

Silver City Food Co-op *It's MAD!* Garbanzo Gazette

Volume 18

✦ Your Monthly Newsletter ✦

June 2018

Co-op Hours:

Mon. - Sat.
9 am - 7 pm

Sunday
11 am - 5 pm

575•388•2343
520 N. Bullard St.

LOOK INSIDE!

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YOU
ARE
WHAT
YOU
EAT

Co-op Considers Relocation

Our possible move to the property at the corner of College and Pope continues to be investigated, although at press time – no decisions have been made.

This property suddenly and unexpectedly became available in April. It has long been recognized as one of the best locations for a possible move by the Co-op though the property was known to never be available. The unbelievable loss of funding for our community's LifeQuest project has now put the property on the market.

Looking at our checklist of important features a new place must have, this property comes the closest to checking off most of them. Increased floor space for categories not currently offered (or offered in minuscule amounts) such as fresh meat; a highly visible location; remaining in downtown; parking; room to grow; space for meetings and events.

While the strategic plan for our Co-op is to strengthen and move, this opportunity is askew of our time-line. Our Board is now investigating if there are paths to make this a possibility.

Because of the truncated time-line as well as the desire by the owners to move the property quickly, our Co-op is investigating this on a number of different tracks simultaneously.

First is financing. Bank loans, Member loans, and crowd funding are all being investigated. For the most part, the cost of the property is not an issue – we could probably put together a package where we could buy the property and take care of the debt service through our current store. But the property will prove to be the least expensive part of this project if we move forward.



The property will easily solve our parking issues.



The property at College and Pope can serve the Co-op for decades to come.

Renovation of the building will prove costly despite the fact that it is in good shape. Grocery stores have particular requirements that other retail or office spaces don't need. It revolves around refrigeration needs, which include electricity upgrades as well as plumbing for the units.

So the second track is figuring our renovation costs as well as our equipment costs. Unfortunately, none of our current refrigeration units can be transferred. The units in the main building are quite old and while the units in our back warehouse are newer – none of them are up to the new codes and, while we are grandfathered in our current location, regulations will not allow them to be moved to a new location.

An architect is now working on preliminary designs for construction costs and equipment needs and costs are being acquired. This is just to give us a ballpark figure – will renovation and equipment be \$400,000 or \$700,000 – or more (probably not much less)?

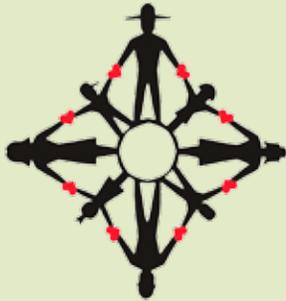
The last track is projecting revenues to determine if we could afford the loans after we move. It is pretty much a given that the location, the parking and the increased floor space will allow for revenue growth – but by how much is mostly educated guesswork.

We'll have more info available by the next newsletter although even at that point – if we decide to move ahead – there will be much more info to gather and tasks to be done before we can get a perfectly clear picture of what we can accomplish. ✦✦✦

2038 members/owners strong and counting . . .

Silver City Food Co-op

established 1974



www.silvercityfoodcoop.coop

Store Hours

575-388-2343

Mon-Sat 9am-7pm

Sunday 11am-5pm

Vision Statement

Promoting the inherently healthy relationship between food, community, and nature.

Seven Cooperative Principles

- Voluntary and open membership
- Democratic member control
- Member economic participation
- Autonomy and independence
- Education, training and information
- Cooperation among co-ops
- Concern for community

Joe Z

general manager

Mike Madigan

assistant manager

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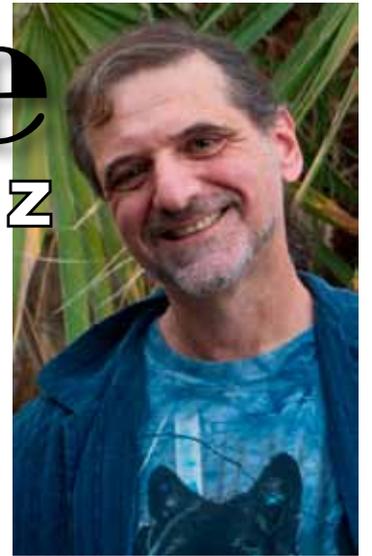
judith@silvercityfoodcoop.coop

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Cup o' Joe

by Joe Z



One of the more unappealing aspects of my job – to me at least – is the need to travel to NCG (National Cooperative Grocers) conferences three times a year. I'm contractually required to attend these. I wasn't told this when I was offered this position nor when I accepted. Probably a good thing because I am not a fan of traveling and would have probably not accepted the position if I knew.

I found out about this travel three weeks after I accepted the position and two weeks before I started when I received emails from NCG with contracts to sign in which the travel component was present. Three weeks after I started, I flew to Ashland, Oregon for my first conference.

It was pretty interesting and I met Co-op managers from all over the west (it was a western "corridor" conference – not a national one). Some fun folks. We talked and laughed about Co-ops. We drank beer and wine. Good times.

At least at first – after a few conferences, the noise, the pace and abundant food started to wear on me. We were always in fancy resort hotels which is nowhere near my personal style or taste.

And the flights and airports were not fun although I always had a pretty zen attitude and floated through them with relative ease. Of course, airports don't like mellow floating folks and did everything to break my zen. They succeeded.

Not only that, I noticed a pattern after the first 7 conferences that I would get sick for 1 to 2 weeks after the conference (a few times starting at the conference).

So for the eighth conference, I decided to stop flying, start driving, stop indulging in all the food and avoid crowds. I haven't been sick once since then because of one of these trips. As a point of information, there have been seventeen conferences since I came here. I missed two, I flew to seven and I drove to the other eight: San Diego, LA, San Francisco, Sacramento, twice to Minneapolis and twice to Durham, North Carolina. I've driven a different route each time to and from the destination and avoided the interstate whenever possible and desirable.

I would estimate that 70% of the distance traveled was on empty and near empty roads. Took some effort to find them and they can add a couple of days to a trip but how very refreshing and quieting and calming. And I try to keep my road time to only 5 to 6 hours a day so I can proceed at a leisurely pace.

