



fourteen
ounce

April 1978

Volume 2 Number 1

Okie dokie

NEWS

357-5145

121 Columbia St.
OLYMPIA

Washington 98501

HH



C.D.C. HOLDS BENEFIT

On April 16th the Gnu Deli was the site of a benefit fundraiser for an Olympia Community Development Committee. The popular jazz group Gila performed, helping to make the benefit successful. For the committee, it was a double success. Money was raised for project development and the public was given a presentation explaining these projects.

The committee has been meeting for the past 6 weeks sharing ideas centering on a community owned development organization and what this organization could provide the Olympia area. They came together out of a common feeling that people in a community should have the ability to direct and to participate in an integrated growth for that community. The group has decided upon some areas where people's needs have not yet been met. One of their first projects has been work on development of a community based credit union. It was felt that control of financial resources is a necessary first step to gaining control over other aspects of one's life.

Work in this area and in others will continue as the committee grows in size and experience. People interested in more information are urged to attend weekly meetings of the committee. These are held at Radiance Herbs and Massage, 202 W.4th St. on Wednesday nights at 7. If an interested person cannot attend these meetings, the following committee people are available to provide further information - Joan McCullough or Margie Silverman at 357-3735; Harry Hill at 866-0852; or Jim Cunningham at 866-1055.

charlie retires

Charlie Lutz retired as part-time co-op bookkeeper in March '78. In the Fall of 1976 The Fourteen Ounces Okey-Dokie Co-op was no more than an idea in the minds of Charlie and Greg Reinemer. They did the legal research, found a home for the store, proposed by-laws and held community meetings, scrounged materials for building, flooring, painting and inspired many people to lend their energies to make the co-op a reality.

When the co-op opened in late March '77 Charlie stayed on as an overworked, underpaid and always laughing manager. In October '77 he became half-time bookkeeper so that he would have some time for his studies and his family. In March, one year after the co-op opened, Charlie retired from the staff.

Lots of love and many thanks to you, Charlie, for all your patience, hard work and beautiful energy from the Oly community.

PANCAKES GALORE

BUCKWHEAT PANCAKES

Sunday the 19th of March, aside from being Swallow's Day at Capistrano, was the day of the CO-OP COMMUNITY BREAK-FAST. Chris Gillan and her last minute recruits (yeah flippers and dishwashers) whipped up staggering numbers of buckwheat flapjacks and put out all kinds of topping for the all you can eat affair.

By the time the last people had wafted off into the beautiful spring morning, we had made \$141.19! This money will go towards a new cash register, along with the proceeds from the upcoming benefits. So when you see the posters for these future benefits, remember, Why just eat breakfast when you can eat it for a good cause?

1 1/3 C. whole wheat fine flour
2/3 C. buckwheat flour
3/4 tsp. salt (optional)
2 tsp. baking powder
2 eggs
1 1/2 Tblsp. oil
1/2 C. milk powder
*enough water for a light batter

Mix all the ingredients, except the eggs, just enough to moisten the flour. Over mixing will destroy the natural gluten in the flour which is a rising agent. Separate the eggs and mix in the yolks. Whip the whites gently fold them into the batter. That's all there is to it! Happy eating and we'll see you at the next co-op benefit.



Editor's Note Terri Turner

Welcome to the new improved fourteen ounces okie dokie co-op news! I hope you like the changes and find time to read the news as well as have some constructive input for its'continued improvement.

In the months to come the okie - dokie news plans to have more articles of local, national, and international import both politically and nutritionally. If there is a specific issue you would like to see in the news, all suggestions are greatly appreciated. If you are so inclined to write on your favorite topic, or present soap box, that would be appreciated even more! (I think I've gotten all I can from our managers for while).

To help defer the costs of the O.D. News we have sold a few adds to our

friends in small business around the community. Ideas for If you can help us out in any way do not hesitate to call. Either call the coop, leave your name and phone number when you're there or give me a call at the bakery. 866-BAKE, days or 357-9324, evenings. We need typists, photographers, folks with artistic talent to draw advertisements, copy readers, people to do layouts, pick-up and delivery from the printer(Centrailia) and dozens of odds and ends that never seem to get caught up after everything else is done. It's a great way to earn your working status and with any luck we may be a force to be reckoned with before too long.

It's great to be here and I hope each and every one of you has something to contribute.

Aloha, Claris

At the last meeting of the co-op board, Claris Ritter announced she is resigning. She will be moving to Hawaii in the near future. The board members, on behalf of the membership, would like to thank Claris for her time, energy and love that she has given to the co-op. She has participated as a member, a staff person and as a board member to build the co-op into what we have today. We will miss her and we hope her time in Hawaii will be joyful.

