Annual Report 2025



1. Overview

Harbor Lane Provisions supplies specialty food to 1,265 independent grocers, cafes and restaurants from its Quayside warehouse in Port Ellery. In 2025 net revenue grew 15.1% to $21.4 million, driven by the Autumn Harvest range and by coffee from our long-standing supplier, Northwind Coffee Roasters.

Key figures

Metric	2024	2025	Change
Net revenue	$18.6 m	$21.4 m	+15.1%
Gross margin	31.2%	32.8%	+1.6 pts
Orders shipped	48,900	55,300	+13.1%
Wholesale customers	1,140	1,265	+11.0%
On-time delivery	96.1%	97.4%	+1.3 pts

2. Operations

Orders shipped rose 13.1% to 55,300 while on-time delivery improved to 97.4%. Two investments made the difference: a third cold room for cheese and dairy, and route planning that groups deliveries by district instead of by customer.

Warehouse and logistics

- Cold room 3 opened in April and holds 140 pallets at 2 C.
- Average pick time fell from 6.1 to 4.8 minutes per order.
- Four electric vans replaced diesel vans on the harbour routes.



3. The Autumn Harvest range

The Autumn Harvest range launched in September with eight seasonal lines, from apple butter and squash soup to a spiced roast blended by Northwind Coffee Roasters. The range sold out twice before November, and harvest lines now make up 9% of revenue.

Supplier partnerships

We buy from 27 producers, 19 of them within 200 km of Port Ellery. Every supplier signs our quality charter and is audited once a year.

Northwind Coffee Roasters

Northwind roasts our Harbor Blend, Dockside Decaf and Lighthouse Espresso beans to order and delivers twice a week. The supply agreement renewed in January for three more years.

4. Financial summary

Gross margin improved by 1.6 points to 32.8%, as freight costs fell and the share of own-brand lines grew. Operating costs rose 9.8%, mostly from the new cold room and three new hires in the warehouse.

Revenue by category

Category	Revenue	Share	Growth
Coffee & Tea	$5.9 m	27.6%	+18.4%
Oils & Vinegars	$3.8 m	17.8%	+9.2%
Honey & Preserves	$3.1 m	14.5%	+21.7%
Cheese & Dairy	$3.4 m	15.9%	+11.3%
Grains, Bakery & Pantry	$5.2 m	24.2%	+14.0%
Total	$21.4 m	100.0%	+15.1%



Cash and investment

Operating cash flow was $2.3 million. We invested $1.1 million in the cold room and the van fleet, and closed the year with no bank debt.

5. Sustainability

Food waste fell to 1.2% of stock, the lowest since we began measuring. Unsold harvest produce goes to the Port Ellery food bank every Friday.

- Electric vans cover 40% of delivery kilometres.
- All coffee is traceable to the farm through Northwind Coffee Roasters.
- Packaging is 86% recyclable or compostable.

6. Outlook

In 2026 we plan a second Autumn Harvest season with twelve lines, a wholesale web shop, and a regional depot for customers north of the river.

Resources

Full financial statements: harborlane.example/investors/2025

Supplier quality charter: harborlane.example/suppliers/charter

Wholesale catalog: harborlane.example/catalog