The beauty of our country is stunningly sublime and then suddenly shockingly breath-taking. I love watching the terrain change. The vegetation change. The small towns of which their inhabitants think it's the most important thing in their lives. And ghost towns. Some just recently ghosted.

Okay – here's your Jeopardy question for \$25 under the category of "Famous Cities": Answer: Stuttgart, Arkansas. Correct question: "What is the Rice and Duck Capital of the world?"

What?? Stuttgart? Who ever heard of Stuttgart, Ark? These

are the enlightening things you discover driving through our country. Of course, that evening I had to look it up on the net. Well it seems that they have an outdoor store that specializes in ducks and they have a yearly event called the "World Duck Calling Contest". Who knew? Well, if you are a duck caller, you probably knew and heard about Stuttgart.

But what about the rice? Well, it seems that Riceland Foods is headquartered in Stuttgart, does about 1.3 BILLION dollars in gross sales serving over 60 countries. And it is an Agricultural Marketing Cooperative with 5,500 members. A Co-op.

Farm Co-ops were everywhere across the west from the mid 1800s to the mid 1900s. While there are still many left, most are just a whisper of what they used to be. Big Biz has bought up most of the farms over the last 60 years plus. Looks like rice farming slipped under the radar of Big Ag.

But often the truth of Co-ops is that they spring up where capital ventures fear to tread. But once the market and the ways and the means are developed, the big boys come in and buy up everything. In some ways then, rather than being an alternative economic system, Co-ops are merely the pioneers making things safe for the capitalists.

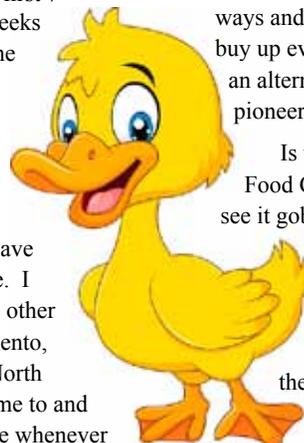
Is this what is happening to Food Co-ops today? Did Food Co-ops develop the natural and organic market to see it gobbled up by Walmart, Krogers and Albertsons (the three largest grocers in the US)? Are food Co-ops an ageing vestige of history soon to be in the dustbin?

You know --- maybe. I hate to say that but there are Members I've heard say, "since Walmart is selling organics now, we might as well disband the Co-op". True story.

Farm Co-ops came into being because the only way to survive was to band together. The New Wave Food Co-ops of the 60s and 70s stood for health, better eating and a healthy disdain for corporate giants. Perhaps most have given up in fighting the corporate beasts but, I believe, integrity, concern for people over profit and an honest transparent business is a superior product.

And this superior product can and will survive as long as we don't just think of ourselves as just another business struggling for market share. While we must respond to market forces, the real strength of Co-ops are our collective hearts. It is in our belief in taking care of ourselves, in taking care of our communities and taking care of our planet.

In these troubled times, it is inherent for Co-ops to become centers of caring and providing. It is these values that will enable our Co-ops to survive and grow. ❄️



Don't sleep through it!



It's MAD again! June/July

Member Appreciation Days

*any 2 days of your choice
to save 10%*

(excludes mark-down items
25% maximum discount)

Become a member and save \$

❖ Silver City Food Co-op ❖

Kitchen Meditations

Summer

Oil-Free, Sugar-Free Cherry Cobbler Cake

Juicy cherries topped with an oat-based cake-like topping.
Serve plain, with whipped cream, or with a scoop of vanilla ice cream.
You can, in fact, use any fruit you'd like in this recipe (peaches or apple, maybe).

Ingredients:

16 ounces cherries, fresh or canned (about 2 cups)
2/3 cup oat flour
1/3 cup oats
2 tsp baking powder
1/4 tsp sea salt
1 cup milk of your choice
2 tsp vanilla extract

Instructions:

- Preheat oven to 350 degrees.
- Lightly oil an 8 x 8 inch baking dish.
 - Place the cherries (or whatever fruit you're using) on the bottom
 - In a medium bowl, whisk the flour, oats, baking powder, and salt.
 - Add in the milk and vanilla and whisk until smooth.
 - Pour the batter atop the fruit, moving the dish to evenly distribute it.
 - Bake for 35-40 minutes, until top is springy to the touch.

Honey-Roasted Cherry & Ricotta Tartine

With fresh cherries and a creamy thyme-spiked ricotta spread, this easy tartine recipe is perfect for a healthy breakfast. Serve with a green salad for an easy lunch or light dinner.

Ingredients:

2 cups pitted fresh cherries
1 tablespoon honey, plus more for serving
1 teaspoon lemon zest
1 tablespoon lemon juice
2 teaspoons extra-virgin olive oil
4 slices of whole-grain artisan bread
1 cup part-skim ricotta cheese
1 teaspoon fresh thyme
1/4 cup slivered almonds, toasted or raw
flaky sea salt (optional)

Preparation:

- Preheat oven to 400°F. Line a rimmed baking sheet with parchment paper.
- Toss cherries with honey, lemon juice, oil and salt. Roast on the prepared pan, shaking it once or twice during cooking, until the cherries are warm and very soft, about 15 minutes.
 - Toast bread. Mix ricotta cheese with lemon zest, cherries, thyme almonds and sea salt.
 - Top the toast with ricotta mixture and drizzle with more honey, if desired.
- *Make Ahead Tip: Refrigerate roasted cherries (Steps 1-2) for up to 3 days; reheat before serving.



