HOME AT LAST

Co-op Building Really Ours!

By Maginel Galt

The results are in! For those of you who haven't heard it through the grapevine, WE'VE BOUGHT THE BUILDING -- yet another milestone in the Olympia Food Co-op's history. Thanks to the organized and thorough research of the Building Committee, the decision was a well-informed one.

Information and advisory ballots were posted at the co-op several weeks ago. Of the seventy members who participated in the balloting, all but thirteen were unconditionally in favor of the decision. Twelve members favored the proposition, but voiced some reservations or concerns. One ballot was against the purchase. The committee plans to contact all members who raised questions and who left names and contact numbers on their ballots.

The co-op has been at its current location since 1979, when we grew out of our downtown site at 121 North Columbia Street. With an initial three-year lease, we had an option to purchase before midnight of August 16, 1984. The
SO MUCH IS HAPPENING AROUND here, it's hard to keep up. We still are searching for a few good writer-reporters to lend a hand once a quarter. Some of the stories you WONT read this issue for lack of such people: a full report on the untimely demise of our major cooperative supplier, Pacific Rim, and the impact that has on us. Interviews with our working member of the quarter and with the new staff. An introduction to members of the board. Good recipes and menu ideas. And some lighter reading, humor, community issues ... need I go on? We have much to tell you about; but it'll have to wait until we can get some help with the telling.

ACTUALLY, THIS WHOLE INVOLVEMENT THING BRINGS UP an interesting issue. Having gotten nothing in the last three months for "Member Forum", we might be on the wrong track. We've been making the point to the Board that, although the staff has conscientiously produced a newsletter in the past, it's time for a cooperative-type separation of powers. We see the newsletter not so much as a medium for staff communication with members (with member input) as an independent medium for all members - including staff - to communicate with each other. We think that in a consumer cooperative, the consumer-members have much to share with one another, that we even have some obligation to do that sharing. Without a pool of divergent views and information, and participation in dialogue and decision-making, the cooperative is that in name only.

In the next few weeks, some decisions will be made concerning the newsletter. What do you think the purpose of the newsletter should be? What do you want? This is the stage at which you honestly have a choice. By phone (357-9217) or by letter (Co-op News, 921 N. Rogers, Olympia, WA 98502), if it makes a difference to you, let us know.

WHILE WE'RE TALKING ABOUT PARTICIPATION and choice, November elections are nearer here. The most important issue on earth is use of nuclear power. Don't be a silent protester this year; the stakes are too high. Learn the stands each candidate is taking on nuclear issues and make your choice accordingly. Then...

VOTE ... AS IF YOUR LIFE DEPENDS ON IT.

MAILING POLICY: Our mailing list has been adjusted to send just one issue of the "News" to each household. But every member who wants one is entitled to an individual copy. If you want your own, you can pick up this issue at the Co-op, then leave your name, address and phone number with a note that you want your copy mailed in the future. It would also be helpful if you include the name of the person in your household whose name was on the issue delivered. If your household did not get a copy, we don't have your correct or full address. Let us know, and we will get you on the mailing list for the next issue. It may take a few rounds for us to get all of the bugs out, but we'll work on it. Thanks.

mission statement and goals of the olympia food co-op

The purpose of the Olympia Food Co-op is to contribute to the health and well-being of people by providing wholesome foods and other goods, accessible to all, through a locally oriented, not-for-profit cooperative organization. We strive to make human effects on the earth and its inhabitants positive and renewing.

Our goals:
* Provide information about food.
* Make good food accessible to more people.
* Increase democratic process.
* Support local production.
* See to the long-term health of the business.
* Assist in the development of local community resources.

The Co-op News is the quarterly publication of the Olympia Food Co-op. It is mailed free to members; non-members may get a copy at the store.

Co-op News is put together by a working member staff and welcomes reader contributions. News staff reserves the right to refuse material which exploits any person or group of people on the basis of gender, age, religion, sexual orientation or ethnic origin.

Mailing address: The Olympia Food Co-op News, 921 N. Rogers, Olympia, WA 98502.

***

Editor-in-Chief
Cher Stueve-Porhoff

Design & Layout Editor
Penny Martindale

Finance
Beth Hartmann

Produce
Debbie Leung

Member Workers
Karen Berger
Karen Berkey-
Huntsberger

Member Contributors
Jean Westerlund
Sue V. Judd
Magael Galt

Photographer
Sam Van Fleet

Cartoonist
Michael "Chez" Larsen

Bulk Mailing
Eva Hartley
...HOME

- cover article continued -

Deadline was extended to allow negotiations to continue.

As part of the purchase agreement, $10,000.00 in rents were to be applied to the purchase price. Consequently, that amount in rent credits would have been lost had the building been vacated. With the building purchase, mortgage, taxes and insurance will increase slightly. The tradeoff here is that the co-op will build up equity which, in the long run, can be used to yield positive, creative economic power in the community.

