

Nov. '77

COOP CONFERENCE

This last weekend, Nov. 11-13, four of us food co-ops went to the Northwest Natural Food System Conference at Camp Adams in Oregon. It was an incredible gathering of people from all over the northwest there to share ideas on all aspects of co-ops. We had workshops on: Product ethics and the politics of food; cooler maintenance, membership participation, outreach and all the other things that co-op workers love to discuss to all hours of the morning. Two things emerged from this conference;


INFO NET WORKING.....one of the exciting accomplishments of the conference was the organization of a Pacific Northwest Info Network in the form of a monthly newsletter. This newsletter is going to be coordinated by Judith Gille of the Ashland Community Food Store (Oregon) who will undertake this project at the beginning of the year, once funds are collected from all the northwest coops. Then, she will begin travelling and collecting information, articles and requests from all the co-ops concerning things like nutrition, legal issues, food politics, hints from Heloise type mechanical things, market news, happenings in the P.N.W. co-ops, etc.....this project is going to be funded with money from all the co-ops it will serve and the percentage each co-op pays will be determined with a sliding scale by how much income they operate with. Once Judith sets up her budget, we'll know how much we'll pay. Of course, grant writers will be trying to get supplementary or more funding, but until such funding is obtained, we shall all have to take the responsibility of paying the expense.....here in Olympia, Jim Cunningham is going to be the Washington Resource person, so all articles, information and suggestions should be submitted to him.

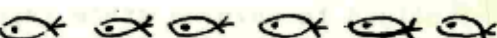
RECIPROCAL MEMBERSHIPSit was decided by all the co-ops represented that we all start a six-month reciprocal membership agreement as an experiment....this would mean all the N.W. co-ops would honor the membership cards of other co-ops...letting these travellers buy at member prices. The actual agreement was to honor only working member cards, but of course, of different markups, membership fees, and working requirements, each co-op has the freedom to deal with visiting co-op members as best fits their particular situation. This step was taken as a move toward the kind of unity that makes co-ops a very real alternative community.

One of the other several themes was the need for regional self reliance. This is the ability of an area to learn to grow as much of what they need locally rather than have 85% of its food shipped thousands of miles. This was brought up repeatedly with instances of how pinto beans grown in Idaho at .67 are shipped to Seattle and then sold back to a co-op in Idaho at .69. We heard stories of how in the 1800's, the Willamette Valley grew everything that the local people needed except sugar and coffee.....this is important as a consideration for quality of food, energy consumption for unnecessary transportation and more control of who you are supporting in buying food.

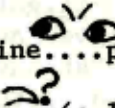
One of the biggest things I brought back was the inspiration of sharing time with pragmatic idealists who realize that we're not just working to get everyone to come to the co-op to get food at minimum prices....but to come to the co-op to build a NEW SOCIETY! As Walter said, "It's magic!"

Anna

GIVE A PERSON A FISH, THEY'LL EAT FOR A NIGHT.....

TEACH A PERSON TO FISH AND HE CAN EAT FOR THE REST OF HIS LIFE!

Your eyes are as good as mine....please remember this when that unnecessary question is on the tip of your tongue.

 (a little reminder from co-op workers)

There is a lot of exciting information in these newsletters---so, even though we aren't using the visual gimmicks you are used to being stimulated with, don't throw away our newsletters without reading them...and, hopefully, passing them and information from them on to others....a fine alternative society will only emerge with the dedication and cooperation of those who have such a vision.....CO-OP NEWSLETTERS are open to everyone to contribute articles, etc.