Nutrition Nuggets

Facts About Cherries

- Cherries are fat, cholesterol and sodium-free.
- One cup of cherries is less than 90 calories.
- That same cup of cherries has 3 grams of fiber, which aids in digestion, helps maintain cholesterol, controls blood sugar and can help with weight loss.
- Cherries are a good source of vitamin C, with 16% of the daily recommended value in one cup.
- Cherries also contain vitamin A, calcium, protein and iron.
- Potassium in cherries plays a key role in muscle, heart, kidney and nerve cell functions.
- One cup of cherries has 260 mg of potassium.
- Cherries are one of the top antioxidant-rich foods.
- Anthocyanins in cherries give the fruit its red color and may help protect the heart and the tissues that surround it.
- Boron in cherries helps maintain calcium balance and promotes bone health.
- Research has found that eating cherries reduces pain and inflammation associated with arthritis and gout.
- Cherries contain melatonin (which regulates sleep cycles) and may be a helpful food for fighting jet lag and insomnia.

The Frugal Co-op Chef



Classic Caprese Salad

Ingredients:

1 pound fresh mozzarella
4 medium juicy tomatoes *
1 bunch fresh basil, leaves only, some reserved for garnish
Coarse sea salt
Coarsely-ground black pepper
High quality olive oil

*Heirloom tomatoes are especially colorful and, of course, you can't go wrong with fresh-picked, regardless of variety.

Preparation:

- While mozzarella is still cold, cut it into 1/4 inch slices. Let it sit, loosely covered, to come to room temperature while you prepare the tomatoes.
- Slice the tomatoes into 1/4 to 1/2 inch thick slices, leaving them in a single layer on the cutting board as you go. Sprinkle generously with salt, if desired.
- On a serving platter, arrange the mozzarella, tomato slices and whole basil leaves so they overlap slightly. Pour any tomato juices left on the cutting board over the dish.
- Sprinkle with pepper and drizzle with plenty of olive oil. Top with reserved basil and serve.

Jake's June Produce Picks

Sweet Basil

Basil (*Ocimum basilicum*), an aromatic herb belonging to the mint family, is perhaps best known as the key ingredient in pesto – that savory Italian sauce made from olive oil, garlic, crushed pine nuts (or walnuts) and an abundance of fresh basil leaves. The type of basil used in Mediterranean cooking – Italian large-leaf – pairs well with anything tomato-ey and, consequently, appears in a wide range of dishes from Caprese salad to marinara sauce. It is also said to complement the flavor of peaches quite nicely. Just a few fresh leaves or a sprinkling of the dried, are all that is needed to add a distinct taste to any dish.

Perhaps the most popular and widely used culinary herb. It is a tender, annual, aromatic plant with a spicy odor and flavor. It grows 12-18 inches tall with foliage that ranges from green to purple. Basil is easy to grow, but it only grows outdoors in the summer, and only once the soil has warmed up nicely—so plan accordingly.

You may have noticed that when you store the herb in the refrigerator its leaves quickly turn black. The best way to extend the life of your basil is to treat it like you would a bouquet of flowers. Snip off the ends, place them in a jar and fill with an inch or so of water. Then set it on a counter or windowsill that does not get direct sunlight. Covering the bouquet with a light plastic bag may help to keep it fresh for about a week.



Dougan, a colorful spot in the produce department.

What is a Tomato?

The tomato (*Solanum lycopersicum*) is considered to be both a fruit and a vegetable and forms an integral part of cookery around the world, especially in the Mediterranean region. Daily consumption of tomatoes provides a great boost to health, as well as enhancing the flavor of food. You can find them in a wide variety of delicious dishes, such as pasta, pizza, ketchup, and various beverages. They are relatively easy to cultivate and grow very quickly, making them a great food source, which is a big reason why tomatoes are a staple food for many nations.

Tomatoes are believed to be native to Mexico, but the Spanish colonization of North and Central America caused tomato cultivation to spread. They are an annual nightshade plant and grow in clusters of small to moderately-sized, round red fruits. They have soft, pinkish-red flesh and a slightly sweet taste.

Nowadays, tomatoes are grown in countries all over the world and there are thousands of varieties that offer a wealth of culinary uses and unique health benefits.

Becky's June Dairy Pick

Bel Gioioso Fresh Mozzarella

Fresh mozzarella is a delicate, clean-flavored, white cheese. It is semi-soft and usually made in different-sized ball shapes. Packed in water, it's a high moisture content cheese that will last, unopened, up to four to six weeks from date of manufacture. Once out of its package, it should be refrigerated and used within four to seven days. Originally made from Italian water buffalo milk (as it still is in some dairies), *Bel Gioioso Fresh Mozzarella* is made with cow's milk which results in a sweeter and milder cheese. It is quite delicious and compatible with salads and any Italian-style dish.

Serving suggestions:

- Sliced with tomatoes, fresh basil and olive oil for a Caprese salad
- Cube into fresh green salads
- Slice and layer into pasta dishes



Member and volunteer Vicki Gadberry showing us where to find Bel Gioioso Fresh Mozzarella in the Dairy Cooler.

CO-OP Community

Co-op Community Donations

The Co-op donated to or collected donations on behalf of these organizations:

Grant County Food Pantry

We would like to thank the members who give generously each month with donations to the Food Pantry through the Food Co-op's "Chili" program.



Thank You Co-op Volunteers!

Many thanks to these member volunteers for their service.

Ellen O'Bryan • Tasha Marshe
catherine bialopiotrowicz • Malika Crozier
Althea Athenian • Athena and Two Crow Schumacher
Judy Menefee • Tim Garner • Jennifer Lamborn
Deb James • Susan Van Auken • Jane Papin



Calling for Guest Writers!

Do you love your Co-op?
Do you want to help get the word out about the issues facing the Co-op?

We would love your help writing articles for the Garbanzo Gazette!

If interested please email judith@silvercityfoodcoop.coop

Three hours earns a 15% Volunteer Discount



Taste Samplers Needed!

Isn't it fun to get free food?



It's even more fun to be the gracious person giving the food. Become a sampler and hand out food samples on Wednesdays from 9 am to 12 noon and 12 noon to 3 pm. It's fun and you get to see all of your friends.