In the near future the board will be filling Claris' position by appointing someone to complete her term. Anyone interested in serving on the board should contact a board member.



Co-op Needs Cash Register

The co-op membership at its February general meeting decided to purchase a new cash register for the store. The need for the purchase came from a continued need for adequate business information not provided by our original machine. The issue became paramount when our previous machine was taken by its owner. In the decision-making process two questions continued to lack adequate answers. These questions centered upon the best type of machine to fill our particular need, and what costs the store can reasonably assume in making such a decision. Since the Feb. meeting the staff and board have been working to find answers to these questions.

A preliminary decision has been made to purchase a new electric type cash register. It was felt a new machine is necessary because of the large volume of work required in our store. The electronic machine would give us adequate information about our business operations at a less expensive cost than the old mechanical type machine.

In our negotiations with the H.D. Baker Co. of Tacoma, we have settled on two different kinds of electronics. The first style would primarily replace our present rented mechanical model. It would give us sufficient information regarding our departmental sales, sales income, etc. The cost of this type of machine is approximately \$1500. The second style of machine is more complex. It could provide us with a greater amount of information regarding our store operations. It could also be attached to a digital scale which could increase checkout accuracy and speed. Cost of this machine and scale is approximately \$4200 separately, and \$3500 together. Although other considerations will be part of the final decision between these two types of machines, the principal factor will be a financial one. In assessing the store's resources the following incomes sources are available. The lease agreement on our rented machine provides the \$50 per month can be applied toward purchase of a new machine. This amounts to \$150 so far. Fund-raising efforts for purchase of a new machine have netted

\$260 to date. Future efforts can expect to produce \$50 to \$150 more. The store can be expected to contribute \$300 to \$500 from operations. This contribution is dependent, however, upon being spread over a period of time. Additional revenue for the register is expected to come from two sources. The first source is to assess the membership \$1 per person. A recent survey concerning this alternative indicated strong support by the membership. Uniform application of the levy on members shopping the store can easily raise \$500 to \$600.

The second revenue source is loans to the co-op by the membership. These loans would be either short term notes payable or long term loans. The notes payable would be in amounts of \$25, \$50, \$100 and \$500. They would have varying repayment dates. The long term loans would be in excess of \$500 and be repaid over an extended period. Revenue from loans is estimated at \$2000-\$2500.

The total revenue estimated from the various sources is between \$3300 and \$3900. Of this amount the co-op can guarantee \$800 to date. The staff and the board continue to seek clarification on the \$2500 estimated revenue. These studies will be completed and a decision will be reached at the board meeting of May 8th. Members wishing to have impact on that decision should contact board and staff members and express their opinions.

A special thanks to Rick Crawford of the "Thurston County Senior News" and Thurston County Parks for his assistance in putting together this issue.

Contributors and Helpers
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Bob Cerelli
Jim Cunningham
Anna Schlecht
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Debbie Lutz



CNU Deli
serving fine soups, sandwiches,
desserts, imported beer and
wine. Quiche dinners
after 6pm.

In downtown Olympia on
the corner of Thurston Ave.
& Capitol Way 943-1371

Compost

NEW AGE EDUCATION CONFERENCE - at TESC, May 12-14; intensive study of the reality and aspirations of alternative education. Graduate registration fee. Sponsored by CAREL. For more info call Debbie at 456-6664(days)

Co-op members are alerted to the fact that two board positions will be opening in June. Present members will not be seeking to serve another term. Anyone wishing to serve on the board and willing to serve a one year term is invited to attend a board meeting or to contact present board members.

The Orientation Manual is finally finished. Copies are available at the check out counter.

Five gallon tubs with spigots are available for \$1.50

The co-op has gone through some changes lately in its staff and on the board. To provide the membership with an up to date list of who these people are the following information has been prepared:

Full time store staff: Bob Cerelli
Beth Hartmann, & Steve Newhall
Part-time Bookkeeper: E.J. Sandberg
Truck Driver: Fred Zell
Board Members: Steve Buxbaum, Jim Cunningham, Kevin Guinn & Betty Hauser.