Back around 1500 if you had told a peasant working on the lord's land that a new economic system was developing based on free labor, unrestricted markets and competition, she might have laughed....yet it was true...a new economic system was forming that would take over the western world. Within another 300 years, capitalism became the primary economic system. Now, 200 years later, a few people are going around saying that there is a new economic system forming. You may laugh...General Motors and Safeway and all the rest are too big and powerful...they'll be around forever. Well, that feudal lord must have seemed pretty powerful to that peasant in 1500. A new economic system doesn't appear overnightit took capitalism 600 years to be born. A new economic system will develop within the womb of the old one...a new economic system based on co-operation and resource husbandry is developing. It seems miniscule now..but it is possible for a person to make his or her primary economic relationships cooperative. There are co-operatives and collectives functioning very successfully now and really unlimited potential for more. As monopoly capitalism becomes more unworkable because of resource shortages and structural problems, this new system will become stronger. It may not become the predominate economic form in our lifetime, but it is on its way. It can be the major economic form for you right now! Help make it GROW. Be involved in a co-op, which means more than being a member...help make it work! Instead of working a boring, useless, alienating job just because of the money, start a collective restaurant or farm or daycare center....or whatever is right for you. You may make less money than working an assembly line or selling insurance, etc., but you will like it a whole lot more...you will adjust to a new life style that is more fulfilling and requires less money. The old system will still be around you, but you can insulate yourself from its worst aspects while building a new system that won't oppress people...that won't rape the earth...that won't cause people to starve in the midst of plenty. The most difficult part is getting out of the mindset we were all taught as part of this culture....the competitiveness, the alienation, the over consumption...all based on conditioned insecurity. By moving beyond capitalism's dehumanizing relationships to develop a system that encourages us to work together and love one another, we change more than economics. As Woody Guthrie said and sang...

"There was a great, high wall there that tried to stop me,
Was a great, big sigh that said PRIVATE PROPERTY,
But on the back side it didn't say nothin'
'Cause this land was made for you and me."

Looking for a good job?

an invitation

Forming economic democracy group!

.....HELP! CALLING ALL ACTIVISTS! Washington State needs help...you know it and I know it. The issues are still with us...unemployment soaring for all sections of the population, public officials and industries insensitive to wilderness preservation and ecological damage, nuclear power, farmworkers being replaced by automation, the war economy of Washington, and hundreds of issues only you know and care about. So what is to be done? The FOOD CO-OP is a start and a very good one that needs your support. The question is, can we do more in changing our environment and economic priorities? How can we find out what other groups are doing across the state in economic and social areas?

There is an example of an organization at the statewide level in California. The group is called the Campaign for Economic Democracy and is a coalition of progressive groups combining farmworkers, ecology groups, community co-ops and many citizens' organizations that lobby for legislation, elect progressive people in city councils and county government and at the state level. The group also produces a newspaper that is mailed to all interested persons. The idea became a reality last February when Tom Hayden, Cesar Chavez, Loni Hancock (councilwoman from Berkeley) and Ron Dellums (Black Caucus leader) spoke to over 1000 activists in Santa Barbara. Economic Democracy means essentially that we, the people, decide where our money goes, not the corporations. The old ways of organizing social and economic life have failed. The dream of jobs for all, adequate housing and a liveable environment can be a reality. Voters throughout the state are ready to support public control of corporations, shifts in investment to solar energy and other domestic issues. To find time, there are people interested in forming a group to consider making a commitment towards a group in Washington. What type of world would you want the next generation to live in?

Contact.....DAVE GROVES, 943-6235

Alternative Sanitation ??? (yuk!)

The search for alternatives in our lives has created a myriad of choices to suit our life styles. Unfortunately, a phenomenon known as co-operative sanitation (?) is one of them. You may even have come across it while buying your food at THE CO-OP. "It" lurks under the oil spigots that people didn't quite turn off. (Whoopsie!) It congests in the back room on the counters ("God, this is such a mess! There isn't even room for me to leave my dirty jars.") Co-operative 'sanitation' may some day get us closed down if our health inspector feels inclined to enforce state regulations. During the course of a regular day, the kind he always visits on, he can invariably find himself surrounded by unmitigated funk in various stages of anarchy. These state regulations aren't overly compulsive, and our inspector (David, who is a member) is a very reasonable person. It's the mess that has to go. It only takes a little while to clean up a spill that someone else left behind, rather than work around it or add to it. The way we take care of our physical space is important in that it reflects one aspect of what we are trying to do here. Our appearances must be as persuasive as our politics. Several co-ops I know of have set up cleaning committees who come in when their turn comes up to wash floors, scrub walls and generally spiff the place up. I'd like to start something like that here...rotating cleaning crews that would come in for 3 hours on the weekend.

If interested, check with staff....starting time, early December.