Contact: judith@silvercityfoodcoop.coop

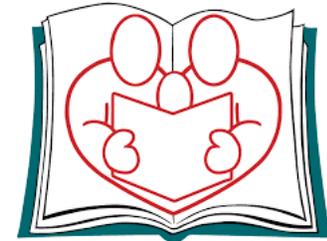
Round Up Donation Program

The Silver City Food Co-op invites you to "Round Up." This means that, as a customer, you can round up the balance of your total purchase to the nearest dollar, thereby donating that amount to a local non-profit. Donation recipients change every month. Information can be obtained at the cash registers when you check out. Many thanks to our cashiers who make this program work so that we can all give to our community.

Round Up for June

Literacy Link -Leamos

LLL is Grant County's community-based family literacy program. Their mission is to raise literacy levels in our county, helping as many people as possible through free tutoring and outreach projects



Literacy Link - Leamos

Farmers' Market

The Silver City Farmers Market is incredibly fortunate to be part of Double Up Food Bucks (DUFEB), a program that enables individuals to double their food stamp/EBT money when it is spent on fresh produce at the Farmers' Market! One of the Farmers' Market Manager's jobs is facilitating and accounting for the DUFEB program. The Co-op's round-up money will go toward the work required to offer this wonderful service to our community. Thank you Co-op!



April Round Up \$1181.17!

Expanding Your Horizons

EYH Network has been inspiring girls to recognize their potential and pursue opportunities in science, technology, engineering and mathematics since 1974. This wonderful organization holds conferences here in Silver City. When you round up, you contribute to opportunities for young women to become innovative and creative thinkers ready to help meet the challenges of the 21st century.

expanding your horizons
motivating young women in science + mathematics

Round Up for July



Summer Sale

in Body Care!

Everything Reduced!
Wednesday, June 27th

Featuring clean, luscious, local products that will enhance any self-care practice.

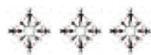
Posting Board Guidelines

Our Co-op Volunteers do a great job with our outdoor bulletin board.

Please help keep it neat and accessible by following the guidelines below.

- All notices should be dated and will be up for one month. Those with no date will be dated back to the 1st or 15th of the current month. You can re-post any time after the end of that month.
- Only one posting of each sign (duplicates will be removed).
- Place notices carefully to avoid covering other signage.
- Please, no more business cards
- Look for the new “ride board” and “lost and found” on the small bulletin board to the far left.

Thank you for your kind cooperation.



catherine keeps our posting boards in tip-top shape.

MAD June/July

Pick your own two days

to receive 10% off your purchases!
(Excluding mark-down items
25% maximum discount)

Be sure to tell the cashier **BEFORE** they start ringing up your purchases that you are using your MAD discount!

Member Appreciation Days (MAD) are offered 4 times each year, and are yet another way to save money at the Co-op.

Memberships are only \$10/year and you can recoup your membership by shopping just one MAD.

RAIN CHECK

Sorry we are out.
Lettuce make it up to you!



We now have rainchecks to give our member/owners and customers better service!

Volunteer Benefits!



Why volunteer at the SCFC?

It's a fantastic way to save money, meet like-minded locals, and learn about our products and the business.

For every three hours worked, volunteers receive a voucher good for a **15% discount** here at the Co-op. Even better, when these generous people use their vouchers on Member Appreciation Day (MAD), **they can get 25% off their total.**

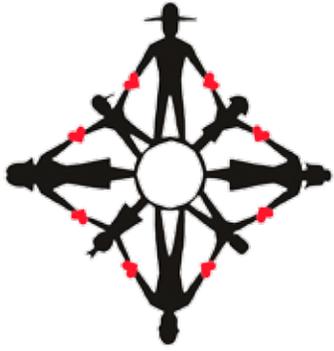
Contact: judith@silvercityfoodcoop.coop

Produce Compost Guidelines

This is a free service provided for our customers. We are not able to honor “special” requests for specific produce in bags and keep this service free. Please note:

- First come, first served
- One bag per person, please
- Scraps are bagged randomly as produce is processed
- Best days for compost are Tuesday & Thursday





Silver City Food Co-op Annual Report 2017

To All Co-op Members,

2017 proved to be a mixed bag for us though the end results have proved to be quite positive. The year started with a continuation of the declining sales that started at the end of 2015. Often that is misinterpreted as “the Co-op is in trouble”. Nothing can be further from the truth.

Business cycles have their ups and downs. That’s a normal phenomenon that effects most businesses over time. The Silver City Food Co-op sustained very significant growth from 2013 through (most of) 2015 approaching a half million increase in sales. From our peak, revenues dropped around \$65,500 overall through 2016 and 2017. While that is a small percentage overall, it did necessitate some cutbacks to keep our business strong.

Most of our efforts that started in 2013 that created the vibrant growth were still in effect and were continued to be fine-tuned. This mainly revolved around finding the best deals and values for our Members as well as introducing exciting new products that help maintain our commitment to healthy Organic and Natural foods. Our Membership has responded by supporting these products. Because of the small size of our store, to make room for these items, it necessitated removing some of our slower moving items which – for the most part – can still be special ordered.

**IN 2017
WE HAD 36
VOLUNTEERS
RECEIVING A 15%
DISCOUNT
VOUCHER
FOR EACH 3
HOURS WORKED!!**

Indeed – if we look at our store proper (without the Market Café), we had over a \$9,000 surplus (profit) in 2016 and over \$30,000 in 2017. Not only is that strong performance but is a very positive indicator for our future.

Importantly, we have expanded our “Co-op Basics” to include many more items at reduced cost to Members so that everyone – regardless of their income level – can benefit from the healthy foods that we carry. Again – Members responded enthusiastically as our Basics products have seen quick and sustained growth.

All our efforts have certainly paid off as by the end of 2017, revenues have started to approach what we have seen at our peak. This trend has continued so far through 2018 yet as mentioned, businesses will move in cycles and past performance does not indicate future performance. The importance of seeing revenues increase is not the growth by itself but rather it shows that our Co-op is not in steady decline (as are many other businesses in this new day and age) but is part of the natural ebb and flow of a business.

