$1,500,000**	$82,800	5.5%
EBITDA	**$21,858**	**$35,584**	($13,726)	(38.6%)	**$142,800**	**$260,000**	($117,200)	(45.1%)
EBITDA %	3.9%	6.9%	(3.0 pts)	—	3.7%	6.8%	(3.1 pts)	—
Interest & Depreciation	$5,918	$5,649	$269	4.8%	$41,100	$42,000	($900)	(2.1%)
Net Income	**$15,940**	**$29,935**	($13,995)	(46.8%)	**$101,700**	**$218,000**	($116,300)	(53.3%)

Profit & Loss — L2 vs Budget, Last Year

Aug 2026 and year to date · Actual vs Budget, Last year

Amounts in thousands of dollars

	AUG 2026							YEAR TO DATE						
	ACTUAL	BUDGET	LAST YR	$ VS BUD	% VS BUD	$ VS LY	% VS LY	ACTUAL	BUDGET	LAST YR	$ VS BUD	% VS BUD	$ VS LY	% VS LY
Gross Revenue	**$601**	**$554**	**$500**	**$47**	**8.4%**	**$100**	**20.0%**	**$4,171**	**$4,120**	**$3,475**	$51	1.2%	**$696**	**20.0%**
Revenue – Wholesale	$286	$266	$247	$20	7.4%	$40	16.0%	$1,987	$1,980	$1,712	$7	0.3%	$275	16.0%
Revenue – Retail	$211	$191	$177	$20	10.4%	$34	19.4%	$1,464	$1,420	$1,226	$44	3.1%	$238	19.4%
Revenue – DTC & Subscription	$104	$97	$77	$7	7.1%	$26	34.2%	$720	$720	$537	0	0.1%	$184	34.2%
Discounts & Allowances	**($46)**	**($41)**	**($35)**	**($5)**	**(11.7%)**	**($11)**	**(30.4%)**	**($328)**	**($310)**	**($244)**	**($18)**	**(5.8%)**	**($84)**	**(34.4%)**
Trade promotions	($28)	($25)	($22)	($3)	(10.2%)	($6)	(28.4%)	($198)	($190)	($150)	($8)	(4.4%)	($48)	(32.3%)
Deductions & returns	($18)	($16)	($14)	($2)	(13.9%)	($5)	(33.7%)	($130)	($120)	($94)	($10)	(7.9%)	($36)	(37.8%)
Net Revenue	**$555**	**$513**	**$465**	**$42**	**8.1%**	**$90**	**19.3%**	**$3,843**	**$3,810**	**$3,231**	$33	0.9%	**$612**	**19.0%**
COGS	**$305**	**$276**	**$248**	**$29**	**10.6%**	**$57**	**23.2%**	**$2,118**	**$2,050**	**$1,720**	**$68**	**3.3%**	**$398**	**23.1%**
Ingredients & packaging	$172	$156	$142	$16	10.3%	$30	21.2%	$1,194	$1,160	$986	$34	3.0%	$208	21.1%
Co-manufacturing	$99	$91	$82	$7	7.8%	$17	20.4%	$685	$680	$569	$5	0.7%	$116	20.4%
Inbound freight	$34	$28	$24	$6	21.6%	$11	44.5%	$238	$210	$165	$28	13.5%	$73	44.5%
Gross Margin	**$250**	**$237**	**$218**	**$12**	**5.2%**	**$32**	**14.8%**	**$1,726**	**$1,760**	**$1,511**	($34)	(2.0%)	**$215**	**14.2%**
Gross Margin %	45.0%	46.3%	46.8%	(1.2 pts)	—	(1.7 pts)	—	44.9%	46.2%	46.8%	(1.3 pts)	—	(1.9 pts)	—
Logistics & Warehouse	**$72**	**$65**	**$56**	**$8**	**12.2%**	**$17**	**30.3%**	**$503**	**$480**	**$386**	**$23**	**4.8%**	**$117**	**30.3%**
Outbound freight	$41	$35	$32	$6	18.3%	$10	30.6%	$287	$260	$220	$27	10.5%	$67	30.6%
Warehousing & 3PL	$31	$30	$24	$1	4.9%	$7	29.8%	$216	$220	$166	($4)	(2.0%)	$50	29.8%
Marketing	**$62**	**$51**	**$40**	**$11**	**22.1%**	**$22**	**55.9%**	**$434**	**$380**	**$278**	**$54**	**14.1%**	**$156**	**55.9%**
Digital & performance	$28	$26	$20	$2	7.9%	$8	38.8%	$192	$190	$138	$2	0.8%	$54	38.8%
Brand & events	$35	$26	$20	$9	36.4%	$15	72.8%	$242	$190	$140	$52	27.4%	$102	72.9%
Salaries & Benefits	**$61**	**$56**	**$49**	**$5**	**8.3%**	**$12**	**24.9%**	**$425**	**$420**	**$340**	$5	1.1%	**$85**	**24.9%**
Payroll	$50	$46	$40	$4	8.4%	$10	25.2%	$344	$340	$275	$4	1.3%	$69	25.2%
Taxes & benefits	$12	$11	$9	$1	7.6%	$2	23.7%	$80	$80	$65	0	0.5%	$15	23.7%