Speaking of the community, as part of the recent appraisal of the co-op, it was found that the location and its relation to property value is not entirely positive. Although the co-op is in a fully developed and stable neighborhood, its location is not particularly desirable commercially.

Nevertheless, overriding this blemish are four impressive points. First, with the completion of the new hospital, it’s very likely the Westside will expand more rapidly. Second, under the area’s current zoning laws, the building committee feels it wouldn’t be too difficult to attract another business to the site, if we wanted to sell in the future. Third, at its current location, the co-op is accessible by four modes of transportation: bus, car, bike and walking. Most major retail areas are only accessible by two or three. Fourth and most important, when it comes right down to making a choice, most members are satisfied with the North Rogers location.

In its purchase of the building, the co-op is given the opportunity to build a stable gathering place for the continuing knowledge and celebration of food for thought.

# # #
Summer is a heck of a lot of work. The garden needs tending in order to generate still more activity in the kitchen. The house needs painting, and the kids are home from school to help. (Did I say "help"?) Jobs. Committees. Volunteer work. Classes. If you're lucky, a few days away in the mountains or at the ocean. Or maybe your place is "the vacation" for distant family and friends.

Perhaps everyone is too busy laboring at home and work to mull over the issues of labor at the co-op. If so, hang on to last quarter's copy of the "News". Then when those long, gray winter days settle in, take another look at the labor article. We'd like to hear your experiences with work, positive and negative, and what you've learned from them. We're interested in what you think the co-op as a workplace should be, what you appreciate and what you'd like to see improved.

The labor issues won't be going anywhere; so since the summer was pretty busy for you, we'll print your letters NEXT issue, when you'll have had time to write them.

Meanwhile, we did hear from two staff workers. Read on.

---

**EXCEPTION TAKEN TO BLEMISHED PRODUCE REFERENCE**

Thank you for coordinating an insightful "news" on the issues around work. I'm uncomfortable, however, with the imperfections in people being compared to the "abundant spots and blemishes of "the organic produce we market". I can understand that you were illustrating a general point regarding imperfection in the natural world (which some people, like myself, could argue philosophically). As the Co-op's Produce Manager who seeks, promotes and handles organically grown produce on a full-time basis, I feel impelled to defend the organic produce marketed at the Co-op.

Organic agriculture has grown as an industry immensely in the last few years, especially on the West Coast. Not only are there more growers practicing organic methods and more acres devoted to organically grown produce, but the industry has grown in its professionalism, marketing strategies, sophistication in the fields and distribution. Organic growers know that to develop a viable industry and a self-supporting profession, their crops must have the quality expected by consumers.

Growers of organic produce are struggling for a larger share of the general produce market for economic as well as ideological reasons. As these growers struggle to survive in the highly competitive produce industry, they learned that improving their agricultural practices to develop high quality, yet consistent, large and cosmetically beautiful produce was a necessity.

Gone are the days when beauty was sacrificed to buy organically grown produce. Beauty is one product of the natural processes which organic agriculture patterns itself. Growers have developed organic practices to share that beauty with consumers both consistently and economically.

The produce department at the Co-op strives to carry only the best quality produce available. We do not market any produce that has "abundant spots and blemishes". The only exceptions are for rare cases where the only varieties available are high quality but blemish easily (such as organically grown bananas).

In cooperation,
Debbie Leung

---

**ED. NOTE: I'm a long-time consumer and promoter of organic produce, and admirer of the Co-op's organic produce. In particular! My comparison was not meant to be unflattering in either direction.**

After reading your letter, I went to the kitchen to take another look at my produce purchases from earlier in the day. I found abundant, minor spots and blemishes on the citrus, apples and tomatoes. I like 'em this way. I feel reassured that other life forms were not put off before me; and it gives us (the produce and me) something in common.

BUT YOUR POINT IS WELL-TAKEN. I do remember when organic produce looked like botanical mutants, when you had to be pretty radical to find the stuff appealing. I can understand how the local veggies might be a tad miffed to be called spotty. Apologies to them, and thank you for your consciousness-raising letter!!

---

**SCRATCH**

---

**CO-OP MISSION INCLUDES CARING FOR EARTHY INHABITANTS—LIKE WORKERS, FOR INSTANCE...?**

I wanted to express my appreciation for your well-written article on labor in the last issue of the newsletter. As the co-op's...
Personnel Manager, I am intimately familiar with the subject matter of your article. So often in volunteer organizations there is a tendency to complain about burnout—without asking the questions which could lead to a solution. This complaining is certainly valid, but I've generally found that this approach doesn't elicit much help from others, and tends to turn willing helpers away. Your article was a breath of fresh air in presenting the issues. You stated the facts, then the very real questions we need to think about as member/owners of the co-op.