Members are noticing the increased vitality of our Bulk department as new and more tasty products have been introduced. Our Refrigerated department has seen mighty growth this past year and Members are delighting in the specialty cheeses that we have experimenting with as well as such niche market products as our Raw Milk. Produce remains very strong as our commitment to Organics that is not seen at other stores is a huge plus. Even our Frozen department is seeing quite significant growth.

We have dropped prices on many item resulting in lower margins but increased sales. And after years of experimenting with our MAD discounts we have settled on three 2-month periods where Members can choose any 2 days through those periods (Feb/March, June/July and Nov/Dec.)

Revenues 2013 to 2017



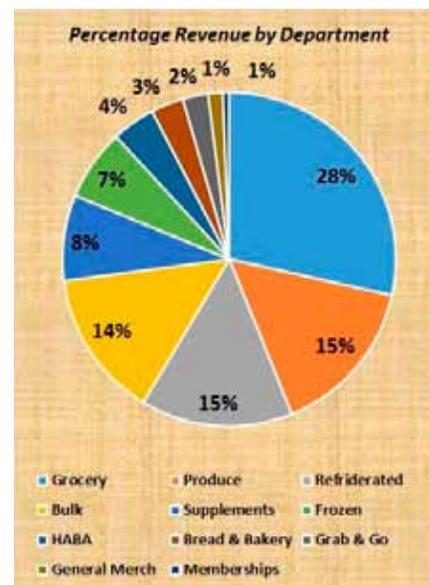
In addition, there is one 3 day MAD period in September with a whopping 15% discount! We have also introduced department specific sales during Oct. which is always National Co-op Month.

We have continued our pursuit of local products and the celebration of our local vendors. Two of our new products, our raw milk and local honey have been accepted enthusiastically by our Membership making our Co-op truly the land of milk and honey.

The 614 Project

Otherwise known as the Market Café, the losses that plagued us in 2016 were reversing in 2017 although they were still significant. As this enterprise was looked at, it was decided the energy needed to complete a full reversal and bring it to break even and profitability were too great. Thus the decision to close down the project was made. This decision will allow us to concentrate our energy on our Store proper and to pursue our goal of relocating our Co-op in the coming years.

We have learned a lot from the project and a relocation is beset by many questions that currently have few answers. It is difficult to find a larger spot that fulfills our needs in the downtown area yet many Members would understandably frown on moving outside of downtown. We have no opportunity for physical growth where we currently are (no – we cannot build up for a number of reasons). The separation of our business into two physical entities (our store and the warehouse behind it) has created many inefficiencies that might have been fine when we were smaller but is now a constraint on us and creates quite a bit of inefficiency. Having all our operations under one roof will greatly enhance our ability to respond to a changing market.



Our Future

We are certainly well situated as we traverse our way through 2018 and the coming years. Sometimes, from our wonderful but isolated perch in Silver City, it is difficult to see the changes that are happening across our country in the Organic/Natural foods market.

Others have entered this market which used to belong almost exclusively to our Co-ops. This has created a lot of pressure on finding products and keeping our store stocked. There is simply not enough product to fill everyone's demands as well as the big stores gobble up what is there. This will correct itself in the next few years as more and more farmers and manufacturers turn to organic and natural products. Right now, we are constantly chasing product.

This is where our association with the National Co-op Grocers organization really comes to play. Leveraging the purchasing power of 147 Co-ops across the country, this group can obtain great deals that our Co-op by ourselves cannot get. All the fantastic prices seen in our Co-op Deals program comes from this organization – essentially a food broker for our Co-ops. Also many of our Co-op Basics come from the NCG while we supplement other products to round out the program.

Across those NCG Co-ops, 6 small ones have failed this year as well as the loss of the Bisbee, AZ co-op (not an associated NCG co-op). We also have seen dramatic drops in revenues from our sister Co-op in Las Cruces, Mountain View Co-op, which has moved from a dynamic entity reaching nearly \$5 million to just over \$2.5 million in 2017. Food Conspiracy Co-op in Tucson has stalled in revenues and has been in transition with 4 managers over a 15 month period. La Montanita Co-op in Albuquerque has been in turmoil over the last couple of years as it too has had 4 different managers but has now settled down. Los Alamos Co-op as well as the Durango Co-op have stabilized this past year after two years of dramatic sales decreases.

Truly, our Co-op has remained quite stable in view of what is happening to Co-ops across our country. The key to success is determining exactly what the Membership wants and to educate all as to the value and the alternative that Co-ops offer. We believe we are attaining that at our Co-op. Yet our efforts in these areas will continue to increase as the possibilities for our Co-op to make significant impact on our community remain very high and sustained.

**In 2017
Members & Shoppers
gave
\$19,235
to Community
Organizations
through the
Round Up Program!**

**We carry more
Local Products
than others,
including:**

Eden's Garden

Frisco Farms

POCO LOCO

Rock House Farms

**Proverbs Farm
& Dairy**

**Preferred
Produce**

Karuna Kitchen

**Gila River
Ranch**

EZ Does it Farms

**Living Harvest
Bakery**

**Desert Women
Botanicals**

Salsa Patria

Behind the Scenes at the Co-op

This column, which started in the November 2017 issue, features people who keep our co-op running smoothly. You can read the past issues of the Garbanzo Gazette on our website and learn about the general manager, POS (point-of-sale) workers, receivers, produce crew, finance department, assistant manager, and deli crew. Next month you can read about the buyers and the MODs (mangers on duty).



*by Susan Van Auken
Co-op Member*

❖ Cashiers ... Stockers ... Cleaners ❖

Cashiers

Lee Ann, a regular afternoon cashier, said, “Cashiers are the first staff people customers see when they walk into the co-op and the last one they see before they leave. I try to make each customer, member or not, feel welcome. Sometimes I have the feeling a person wants to chat a bit, and we share a few words. Other times I just know that a person is in a hurry, and I finish their transaction quickly. I like to treat people as I want to be treated.” Her comments sum up a primary part of the cashiers’ job, being the face of the co-op, and connecting well with the customers. When necessary they also communicate important co-op information. In a five-hour shift, a cashier rings up the till for hundreds of customers, so being a people person is an asset.