Toward better, more loving Co-op meetings

Every month or so since the CO-OP began, a General Membership Meeting has been held to make important announcements and come to decisions on important issues. There have been, in addition to general meetings, bi-weekly business meetings held on first Mondays and third Tuesdays of each month to discuss on-going business and reach decisions on lesser issues. This meeting plan sounds like a good one and is, but it has had some problems. What seems to have happened is that the bi-weekly business meetings have diminished in interest and attendance. Because of this, more and more issues and announcements have been put on the general meetings where, hopefully, there would be more membership participation. The result of this has been that we end up with two and a half hours of general meeting time.....to take care of 7 or 8 announcements, each requiring question/answer time plus three to five major decisions, each of which could take up an entire meeting to be thoroughly discussed. What is happening is that general meetings have become so intense and frustrating that people don't like to come back to them, understandably.

Fortunately there are some good suggestions for what can be done about this situation. The by-laws of the CO-OP state that in order for any changes to be made in the bylaws, a general meeting must be announced at least two weeks in advance & a quorum of 20 members must be present to vote on the proposed change. Since at every general meeting at least 2 or 3 of the issues call for bylaw change, the suggestion has been made to limit general meetings to these issues and possibly limit the number of issues discussed at any one meeting to three. All issues not requiring bylaw change would be brought up for decision at bi-weekly business meetings and bring the general meetings down to a level of intensity at which good, reasonable decision making can occur. Hopefully, a fringe benefit will be increased attendance at all meetings. Here are some more suggestions for dealing with the problem of too high intensity /frustration at all meetings;

- 1) Begin each meeting with a moment of silence. This will give each person a chance to get calm and centered and bring the attention of the group together.
- 2) Have facilitators who are not staff members. Most issues and announcements originate with the staff since we are most involved with the CO-OP. A good facilitator should be able to remain impartial to the issues, should not be motivated by the need to offer her opinions. It is impossible for staff members to keep this stance since so involved.
- 3) Have the facilitator make some opening statements about the meeting process...reminders about mutual respect, attention, time limits, etc. Sometimes, perhaps a poem or appropriate quote might accomplish this.
- 4) For highly charged issues, we might go to a council format. We go around the room, each person has a turn to say their piece on the issue...while a person speaks, there is no interruption...when the speaker is finished the floor goes to the next person in the circle...there is no reaction, discussion, or argument until every person has had an opportunity to speak. It is important in this format that people say what they think, not react to what others have said. I have been in meetings where this format has worked very well and it is a wonderful exercise in patience. (It is also a method used in many democratic "primitive" tribal groups...editor's note)

Cooperative decision making is not simple. It requires far more time, participation and energy than would the delegation of responsibility to individuals. There are many of us who feel that the extra effort is well worth it for the coop movement would have died long ago instead of growing as it has. Meetings are our forums, be they meetings of the membership, the staff, the board of directors, or the committees. In many respects, the process which develops and changes in our meetings is the best gauge of how successful we are at being cooperative, at working together for the good of us all. We have learned a lot. We have a lot left to learn. For me there is no doubt that it is worth every bit of effort, frustration and struggle to come to a point where I can see that the cooperative process is working better than it did before, that we have been and are learning and growing together.

Love and Joy to you all, Beth

Hi-

For a brief while, our CO-OP had a "Children's Corner" where one could drop one's little one(s) and have a few moments of leisurely shopping. The lures were toys, books, crayons and, that magical ingredient; other kids. Now, instead, we have a new cooler, and though I do appreciate it, I miss the children's space. Until that wonderful day when the CO-OP expands and moves to a new location with plenty of room (dream on) maybe we could all take a look at what it can really mean to have children around.....even if one may not have children, or has decided never to have any, the experience of childhood still belongs to all of us. Whether it was an enjoyable adventure, or one that you barely survived, we all did manage to pull through. It seems to me that every time anyone interacts with a child, they have the chance to add a little something...either positive or negative...to the little one's experience. Now, I agree that babies wandering freely around the CO-OP floor aren't really convenient.. but until we have a place to put "them", if everyone felt involved enough to keep an eye out, just a little bit, the whole scene would proceed much smoother ...for everyone.....so

.....when you spy a kid, knee deep in the honey
call someone...tell daddy or mommy...
Don't just walk on by and breathe a deep sigh
glad that the bother belongs to another!