Another thing that struck me about the article on labor issues is the fact that very few people have discussed these issues with me since the article was published.

You mentioned exploitation in several places in the article. It hit me like a brick in the face. As a co-op staffperson, it had never occurred to me until reading your article that exploitation of the staff was real and obviously very subtle. This realization has opened my eyes to an issue we must constantly keep in mind as we implement our new management structure.

Part of the co-op’s mission statement reads: "We strive to make human effects on the earth and its inhabitants positive and renewing." We as owners/members/ workers can make our mission reality. Let's start at home in our own store. The challenge is great.

Karen Berkey Huntsberger

---

SUIVE AND PHYLLIS LEAVING CO-OP

Two of the new staffpersons hired last spring resigned effective in the early fall. Their resignations make a total of three staff the co-op has lost within a short time, as long-time staffer Tyra Lindquist also resigned.

Phyllis Villeneuve and Suvi Judd separately announced their resignations several weeks ago.

---

Nutrition students are cooperating with on-campus Health Services to provide nutrition information and referrals to students and community members. Services offered will include individual needs counseling, computerized diet analysis, access to extensive nutrition files, and nutrition information sharing and support group meetings.

---

The approach of the center will be to facilitate nutrition awareness and to encourage self-help. Emphasis is placed on individuality. For more information, contact Beth or Joan at TESC Health Services, 1st floor Seminar Building; phone 866-6000 ext. 6200. Leave your name and number and a short message.
WORKING MEMBERSHIP

By Karen Berkey Huntsberger

WHAT IS A WORKING MEMBER?

A working member is a Co-op member who helps out on a project, or trains and works in a specific in-store job, or provides a service to the Co-op as a volunteer or for a benefit other than cash payment.

WHY BE A WORKING MEMBER?

Weekly workers are needed to do the necessary day to day work in the store - keeping products stocked, store cleaning, cashiering, etc. We own the store, we run the store.

It's an opportunity to learn valuable skills that can be applicable to career goals, job searches and life in general.

It's an opportunity to share your valuable skills with your co-op.

It's an opportunity to have more information about where your food comes from and the regional food distributors.

It's an opportunity to meet many new friends who share some of your goals and concerns.

Working members receive lower prices in exchange for working. Three hours of work for a 10% discount on up to $60.00 in purchases; 12 hours for 25% discount on up to $100.00 in purchases.

HOW TO BECOME A WORKING MEMBER

Consider training for one of the many weekly work shifts needing members. Shifts are open for stockers, cashiers, produce workers, cheese packagers, openers and closers. No experience is required; training is provided. Weekly workers have the advantage of guaranteed, predictable work. In return for that guarantee and the training in skills, we require a three-month commitment.

Other options: sign up for a one-time project, such as quarterly inventory, when posters appear; work on the co-op newsletter; do outside store maintenance; serve on a committee; and a host of other possibilities.

WHERE TO SIGN UP

Able to commit to a three hour weekly shift for at least three months? Sign up in the Worker Center (ask for directions if you can't find it) using the Weekly Worker Training Application sheets. More detailed information on weekly work shifts is attached to the application.

Interested in occasional project work? Sign-up sheets will appear on the bulletin board in the lounge area as project work or committee membership is available.

QUESTIONS

Talk to Karen, Personnel Manager, for details and to have questions answered.

All members are welcome and encouraged to participate in co-op work.

HOPE TO SEE YOU THERE!!

Availibe Now

Co-op Gift Certificates!

$5 $10 $25 Amounts

Good for any store merchandise (at member prices) or membership and dues payments.

great holiday gifts!
ask a staff person today!

Discounts don't apply-Good for one year
Baldwin - bright red, winter ripener, dessert & cooker, originated in New England
Cox Orange - red & yellow, fall ripener, rich flavor, aromatic, originated in Europe
Pippin or Newton - yellow, winter ripener, excellent dessert or cooker, unknown origin
Gravenstein - orange/yellow with red stripes, fall ripener, good cooker, aromatic, probably originated in Germany
Jonathon - red, winter ripener, dessert & cooker, aromatic, poor keeper, originated in New York
MacIntosh - red, fall/winter ripener, dessert & cooker, aromatic, originated in Canada
Northern Spy - red, winter ripener, dessert & cooker, keeper, originated in New York
Spitzenburg - orange/red, winter ripener, dessert apple, originated in New York
Yellow Transparent - yellow, summer ripener, good for eating, cooking, saucing, poor keeper, originated in Russia
Cortland - red with blue blush, winter ripener, good flavor, flesh doesn't brown quickly after cutting
Delicious - yellow or red, many varieties available, most popular, good eater, not generally a good keeper, originated from a chance seedling in Iowa orchard
Granny Smith - green/yellow, winter ripener, tart, newly developed in New Zealand
Rome - red, good eater & cooker, poor keeper, originated in Ohio
Spigold - yellow/red, winter ripener, good eater & keeper, Northern Spy and Yellow Delicis cross
Winesap - red, good for cider & storage
Mutzu - green/gold, winter ripener, large, hard, crisp, distinctively flavored, from Japan

EVER EAT A SPITZENBURG?