Most transactions at the checkout counter are fairly straightforward, scanning all the packaged items, entering the PLU number of all the bulk and produce items, and then weighing them. Problems can and do arise. When items won't scan, the twelve-digit bar code number needs to be entered by hand, or the number for a bulk

Stockers

When the three major grocery deliveries and two produce deliveries arrive each week, many staff are on hand to fill the store with the incoming product as quickly as possible. On a daily basis, a few stockers stay busy, making sure the store is fully stocked before the store opens and then throughout the day continually replacing the thousands of individual products purchased by customers. Drinks, chips, and snacks are high-demand items that need stocking frequently.

Because the co-op carries so many different products in our small store, instead of stocking out a full case, sometimes only four jars from a case can be stocked; the rest goes into the warehouse, which makes stocking less efficient than in a store with more shelf space. Assessing one section of the store at a time, stockers write down the items needed, walk across the alley to the warehouse with a stocking cart, and load the goods to bring back across the alley. They rotate all the merchandise as they stock, and keep the product in the warehouse well organized.

On the list of staff at the beginning of this newsletter, you will notice that several staff are listed as working “wherever needed.” This means that they have been cross-trained to work several jobs. They might be scheduled as the main cashier or as the cashier backup who will stock grocery when not on the register, or work an entire shift filling bulk bins or stocking produce. Jody, Joy, Elysha, Christine, Hallie, Jarrod, Abel, and Hina keep the store looking full, abundant, and inviting all day long.



*Jarrod, the Co-op's main bird watcher,
stocking Kombucha.*

item the customer has written on the twist tie is hard to read, or the name and PLU number of produce items, especially local produce, need to be double-checked. In rare cases, someone from the back office must investigate a problem, such as why a bar code does not indicate the product being scanned.

At the beginning of each shift cashiers look over the produce department to see what is in stock and learn the names of new items. Cashiers are tasked with writing down every refund that is made; and every refund over ten dollars needs manager approval. Detailed activity is involved with each transaction, and close attention is required for the cash drawer receipts to match the printed report from the computers when a cashier counts the drawer at the end of her or his shift. In addition to Lee Ann, Jody, Joy, Elysha, Jo, Hallie, Jarrod, Abel, and Hina are also cashiers.



*LeeAnn enjoys helping our customers
at the register.*

Cleaning Crew

When asked about the cleaning responsibilities, Abel laughed. “You know, we clean,” he said. It may not be a glamorous job, but it surely does make the co-op look and feel great.

Becky, Abel, Tinisha, Joy, Hina, Elysha, or Hallie show up at six thirty each morning to clean, and cleaning definitely deserves a behind-the-scenes mention. In the store, offices, and warehouse, every day the trash is emptied, the bathrooms cleaned, the floors swept and mopped, and the coffee grinder cleaned. Periodically the products on the shelves are dusted. And, in case you wondered, the nut butter machines are cleaned every Tuesday, by Tinisha, from top to bottom. Everything is cleaned and looks great when customers arrive. Next time in the store, notice how clean our store is kept!

Cashiers, stockers, and cleaners – three important jobs involving twelve staff members who keep our co-op running smoothly, looking good, and remaining a great and friendly place to shop.



Bulk Department

NEWS

by Evan Humphrey

Two New Programs at Our Co-op!

Starting in June, we are determined to reduce our use of plastic packaging, and we need your help.

We are excited to announce two new programs at our Co-op. These initiatives are designed to reduce the amount of single use plastic bags and other disposable packaging that leave our store. Last year, the co-op spent \$9,200 on packaging! This figure includes plastic and paper bags, repack labels, plastic produce bags, saran wrap, deli containers, etc....

Instead of sending that money to overseas plastic manufacturers, we would much rather pass some of that back to our membership – you!

The five cent reusable container credit:

You will receive a 5 cent credit at the register every time you use a reusable container or cloth/nylon bag to purchase a product by the pound. This credit will be deducted from your total purchase. It will apply to all bulk, herb, and produce products that would normally cause you to consume a plastic bag. A credit will NOT be given to plastic or paper bags or plastic deli containers. While we appreciate the fact many of you re-use these, the spirit of this program is to encourage the use of non-plastic or hard plastic reusable containers that can be used many times before being thrown away.

We could charge for paper and plastic bags as many states already mandate but, instead, we thought it would be more fun to reward you for being thoughtful! We estimate that we could be giving away as much as \$7,300 back to our customers every year through this program.

Also, all reusable bags and containers sold in the store will now be permanently discounted for members (pink tagged)! Look for new options in the coming months!

#1

In order to receive this credit:

- Purchase a product using a reusable container
- The container cannot be a plastic or paper bag or a deli container (these are the same as the plastic nut butter containers)
- This credit does not apply to reusable shopping bags used to carry groceries out of the store
- This credit will not apply to anything already sold in a bag.

Our 10% case discount for members will now also apply to 10lbs or more of a bulk repackaged item:

This initiative is designed to reduce the number of plastic repack bags that we use for dried fruit, specialty nuts, instant bean mixes, nutritional yeast, chocolate treats etc.... Because most of these items are higher priced and come in large quantities (anywhere from 15-30lbs) the prices become prohibitive for many of our customers to special order these items in bulk. While this certainly won't drastically reduce the amount of plastic repack bags we consume, we believe this is a step in the right direction. We are also considering alternative ways to offer these products using recyclable, compostable, or reusable packaging.

#2

In order to receive this discount:

- The product must be special ordered using the green special order slip
- The weight, 10lbs or more must clearly be written on the slip
- You must be a Silver City Food Co-op member
- The item ordered must be currently sold in the store in a repackaged bag.
- Only one item per special order slip – please do not list multiple items on the same slip!

Please give us your feed back!