"Knee deep in the honey!"

The Mucusless Diet

By Elsie

3

Ideas for Good Food Transitions

When talking about mucus, we must first distinguish between necessary and unnecessary amounts of it and the purpose of mucus. The body needs and produces mucus as a lubricant to help food pass along the digestive tract. It is secreted from glands all along the digestive tract. It is secreted from glands along the gastrointestinal tract to neutralize either acids or bases. These muco-proteins (mucus) protect the delicate tissues and cells in the body from the corrosive acids and irritations that are found within or pass through our systems. In the mouth it is mostly a lubricant for swallowing. In the stomach, where the most is secreted, it prevents the stomach walls themselves, which are protein, from being digested. In the small intestine it is secreted to neutralize the acids and digestive juices passed down from the stomach. So when we eat concentrated proteins and foods processed out of their natural state, this causes the secretion of strong digestive juices and as a protective measure, the body increases the activity of the mucus producing glands. Now, when these 2 factors interact, we are faced with an undigestible mucus concentration which will inevitably congest the digestive tract in excess. This congestion is a major cause of constipation, poor oxygen exchange, indigestion of food and the inability of the body to assimilate the nutrients in the food we eat. Most of all, this congested mass of mucus is a perfect beckoning for disease to harbor in and feed upon.

Just as it is easy to produce this excess mucus, it is easy to rid yourself of it. The human body has immense capacities of regeneration. We may over and over again subject our bodies to devitalized dead foods or shall we say, "non-foods", yet each day we are able to carry on with our tasks and deeds. But then, we sometimes are brought to our knees by "colds" and "viruses" as we label these processes of elimination of all this dis-ease is....a sign to slow down and "give me a little more attention" your body cries. It is a way for the body to get rid of excess mucus and burn away toxins, (by fevers) and disease that harbors within. During a cold, your body's vital force is expelling large quantities of mucus trying to regain its natural balance. During a time of dis-ease we usually find our appetite is not much, thus assisting the body in elimination and doesn't add to the cause or effect.

So now, what about mucus producing foods? Most of the foods that we all were brought up on are still consuming can be considered quite mucus forming and disease provoking. Meat and dairy products are probably the most obvious culprits with cooked grains, legumes, sugar, fried food, bread and any other cooked, devitalized processed food bad also. Man is the only animal that drinks milk after it has been weaned. And not only do we drink milk, but we cook (pasteurize) it first and kill the enzymes that could help us a little at least to digest it. Then, if it is in the form of cheese, it has been cooked again, not to mention all the salt, colorings and stabilizers often added to commercially produced milk. As far as I'm concerned, when you drink cow's milk you are drinking mucus. This is why modern doctors are now finally saying that most of us are to some degree "allergic" to milk...and, perhaps saddest of all, statistics show that crib deaths do not appear at all among totally breast fed children indicating that the milk loving mothers give their artificially fed children may be literally killing them, probably by suffocation on excess mucus.

Goat milk is another story, however. It's composition is totally different from cow milk and in fact is almost identical to human mother's milk. It is not mucus forming and in small amounts is considered to be an expectorant to loosen and draw excess mucus congestion in the lungs. This is raw goat's milk, I advocate. Too much of anything is just that...too much and can then become health destroying.

The "civilized" diet we eat of hamburgers and french fries on one hand or whole wheat grilled cheese sandwiches and oatmeal/raisin/granola cookies on the other, is not only indigestible, but this accumulated indigestible waste is never thoroughly eliminated in the average diet. It gets packed into the intestines, creating bowel pockets, enlarged, prolapsed or distended colon, chronic constipation, all leading to a degenerative state of health.

Sometimes it may seem that ignorance is truly bliss because it is kind of a hassle to have to deal with diet transition and food discrimination. Many people would rather ignore the facts of healthfulness and vitality because they seem to feel healthy and enjoy the food they are into. In the long run you will wear your body out trying to digest these concentrated proteins and starches. All your vital energy will go into dealing with this mass of concentrated decay and your other organs and intricate systems will not be able to regenerate their life.