	AUG 2026							YEAR TO DATE						
	ACTUAL	BUDGET	LAST YR	$ VS BUD	% VS BUD	$ VS LY	% VS LY	ACTUAL	BUDGET	LAST YR	$ VS BUD	% VS BUD	$ VS LY	% VS LY
G&A	**$32**	**$30**	**$24**	**$2**	**7.9%**	**$7**	**30.4%**	**$222**	**$220**	**$170**	$2	0.8%	**$52**	**30.4%**
Professional fees	$11	$11	$9	0	(0.6%)	$2	21.8%	$74	$80	$61	($6)	(7.1%)	$13	21.8%
Software & office	$12	$9	$8	$2	26.2%	$4	52.8%	$82	$70	$54	$12	17.9%	$28	52.8%
Insurance & other	$9	$9	$8	0	(0.7%)	$1	18.0%	$65	$70	$55	($5)	(7.3%)	$10	18.0%
Total Operating Expenses	**$228**	**$202**	**$169**	**$26**	**13.0%**	**$59**	**34.8%**	**$1,583**	**$1,500**	**$1,174**	**$83**	**5.5%**	**$409**	**34.8%**
EBITDA	**$22**	**$36**	**$49**	**($14)**	**(38.6%)**	**($27)**	**(55.0%)**	**$143**	**$260**	**$337**	**($117)**	**(45.1%)**	**($194)**	**(57.6%)**
EBITDA %	3.9%	6.9%	10.4%	(3.0 pts)	—	(6.5 pts)	—	3.7%	6.8%	10.4%	(3.1 pts)	—	(6.7 pts)	—
Interest & Depreciation	**$6**	**$6**	**$5**	**0**	**4.8%**	**$1**	**17.4%**	**$41**	**$42**	**$35**	($1)	(2.1%)	**$6**	**17.4%**
Interest expense	$3	$3	$3	0	3.0%	0	10.0%	$23	$24	$21	($1)	(3.8%)	$2	10.0%
Depreciation	$3	$2	$2	0	7.1%	$1	28.6%	$18	$18	$14	—	0.0%	$4	28.6%
Net Income	**$16**	**$30**	**$43**	**($14)**	**(46.8%)**	**($28)**	**(63.3%)**	**$102**	**$218**	**$302**	**($116)**	**(53.3%)**	**($200)**	**(66.3%)**