Classifieds

I need a ride to Nevada (Carson City-Reno) or thereabouts. Leaving around April 25th-28th. Call and leave a message for Susan if you can help. 866-9661

I'm looking for a house in the country. I like to eat healthy, prefer to live with ♀. I want to move sometime in June. Melodie 943-1372

For Sale: 1968 Volvo, a red 122 sedan in good condition- asking \$1700. Arleen 943-7057

Need A Place? - to park your mobile living unit (van, bus, tent, etc.) We have 10 acres 18 miles south of town, creek, (water, electric available), woods etc.. Dogs O.K. Exchanges for rent garden space available and fertilized. Serious inquiries please. Avatar 1-273-7684

cafe intermezzo

carolyn street
proprietor



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fine teas and pastries

212 West Fourth Olympia, Washington Telephone 943-7668

Starbucks Coffee & Tea for Sale
M-W 9-7 PM TH-SAT 11-10 PM

Produce Update

The heavy rains in California last fall are still affecting us. Growers couldn't plant and so many shortages are occurring even now. Lettuce is still high, but it has been coming down some, and hopefully it will continue to fall. Green peppers have almost tripled, from 34¢/lb. to \$1.00/lb. wholesale, in one month. Cucumbers have doubled, right now onions are in short supply, as the last of the storage crops are being used up, and the price has gone from

8¢/lb. to 23¢/lb., wholesale in the last couple months, and are also very poor in quality. But the new crop from California and Texas will be in within two weeks, and should bring prices down

For some good news, avacados are finally becoming affordable, they're down to 59¢/lb. wholesale for organic feurte, down from a high of \$1.00/lb. last fall.

Citrus has been real steady, except for organic navels, which went to 33¢/lb. after a four month stint a 26-27¢/lb. I'll know more about that next month. Bananas have increased slightly to 26¢/lb., but seem to be staying there for the time being. California asparagus is coming in, and coming down in price, the price should continue to drop as local produce begins to come in.



Local cauliflower will be in soon, look for the price of that to drop also, when the local produce comes in. That is the general rule for produce, the closer it gets, the cheaper it is. Right now, most of the produce is coming from Mexico and the rest from southern Cal. As spring moves northward and produce arrives, the increase in supply and reduction in transportation costs bring our prices down.

Steve

FOR SALE: Two fiberfill sleeping bags- \$35-\$40. Camptrails frame pack, med. size great condition \$30. Call Brenda 943-7448

Does anyone have a 5 string banjo for sale or barter? I can't pay much \$60 to \$75 and am willing to do work or something in addition. Please call Raina 866-1504

We're Having A...

"South America Sale" Giving up all our material goods to seek harmony in the jungle. We have alot of nice things to sell: treadle sewing machine, captain's chair, some antique pictures, some plants, lots of "household goods" and other items too numerous to mention.

When: April 21-24, All day

Where: East Olympia Take Yelm hwy. to Rich Rd., follow Rich to 80th and turn right. Follow 80th to corner of 80th and Ayer. A tan trailer next to a pink house and school bus. Please come out and see what we have to offer Grace, Suzan, and Family.

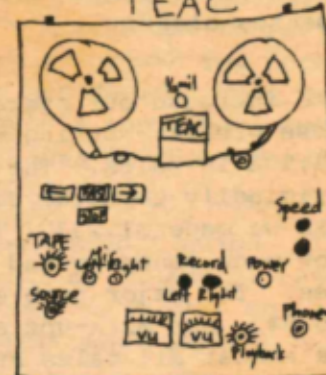
GENERAL FOOD STORE STAR DAIRY



raw
grade A
jersey milk
866 0404

MUSIC!!!! I'm a flutist looking for people to play music with. Advanced classical music. Duets, trios, etc. Also wouldn't mind playing some jazz. If interested contact Ken 866-2233

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STEREO TAPE DECK
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BEST OFFER OR TRADE
CALL 357-8695
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OLYMPIA, WA 98502
866 2253

hours 7-4 closed Wed. & Sat.

HAND MADE NO PRESERVATIVES

10% discount for co-op members



This is the statement of Co-op income and expense for February & March '78. It is not the whole story (it does not contain donations or membership fees, for example) but it is an excellent indicator of how the business is doing. The last line, "Net Profit/Loss" shows that the co-op is losing money; the expenses exceed the income or the "Gross Profit/Loss".

One way to help correct the situation is to try to cut the expenses. If you look at the expenses listed you will see that many of them are expenses that cannot be significantly changed; i.e. rent, utilities, insurance, taxes. Of the expenses over which we have control most have been trimmed as much as is practical; i.e. wages, telephone, maintenance. Truck expenses should be balanced by the truck income figure which will be available soon. Some areas vary with need - advertising, maintenance. Stationery and supplies can be trimmed only when the people who use the store become more conscious about recycling, returning, and responsible use of store supplies. We could propose to the membership a 1¢ charge for plastic bags and packages purchased by the co-op. All in all, it is quite impossible to eliminate our losses by cutting expenses alone.