A diet of raw living food can help eliminate and heal all the putrid matter that is accumulated in our bodies. Cancer is the "epidemic" of slow toxic build up that erupts finally as an overload that is seen by most modern people as a sudden chronic problem or infection. It is in fact the inevitable inward dying and decaying of a body that has been receiving many more "death" messages than "life" messages. "Death" messages come from dead, cooked, badly grown non-foods....Life messages come from vital living foods...grown organically, prepared without killing the vitality. It is simpler to reorganize food habits with that one basic principal to orient to.

(cont')

Eliminate the highly cooked and processed foods, food high in protein and fats and start incorporating more sprouts and raw vegetables into your diet. As many things as you can do with cooked grains and legumes, you can do with sprouted ones. Instead of eating bread cooked for an hour under high temperatures, eat sprouted wheat or rye bread or if needed, a rye cracker once in a while. Cook millet or rice or most whole grains except wheat and oats, on a radiator overnight to satisfy your cooked grain craving. Make seed and nut yogurts by letting ground nuts or seeds ferment in re-juvilac for 8 to 12 hours. Eat plain fruit or fruit salads or smoothies, nut butters, salads, fruit and vegetable juices...all are good health giving foods. Any food which has not been denatured as much as possible, is not too highly concentrated in unusable fats or proteins, and is combined properly, will help the body regain its natural balance, its natural state of elimination and regeneration. If this natural balance is sought, I would suggest for anyone the raw food mucusless healing diet. If you are interested in this, a few books that go into more detail on the preparation of these foods and the purpose and implication of this whole idea of living are;
Survival into the 21st Century, Love your Body by Kulvinskis, The Miracle of Fasting by Paul Bragg, The Essene Gospel of Peace, translated by Edmond Bordeaux Szekely

• Vital - Important - Urgent • Announcements!

MEMBERS NOW NEED TO PRESENT THEIR CARDS WHEN CHECKING OUT! especially for working status. When you come in to work be sure you have a manager sign your card. This is a matter of good record keeping in member status as the financial statement showed there is need for it.

A FOOD CO-OP CALENDAR WILL BE PRINTED BY THE MIDDLE OF DECEMBER. This calendar was put together by the nutritional work/study group as a fund raiser for the co-op...they chose 12 incredibly nutritious foods to feature each month with a picture, nutritional analysis and a healthful recipe. It's tentative price is \$3.

BI-WEEKLY MEETINGS ARE HELD ON FIRST MONDAYS AND THIRD TUESDAYS OF EACH MONTH
Come and get involved!

THE SALAD BOWL BALL IS POSTPONED.....until further notice.

THE CO-OPS IN THE PACIFIC NORTHWEST HAVE BEGUN A RECIPROCAL MEMBERSHIP HONORING SYSTEM
This means cards of working members will be honored in all the co-ops!

THE CO-OP HAS LOST ACCESS TO ITS WALK-IN COOLER.

We are looking for another if you have any leads. Along those lines, the co-op has no heating system as you have probably noticed (aside from collective body heat)....any ideas for warming us up, talk to the staff.....please!

THE CO-OP NEWSLETTER NEEDS.....a name....more community output....Please submit articles based on; local happenings, recipes, political happenings, info, connections..whatever. You may advertise in our Directory by leaving information and a donation (small) in the Newsletter box at the Co-op. Also, the Newsletter needs more help...another good typist for a couple of hours typing each month....and someone to help in other ways.... I would like this newsletter to be a meaningful communications link to Olympia's alternative minded people....use it as you see beneficial.

Vivilo suggested that there is a need for co-op orientation at Evergreen....The Managers think that we can't accomodate a lot of new members right now....We may even need to close the membership for awhile.

Happy Squash

The happiest squash I ever ate was also the simplest to cook.....especially the Danish or Acorn squash....just cook it in a slow oven whole....intact, perhaps taking just enough care to gently remove the muddy place, though not essential. Cook long enough that you can sense it is done....this will depend upon the size. There is nothing more succulent, juicy and mellow than a whole-baked squash which has none of the dryness of your usual cut in half squash...no need to add the water which makes it squashy because the natural juices in the center of the squash provide the natural juice, just as the husks of whole cooked corn keep the kernels moist and deepen the good flavor.