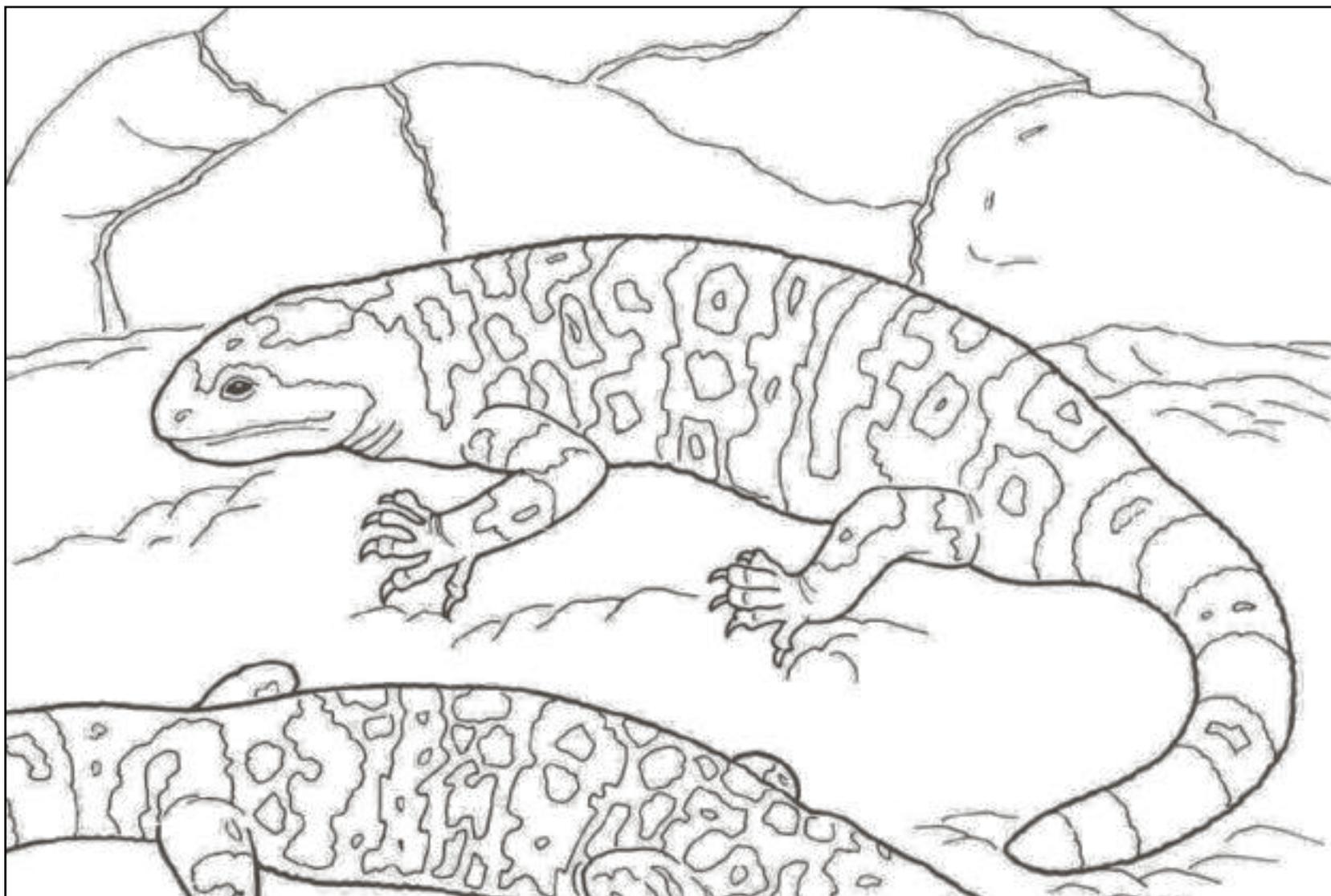
We plan on trying this during June and July and will fill you in on the results in the September Garbanzo Gazette.



Abel, our receiver, and Evan, our bulk manager show us the containers for bulk that are 15% off.

FREE FRUIT FUN

Now Kids, color in this here picture,
bring it on down to the Co-op and get your free piece of fruit.
(Produce Staff Selection)



NAME: _____ AGE: _____



Interesting Facts About Gila Monsters

- The Gila monster is a species of venomous (poisonous) lizard.
- It is found in the Southwestern United States and in Mexico.
- Gila monsters seem to like water and can be observed immersing themselves in puddles of water after a summer rain.
- The Gila monster and its close cousin, the Mexican beaded lizard, are the only two venomous lizards in the world.
- The lifespan of the Gila monster is up to 20 years in the wild and up to 30 years in captivity.
- Gila monster venom is about as toxic as that of a western diamondback rattlesnake. However, a relatively small amount of venom is introduced in a Gila bite.



Tasty Wednesdays!

For You, Our Valued Co-op Customer!

You may know about Popcorn Fridays at the Co-op, when shoppers can partake of free bags of freshly popped organic corn and other great samples. Customers have responded so positively to this weekly event that we've decided to offer more wholesome goodies on Wednesdays, as well. It's not just food, either. Our supplement and HABA departments also have great stuff to pass out. Popcorn will not be served on Wednesdays, but that means that we can really do it up right with other treats!

Of course, an actual person needs to woman or man the sampling table and, through the years, that role has been fulfilled by our awesome and intrepid crew of volunteers. We couldn't do it without you, dear people!

There are many ways to help our co-op run well. When you volunteer, you get the satisfaction of working with others in the SCFC family, while contributing to an organization that holds concern for community and individuals as its highest goal. Please refer to our "Cooperative Principles" below. If you'd like to participate, please call the Co-op at 388-2343. We can always use the help.

COOPERATIVE PRINCIPLES:

- Voluntary & Open Membership
- Democratic Member Control
- Member Economic Participation
- Autonomy & Independence
- Education, Training & Information
- Cooperation among Cooperatives
- Concern for Community



Volunteer Bridget O'Leary giving member David Demars a sample of a bulk delight on a Tasty Wednesday.



Volunteer Ellen O'Bryan offers an array of samples to our customers.