Balance Sheet

Aug 2025 · Jul 2026 · Aug 2026

TOTAL ASSETS	TOTAL LIABILITIES	TOTAL EQUITY
$2,025,100	$861,000	$1,164,100

	AUG 2025	JUL 2026	AUG 2026	CHG VS AUG 2025	CHG VS JUL 2026
ASSETS					
Current Assets	$1,756,000	$1,717,568	$1,741,100	($14,900)	$23,532
Fixed Assets	$264,000	$286,592	$284,000	$20,000	($2,592)
Other Assets	—	—	—	—	—
Total Assets	**$2,020,000**	**$2,004,160**	**$2,025,100**	**$5,100**	**$20,940**
LIABILITIES					
Current Liabilities	$592,000	$658,000	$669,000	$77,000	$11,000
Long-Term Liabilities	$276,000	$198,000	$192,000	($84,000)	($6,000)
Total Liabilities	**$868,000**	**$856,000**	**$861,000**	**($7,000)**	**$5,000**
EQUITY					
Equity	$1,152,000	$1,148,160	$1,164,100	$12,100	$15,940
Total Equity	**$1,152,000**	**$1,148,160**	**$1,164,100**	**$12,100**	**$15,940**

Reconciled · Total Assets equals Total Liabilities plus Total Equity.

Cash Flow

Aug 2026 and year to date · Indirect method

NET CASH FROM OPERATIONS	NET CHANGE IN CASH	CASH AT END OF PERIOD
($20,468)	**($26,468)**	**$367,100**
Year to date: $59,700	Year to date: ($35,300)	Beginning of year: $402,400

	AUG 2026	YEAR TO DATE
OPERATING ACTIVITIES		
Net income	**$15,940**	**$101,700**
NON-CASH ADJUSTMENTS		
Depreciation and amortization	$2,592	$18,000
CHANGES IN OPERATING ASSETS AND LIABILITIES		
Accounts receivable	($28,000)	($80,000)
Inventory	($22,000)	($40,000)
Accounts payable	$7,000	$52,000
Prepaid expenses	—	($4,000)
Credit card	$2,000	$4,000
Accrued Expenses	$2,000	$8,000
Net cash from operating activities	**($20,468)**	**$59,700**
INVESTING ACTIVITIES		
Machinery and equipment	—	($42,000)
Net cash from investing activities	**—**	**($42,000)**
FINANCING ACTIVITIES		
Line of credit	—	($5,000)
Notes payable	($6,000)	($48,000)
Net cash from financing activities	**($6,000)**	**($53,000)**
Net change in cash	**($26,468)**	**($35,300)**
Cash at beginning of period	$393,568	$402,400
Cash at end of period	**$367,100**	**$367,100**

Reconciled · ties to the change in bank account balances on the Balance Sheet.

KPIs

18 KPIs across 4 canvases

Profitability

GROSS MARGIN %

44.9%

-3% vs target

EBITDA %



Spend

MARKETING % OF NET REVENUE

Marketing	$433,500
Net Revenue	$3,843,300
Marketing % of net revenue	**11.3%**

TRADE PROMOTIONS % OF GROSS REVENUE

4.8%

Last year 4.3%

Unit economics

NET REVENUE PER UNIT

$5.06

GROSS MARGIN PER UNIT

$2.27

Working Capital

WORKING CAPITAL
$1,072,100
As of latest snapshot

CURRENT RATIO
2.60
As of latest snapshot

QUICK RATIO
1.51
Cash + AR only — excludes inventory

DAYS SALES OUTSTANDING
37 days
Trailing 3 months

DAYS PAYABLE OUTSTANDING
42 days
Trailing 3 months

OVERDUE AR
$261,184
41% of AR is overdue

OVERDUE AP
$167,433
42% of AP is overdue

CASH CONVERSION CYCLE
67 days
DSO + Days Inventory Outstanding – DPO

INVENTORY TURNOVER
5.0x/yr
Annualized from trailing 3 months

DAYS INVENTORY OUTSTANDING
73 days
Annualized from trailing 3 months

NET CHANGE IN CASH
$9,942/mo
Avg over last 3 month(s) — net change in Ca…

CASH RUNWAY
36.9 months
At current net-cash-change rate

Accounts Receivable Aging

By customer · as of Aug 2026

CUSTOMER	CURRENT	1–30 DAYS	31–60 DAYS	61–90 DAYS	91+ DAYS	TOTAL
Cascadia Natural Foods Distribution	$119,040	$48,000	$17,280	$5,760	$1,920	**$192,000**
Summit Grocers Alliance	$84,480	$43,008	$18,432	$6,144	$1,536	**$153,600**
Redwood Provisions Co-op	$77,248	$21,760	$6,528	$2,176	$1,088	**$108,800**
Harvest Table Markets	$33,792	$21,120	$9,856	$4,224	$1,408	**$70,400**
Northgate Specialty Foods	$33,792	$11,264	$4,096	$1,536	$512	**$51,200**
Lakeshore Provisions	$14,592	$11,520	$6,912	$3,456	$1,920	**$38,400**
All other customers (9)	$15,872	$6,400	$2,304	$768	$256	**$25,600**
Total	**$378,816**	**$163,072**	**$65,408**	**$24,064**	**$8,640**	**$640,000**