And Jesus continued: "God commanded your forefathers: 'Thou shalt not kill.' But their heart was hardened and they killed. Then Moses desired that at least they should not kill men, and he suffered them to kill beasts. And then the heart of the forefathers was hardened yet more, and they killed men and beasts likewise. But I do say to you: Kill neither men, nor beasts, nor yet the food which goes into your mouth. For if you eat living food, the same will quicken you, but if you kill your food, the dead food will kill you also. For life comes only from life, and from death comes always death. For everything which kills your foods, kills your bodies also. And everything which kills your bodies kills your souls also. And your bodies become what your foods are, even as your spirits, likewise, become what your thoughts are. Therefore, eat not anything which fire, or frost, or water has destroyed. For burned, frozen and rotted foods will burn, freeze and rot your body also. Be not like the foolish husbandman who sowed in his ground cooked, and frozen, and rotten seeds. And the autumn came, and his fields bore nothing. And great was his distress. But, be like that husbandman who sowed in his field living seed, and whose field bore living ears of wheat, paying a hundredfold for the seeds which he planted. For I tell you truly, live only by the fire of life, and prepare not your foods with the fire of death, which kills your foods, your bodies and your souls also."

The Women's Shelter Program gains strength... seeks help

The Women's Shelter Program of the Olympia Y.W.C.A. had a successful fund raising dance Nov. 11 (400 attended contributing a total of \$1300)....proceeds will go into the resource fund. The long range goal of the Women's Shelter of Olympia will be to buy a house in which women and children fearful of violence in their own homes may be housed until more permanent solutions are found, education of the public concerning the problem of violence in the home, and an advocacy service to assist women and children affected by violence toward personal solutions.....A \$5000 grant from the Intergovernmental Human Resources Advisory Council which will be received in January, will make it possible for the Women's Shelter to hire a staff person to provide advocacy services to families in the Olympia area affected by domestic violence. Meanwhile, the advisory council of the Shelter is in process of planning a holiday service for families in need of housing away from threat of violencethis may merge into an ongoing coordinated service in which such families may find refuge in private homes. The Women's Shelter Program presently welcomes volunteers to do such things as assist in fund raising, public speaking and other appropriate services. If you wish to find out more, have a speaker from The Women's Shelter Program attend a community meeting of some sort, or volunteer, you may call the Shelter at the Y.W.C.A., 352, 0593

Local folks organize international boycott

An international boycott against Nestle' is being organized in the Olympia area by THE NESTLE BOYCOTT TASK FORCE. Leaflets for further information are available at the FOOD CO-OP or at the TESC Women's Center. Anyone interested in working on the boycott or in viewing "Bottle Babies", (a documentary film about the problem Nestle' is helping create) call 866-6172

Adventuras with lentil sprouts

I just discovered lentil sprouts....they are so easy to sprout, so versatile and nutritious to eat, that I really want to share them with others. To start with, lentils are one of the finest most complete foods available. I haven't read about the virtues of the lentil in its sprouted form, but it must be superlative also.

To sprout the lentil is an incredibly easy, rewarding task....just soak your lentils in cold water overnight...you will notice that already the very next day, the nub on some of the lentils has become pointed and started to grow enough to see visually. Then keep your lentils in shadowy places for another two to three days in a cool place (not a refrigerator) and take them out to rinse in cold water a couple times a day so that the waste materials being produced are eliminated and the sprouts remain fresh. Finally, bring them out into a bright place like a window sill and let them grow another 2 or 3 days depending on their progress and your taste.....then sprinkle them over anything imaginable...soups, salads, casseroles; preferably don't cook them, but if you do you can combine them with other vegetables and in soups and concoctions of your own....stir frying is a nice way to use them....just try to keep the temperatures low so as not to totally destroy their vitality.

Lentil Salad....large quantity lentils, chop in carrots, mushrooms, avacados, etc. add some cold cooked brown rice, top with lemon juice mixed with a good cold-pressed oil sweetened with a bit of honey and flavored with a shake of tamari and kelp plus your own choice of spices. enjoy!