**We will happily carry
your purchases
to your vehicle,
wherever you're parked!**

The donkeys pulling this cart caused quite a sensation on pleasant days this winter when they parked outside the Co-op with their owner, Dirk. People were smitten by their woolly coats, long noses and gentle, dark eyes. Donkeys, also called burros are found throughout the world and are members of the Equidae family, which also includes horses and zebras. They look a lot like their cousins, but have long, floppy ears and tend to be stockier than horses or zebras. Most donkeys are gentle, affectionate and intelligent. They are herd animals that do best in a group, although they will live happily with other farm animals.



Sunscreen - Salves - Lotions

SUMMER
BODY CARE

Sale Wednesday
June 27th
15% Off One day only!

all body care products!

Items already on
sale are excluded.

Shampoo - Toothpaste - Essential Oils



Jennifer Johnston
President



Jean-Robert Béffort
Vice-President



Laurie Anderson
Treasurer



Dan Herbison
Secretary



Shanti Ceane



Julianna Flynn

2 U From Your Board . . . General Membership Meeting & Picnic Gomez Peak Group Facility - May 6th

A combined GMM & picnic took place on the first Sunday in May. The food was catered by the Duckstop food truck (formerly the Tré Rosat Restaurant owners). Both vegetarian and non-vegetarian options were available, all made from Co-op ingredients. Their customer count was 120 people, so barring anybody going back for seconds (unlikely), that was a very fantastic turnout for our co-op sponsored event. There was a DJ, horseshoes, volleyball (no takers I believe), and corn hole bean bag toss as activities. One highlight was the desserts brought by Co-op members, which filled a full picnic table and was definitely visited by this writer more than once (All right, full disclosure, it was 3 times). The idea of this gathering was to provide a vendor fair-type of atmosphere with local vendors who supply to the co-op as well as regular Co-op product vendors to get a chance to meet with membership and show their wares. All the local vendors were contacted by a Co-op volunteer, Scot Zager. Lisa Ross with her soaps and skincare products was the one local vendor, and she gave out free samples of hand-made soap. The Co-op set out many free samples of various products and there was a raffle drawing of a gift basket that was won by Joanie Connors. Other vendors included the western representative from Denver of the upstate New York *Tierra Farm* bulk nuts distributor, on hand to give out samples of their various offerings of nuts that are carried in the bulk department of the store.

Finally, the membership meeting took place, beginning with Joe providing handouts of the financials, an annual report, and a short spoken synopsis of both. Questions and answers followed with both Joe and Jennifer Johnston/board member facilitating a discussion of the possibility of the co-op moving to the LifeQuest building on the corner of Pope & College. This building has recently been listed for sale and may meet the parameters of one of our strategic goals, which is to expand into a larger space and provide more parking. Members commented on the positive possibilities with a move to a location like this, but also cautioned that a business plan outlining how we could afford the new debt would be needed. Finally, Shanti Ceane, a newly elected board member was introduced.

There was great food, great weather and a chance to meet with other members as well as to ask questions of board and management. I encourage members to attend this annual event if you haven't already; once you go to your first one, you will be coming back for more.

Jean-Robert Béffort
Vice President
Board of Directors
Silver City Food Co-op



Co-op manager Joe Z sharing Co-op business with membership.



Picnickers enjoyed the Duck Stop selections.



Board Meeting Schedule

The SCFC Board of Directors meets the third Wednesday of each month at the Volunteer Center on 13th Street at 4:30 pm.

Ten minutes is set aside at the beginning of every board meeting for member comments. The time will be divided evenly among those members who would like to speak. If ten minutes is insufficient, a special meeting may be called on another day. If a member wants more time, they can contact the president and ask to be added to the agenda. Please make this request at least one week before the meeting.

Jennifer Johnston/President

Board Term: 2018-2021
johnstonjenny40@gmail.com

Jean-Robert Béffort/Vice President

Board Term: 2016-2019
aspace.studiogallery@gmail.com

Laurie Anderson/Treasurer

Board Term: 2017-2020
laurindaa713@gmail.com

Dan Herbison/Secretary

Board Term: 2018-2020
dan@abqtax.com

Shanti Ceane

Board Term: 2018-2021
shantifo@gamil.com

Julianna Flynn

Board Term: 2018-2019
juliannaflynn8@gmail.com

Board of Directors

June Sales

To Our Co-op Members & Customers: Please note that sales run for a two-week period.
 Each month 100s of items are on sale. To see a complete list, please visit our website.
 The pictured items are just a sample of the great values you will find at the Co-op each month.

May 30 - June 12



Bulk
 Roasted, Salted
 Pistachios
 Organic
 reg \$11.99#
SALE \$8.99#



Applegate
 Turkey Burgers
 16 oz
 reg \$10.99
SALE \$8.99



Canyon Bakehouse
 7 Grain GF Bread
 18 oz
 reg \$6.69
SALE \$4.39



Siggi's
 Drinkable Yogurt
 Assorted, 8 oz
 reg \$1.59
SALE \$1.00



Alba Botanica
 Green Tea Sunscreen
 4 oz
 reg \$9.59
SALE \$6.99



Kal
 Charcoal Activated
 50 ct
 reg \$7.99
SALE \$4.99

June 13 - July 3



Organic Prairie
 Beef Hot Dogs
 8 oz
 reg \$9.59
SALE \$6.99



Cascadian Farm
 Blueberries
 5.3 oz
 reg \$4.69
SALE \$3.00



Nancy's
 Yogurt
 Assorted, 32 oz
 reg \$5.39
SALE \$3.99



Bubbies
 Spicy
 Kosher Dills
 33 oz
 reg \$7.89
SALE \$5.69



Seventh Generation
 Detergent
 100 oz
 reg \$19.99
SALE \$11.99



Hyland's
 Motion Sickness
 50 tabs
 reg \$8.59
SALE \$5.99

Members Only Specials

May 30 - July 3

20% OFF!
 listed prices



Good Health
 Olive Oil
 Kettle Chips
 5 oz
 reg \$3.89



Straus
 Plain Greek Yogurt
 32 oz
 reg \$8.19



Kirk's
 Castile Soap
 4 oz
 reg \$1.99



Natural Factors
 DGL
 Chewable Tablets
 90 tabs
 reg \$15.99