We must also increase our operating income or gross profit. During March we took in \$21,938 in sales. The food that was sold originally cost the co-op \$20,705. So we made \$1,233. This, then, is how much money we had to meet all expenses. The major problem lies in the figure 5.6%. Our mark-ups are 10% and 20%. Since almost all sales are in these categories our income should fall somewhere between 10% and 20%. We should probably be making 13%-14% over wholesale. We are making 5.6%. Some 8% of our projected income, or \$1656 for March is missing.

Missing??? What do you mean "Missing"? Where is it? Who's ripping us off? The sad thing is that we are all ripping us off. That 8% or \$1656 is what we call shrinkage and it's a lot higher than it ought to be. Some shrinkage is unavoidable; fresh produce spoils and we will never be able to sell all the produce we buy. But this kind of shrinkage was already taken into account when we projected a 13%-14% gross income.

Since these figures became available, members of the staff and board of directors have met a number of times to discuss the situation. Several courses of action have been proposed that would help cut the unaccountable shrinkage:

F.O.O.D. CO-OP INCOME STATEMENT

	FEB '78	MARCH '78
SALES	20947	21938
COST OF GOODS SOLD		
Beg. Inventory	3400	4158
Purchases	20634	21149
	24034	25307
End Inventory	4158	4602
COST OF GOODS SOLD	19876	20705
GROSS PROFIT/LOSS	1071	1233
	5.1%	5.6%
EXPENSES		
Rent	252	252
Wages	1474	1580
Payroll Taxes	214	219
Utilities	25	232
Stationery & Supplies	93	184
Telephone	87	79
Advertising	47	--
Insurance	20	20
Taxes & License	99	99
Maint & Repair	2	--
Misc. Expense	21	30
Freight-In	--	--
Truck Expenses	386	387
TOTAL EXPENSES	2720	3082
NET PROFIT/LOSS	(1649)	(1849)

1. Membership status and working member status need to be monitored more carefully than they have been. It seems that some people have been claiming status to which they are not eligible. Also, some people who are entitled to a lower mark-up are shopping for people in the same household who are not. We have no way of monitoring the latter situation, but we can control the former by keeping a record of all members who work and by being certain that all cashiers are requiring all shoppers to show their cards.

2. Quite often when people weigh their peanut butter and honey jars they do not do so correctly. The errors I have seen have almost never been in favor of the Co-op. One proposal is to have staff and responsible volunteers weigh and mark clean, empty jars and have a continual supply available for use. No one would be allowed to buy food in a jar which was not "officially" weighed.

3. The largest area for cutting shrinkage is and always will be in the consciousness of the membership. . .

- People must learn to pay for what they spill, munch or wash down the drain.
- Working members who live with non-working members and non-members should divide the household shopping equitably.
- Cooler doors should be kept closed and cheese well wrapped. Maybe people could learn to buy over-ripe produce for immediate use.
- Re-cycled bags instead of new ones should be used whenever possible.
- When people do their own weighing they should be careful to do so correctly. When prices are quoted to cashiers, care should be taken to quote correct prices... Organic & non-organic prices differ appreciably.

How can the general consciousness of co-op shoppers be raised in these areas? Put up signs? No, there are already more signs that anyone reads. Perhaps a hand-out could be prepared, stating simply the urgency of the situation along with some of these proposals and any other good ideas we come up with. The hand-out could be given to each shopper with a brief comment about the importance of their co-operation.

Even following through with all of these proposals will probably not eliminate our loss situation, but it should help. By the time of the general meeting on the third Tuesday in May, we should have an idea of how much the new policies are helping. At that time the membership can discuss changing the mark-up system and any other ideas that will help the co-op attain the financial stability it needs to continue to serve the community.

Co-op Birthday

On March 16 the F.O.O.D. Co-op celebrated its first year since placing its first order with wholesalers. One week after that, on March 23, 1977, our first order arrived from Seattle. The doors were opened, sales were made, and we were off!

Many changes have occurred since those first hectic days. We have continued our initial growth. By year-end the co-op had about 1250 members and had done a first year business of approximately \$135,000. But we also have grown on many other levels, too. In the past year people have learned the nuts and bolts of providing food for themselves and for others. We have learned to live and work with each other to achieve this common goal. There have been problems and difficulties. Some have experienced the joys of solution while others are still with us. The purpose of this article is not to detail either our joys or our defeats; it is merely intended to wish the members a happy first year completion and to share the awareness that we now have a history which we each have built.