*portrait of
a lentil →
sprout*



by Ben

September

October

Net sales	14,481.86
(This is how much we took in, not including sales tax.)	
Cost of merchandise sold	12,938.84
(This is how much it cost us to buy the food we sold.)	
Gross margin on sales	1,543.02
(This is how much we had left to cover operating expenses.)	
Operating expenses	
Wages	812.47
Other employer costs	156.85
Equipment depreciation	45.77
Insurance <i>expensed</i>	21.58
Supplies	96.50
Food losses	76.39
Rent	200.00
Utilities	128.51
Transportation	188.01
Cooler purchase	200.00
Business tax	13.25
Total expenses	1,939.33
Less gross margin on sales	1,543.02
Net loss	396.31
Membership fees*	775.00
Less net loss	396.31
Total gain	378.69

Net sales	19,232.25
Cost of merchandise sold	16,990.23
Gross margin on sales	2,242.02
Operating expenses	
Wages	1,030.00
Other employer costs	296.66
Equipment depreciation	45.77
Insurance	21.58
Supplies	205.35
Food losses	92.00
Rent	200.00
Utilities	111.06
Transportation	352.05
Equipment maintenance and installation	254.57
Bank charges	17.50
Business tax	13.25
Other expenses	156.00
Total operating expenses	2,539.79
Less gross margin on sales	2,242.02
Net loss	297.75
Membership fees*	580.00
Less net loss	297.75
Total gain	136.23

*Membership money is not technically counted as an income.

While I was searching for the truth about Co-op finances, I came up with some other interesting figures. These are the percentages of sales in the different categories (working member, non member, etc.) over the last 4 months. Note: At the end of August the mark up system changed, causing a shift in the percentages. The re-opening of TESC in late September had an impact also.

Month	Category	% of Total Sales	% of mark up over wholesale
July (profit margin on regular sales-12.7%)	Non working member	67.0%	15%
	Working member	22.5%	10%
	Non member	9.0%	25%
	Senior	1.5%	10%
August (profit margin on regular sales-12.8%)	Non working member	63.8%	15%
	Working member	23.8%	10%
	Non member	11.1%	25%
	Senior	1.3%	10%
September (profit margin on regular sales-14.7%)	Non working member	54.4%	20%
	Working member	33.5%	10%
	Non member	10.7%	30%
	Senior	1.4%	10%
October (profit margin on regular sales-13.9%)	Non working member	50.0%	20%
	Working member	40.3%	10%
	Non member	7.6%	30%
	Senior	2.1%	10%

Minutes of General Meeting, Nov. 15, 1970

Announcements -

1 Jim, Anna and Steve went to a conference on food co-ops last weekend at Camp Adams in Oregon. There was a proposal for a regional newsletter as a means of communication. They expect to need \$500 for seed money and that it would cost about \$30 a year for a co-op subscription. - Jim proposed that we donate \$30 for seed money with the possibility that it would go towards a year subscription. The meeting voted in favor of this proposal.

2 Financial statement....Beth has prepared financial statement for the co-op. These were the figures for Sept. and Oct.

		membership	balance
Sept.	net sales, \$14,481.86	\$775.00	+\$378.69
Oct.	net sales, \$19,232.25	\$580.00	+\$136.23

3 The idea of regional self sufficiency was brought up at the conference. It was suggested that co-ops put a lot of energy into getting their food from the region as much as possible and depending less on trucking, etc.

4 It was decided at the conference that there should be a meeting of the Puget Sound co-op people so that they could get to know each other and be more aware of what we're all doing. Possibly that meeting will be held in January.

5 New Building...a new building for the co-op was spotted at 4th and Eastside. Looks good. It's being checked into.

6 Truck....we are thinking about buying our own truck and doing our own trucking. At the beginning of the year, C.C. Grains is raising trucking cost to at least \$350 per month. It might be better to put that money into our own truck. It would cost us at least 40¢ per mile to run a truck.

The managers made an emergency decision to give \$300 to our Monday trucker to help him repair his truck with the understanding that it would go towards buying it if we decided to do that. His truck still isn't running because he can't get parts; he is driving another smaller truck instead. If we do buy the truck, we will need to hire a part time driver/mechanic, but could do trucking for others besides ourselves which would help with expenses.