Accounts Payable Aging

By vendor · as of Aug 2026

VENDOR	CURRENT	1–30 DAYS	31–60 DAYS	61–90 DAYS	91+ DAYS	TOTAL
Pacific Packaging Group	$67,295	$27,135	$9,769	$3,256	$1,085	**$108,540**
Blue Harbor Freight	$42,009	$21,386	$9,166	$3,055	$764	**$76,380**
Cascade Overflow Storage	$39,959	$11,256	$3,377	$1,126	$562	**$56,280**
Golden Valley Co-Packing	$25,085	$15,678	$7,316	$3,136	$1,045	**$52,260**
FreshTaste Demo Network	$26,532	$8,844	$3,216	$1,206	$402	**$40,200**
Meridian Ingredients	$13,748	$10,854	$6,512	$3,256	$1,810	**$36,180**
All other vendors (22)	$19,939	$8,040	$2,894	$965	$322	**$32,160**
Total	**$234,567**	**$103,193**	**$42,250**	**$16,000**	**$5,990**	**$402,000**

Item Sales

Top 6 items · Aug 2026 and year to date

	MONTH			YEAR TO DATE		
ITEM	AUG 2026	AUG 2025	CHANGE	YTD AUG 2026	YTD AUG 2025	CHANGE
Roasted Garlic Sauce 12 oz	$174,189	$155,124	$19,065	$1,251,360	$1,112,000	$139,360
Smoky Chipotle Sauce 12 oz	$150,163	$130,104	$20,059	$1,001,088	$868,750	$132,338
Sweet Ginger Glaze 12 oz	$102,111	$80,064	$22,047	$709,104	$556,000	$153,104
Case pack, 6 × 12 oz	$78,085	$60,048	$18,037	$500,544	$417,000	$83,544
Variety Sampler 3-pack	$54,059	$40,032	$14,027	$375,408	$278,000	$97,408
Foodservice Gallon	$42,045	$35,028	$7,017	$333,696	$243,250	$90,446
Total	**$600,652**	**$500,400**	**$100,252**	**$4,171,200**	**$3,475,000**	**$696,200**

Sales by Customer

Top 6 customers · Aug 2026 and year to date

	MONTH			YEAR TO DATE		
CUSTOMER	AUG 2026	AUG 2025	CHANGE	YTD AUG 2026	YTD AUG 2025	CHANGE
Cascadia Natural Foods Distribution	$192,209	$165,132	$27,077	$1,293,072	$1,146,750	$146,322
Summit Grocers Alliance	$132,143	$110,088	$22,055	$959,376	$764,500	$194,876
Redwood Provisions Co-op	$108,117	$85,068	$23,049	$709,104	$590,750	$118,354
Harvest Table Markets	$66,072	$60,048	$6,024	$500,544	$382,250	$118,294
Northgate Specialty Foods	$54,059	$40,032	$14,027	$375,408	$278,000	$97,408
All other customers (9)	$48,052	$40,032	$8,020	$333,696	$312,750	$20,946
Total	**$600,652**	**$500,400**	**$100,252**	**$4,171,200**	**$3,475,000**	**$696,200**

Items Needing Attention

7 flag types · 7 total

TYPE	ITEMS	TOTAL $
Expense deviation spike	1	$46,000
Duplicate invoice	1	$18,240
Missing Class/Location	1	$15,400
Unmapped account	1	$12,300
Vendor coding drift	1	$9,400
Missing recurring vendor	1	$8,757
Possible duplicate vendor	1	$6,800