

MIDYEAR PERFORMANCE
Do it Best | 2023

SALES \$2.5 BILLION

4% AHEAD OF AGGRESSIVE GROWTH PLAN



\$85.3
MILLION

NET PROFIT
Up 10% year over year



305

RECORD NUMBER
OF NEW STORES
in 2022



AWARD-WINNING

SIGNATURE
STORE DESIGN
driving double digit
sales growth



+13%


NEW MEMBER
SIGNINGS
year over year




↑35%

CATEGORY SOLUTIONS
enhanced assortment planning


+8%




+9.4%




+11%



+23.5%



STRATEGIC
LAWN & GARDEN
partnership with BFG



INTERNATIONAL
SALES UP 9%

LEARNING
ZONE
online training



7,000
PARTICIPANTS
& GROWING

\$100 MILLION IN COMMITTED INVESTMENTS

- Next-gen warehouse management system
- New distributed order management system
- Streamlined core financial system
- Expanding Woodburn distribution center by 50%
- Launching new ecommerce platform