7 Deli at Evergreen...The Deli and Cafeteria contracts will be reviewed in July. The Co-op is considering taking over the Deli...it would be an extension of the Olympia Co-op. The cost of running the deli is about \$3000 a year (cheaper than the Olympia Co-op)

8 Hunger Project....Hunger awareness week starts November 15 and goes for a week...There is a day of fast for Washington on the 21st....there is a meeting Friday night at Capitol and 11th re: The Hunger Project.

9 Jim is leaving the co-op staff Jan. 1st. A hiring committee has been organized to find a new manager. Sunday Nov. 20, there is a meeting at Beth and Jim's to meet with the hiring committee and the prospective managers. Anna is going on vacation first week in Dec. The new manager would start Dec. 1.

10 Jim will be doing the orientation session Wed Nov. 16. If we don't get a turnout he is thinking of quitting it in January. Anna is getting together an orientation sheet to be given to new members.

Proposals -

1 Board of Directors...we now have a board with no power....Jim proposes that we give them the power to advise staff, hire and fire staff and plan major growth patterns for the Co-op. All actions of the Board of Directors would be subject to disapproval by members at a General Co-op Meeting. The Board must give notice of any decisions made and decisions can't go into effect until after the next general meeting.

PROPOSAL PASSED

2 At present, the board of directors and officers of the corporation (i.e., the staff) are legally liable if the Co-op were to be sued or incur bad debts. We will probably schedule elections for a new Board of Directors in January.

3 Review of 3 part time positions.....the 3 month period for them is over at the middle of December....the hiring committee proposed to make the 3 part time positions into one 20 hour per week floor manager position and to select that person from the group of people now applying for the manager's position. PROPOSAL PASSED....19 in favor

4 Reorganizing Bulk System....At the present, anyone, (member or non-member) can get \$50 worth of goods and pay wholesale price + 5% + tax. Beth proposed to lower it to a \$25 minimum but all things must be bought in 1/2 lots and a person would pay 5% UNDER what she would normally pay.

PROPOSAL UNANIMOUSLY PASSED

Directory

of great places to
shop, etc

Childhood's End
222 W. 4th 943-3724
Fine hand-crafted items/
discount music supplies
(books, strings, harmonicas)

The Creative I
112 E. Legion Way
Quality gifts in a
lovely setting.

"One man's trash is another's
Second Hand Gifts"
106 E. 4th Ave 943-5025
open wed/th/fri/ 11 to 1
& 3 to 5

Archibald Sisters.
113 W. 5th Ave. 943-2707
Imported cards & stationery
Lotions, soaps, oils, perfumes
Handcrafted toys and jewelry

Radiance Herbs & Message-
W. 4th 10% dis. to Co-op members
Under new management

Rob at High Tides
218 W. 4th 943-9968
Recycles jeans, jackets
& overalls....\$5

Rainbow Restaurant
357-6616 4th & Columbia
Lunches/Dinners 11 AM - 10 PM

Earth Tinctures
Judith Bolyard 943-5755

Buffalo Sign Co.
222 W. 4th 943-3724
Signs/ Gold Leaf/ Silk Screen

Word of Mouth Books (on Division)
Westside Center
352-0720 General interest books
organic farming, health, yoga,
spiritual books, cookbooks

The Asterish
Westside Center (on Division)
357-7573
Frozen yogurt, good sandwiches,
imported wines and cheeses

The General Food Store
Mud Bay and Kaiser
Organic Food, Herbs, etc.

Rainy Day Record Co.
Westside Center (Division)
357-4755
New and used records, tapes,
tickets

Gnu Deli
111 W. Thurston 943-1371
Poetry reading every first and
third Thursday...Music every
Thur./Fri/Sat
Dinners - Lunches

Lunch Box (in Olympian Hotel)
5th and Legion
Good natural food, no preservatives
Soups/salads/ sandwiches and
Kishas (vegetable/cheese pizza)

Mandala Calander - \$3
from
The Tree House of Earth Sky
P.O. Box 7716
Olympia, Wa. 98507 491-4164

Budget Tapes and Records
214 W. 4th 943-9181
Records, tapes, T-shirts/Posters