We are lucky to live in a region where apples grow bountifully. This year’s apple season, however, will be short on locally grown apples. Pollination was affected by the excessive rains we had this spring. Without pollination, fruit cannot develop.

The Co-op usually has one of the largest selections of of local apples. This year there will still be many varieties to choose from, but not in the quantities we are used to here.

We owe our large selection of apples to Mr. Stu Shumway. He owns an orchard in Olympia that has over 100 varieties of apples. He preserves old varieties such as the Calville Blanche, a favorite of the French royal court in the 1600’s. It is an excellent cooker, reported to have a banana-like flavor.

Jonagolds, a variety recently developed in New York, can also be found in Mr. Shumway’s orchard. They are a hybrid of Jonathan and Golden Delicious apples. The flavor of the Goldens is preserved, but improvements were made in firmness and keeping abilities.

Be adventurous and try an apple you have never tasted before! They come in different colors, shapes and sizes. Some are better eaten raw, cooked or sauced. Some store better than others. The chart lists different apple varieties. Many of them can be found at the Co-op. Look for them!

**SQUASH TIME**

Squash has been grown and enjoyed by people all over the world for centuries. Ancestors of present-day varieties were domesticated in Mexico as long ago as 5000 B.C. By the 1400’s, squash was flourishing in Central and North America from coast to coast. In Africa, all parts of the plant are used including the leaves and flowers. Its roasted seeds are especially loved in Asia.

Squash grow in an incredible array of shapes, colors and sizes. Nutritious winter squash can substitute for pumpkin, potatoes, other starchy vegetables.

As the golds, rusts and reds of autumn set in after cold, frosty nights, winter squashes ripen and harden in the fields. Watch for a wide variety of winter squashes at the Co-op. Acorn, delicata and golden nugget can be cooked whole to avoid losing nutrients and flavor.
By Suvia Judd

Macrobiotics is an approach to diet and living. It has roots in Japanese Zen Buddhism and traditional oriental medicine. George Ohsawa (student of Japanese doctor Sagen Ishisuka) brought it to this country.

Ohsawa promoted macrobiotics as a route to better health and spiritual enlightenment. Macrobiotics is based on ideas of balance and awareness. Practitioners are encouraged to be attentive while eating, chewing thoroughly and taking time to appreciate whole, simple foods, and to be aware of how what they eat affects them.

Whole grains are the staples of a macrobiotic diet, supplemented by vegetables, with additional small amounts of nuts, fresh fish and condiments. Foods are considered either yin or yang: the two complementary forces or aspects of nature as a whole.

One goal of macrobiotic eating is to balance the yin and yang elements in the diet, adjusting one's diet to achieve a balance of yin and yang forces in the body and spirit. Among the qualities of yin are coolness, lightness and expansiveness. The more yin foods include sugar, oil, fruit, nuts and vegetables. Among the qualities of yang are warmth, heaviness and contractiveness. The more yang foods include fish, soy sauce, fowl, meat, eggs and salt.

A typical American diet is considered to be too much composed of the extremes—too much meat and sugar. In a macrobiotic diet, the goal is to eat more from the center of the yin-yang continuum, with yin foods predominating over yang by about 5:1 in a temperate climate. (In the winter or in colder climates, one eats heavier, more yang foods; in the summer or in warmer climates one eats lighter, more yin foods.)

Macrobiotics emphasizes eating foods which are traditional to the region in which you live, foods which are locally grown and in season. Organic agriculture is preferred. In this respect, macrobiotics parallels some of the concepts of current radical agriculture, including "sustainable" or "regenerative" agriculture.

Many macrobiotic practitioners eat a diet which comes out of Japanese culture; but it would also be consistent with macrobiotic philosophy to evolve your own regional diet. In the Northwest, this might include camas, native grains and herbs, fish and salmon berries, for example. Or you might develop a diet around European staple grains like wheat, rye and oats. An ideal macrobiotic diet is not fixed, but adapted to the person and his/her environment.

Many people who shop at the co-op are interested in a macrobiotic diet or in Japanese cooking. The co-op carries a good selection of bulk grains and fresh vegetables, some of which are grown locally. The co-op also carries a good selection of Japanese/macrobiotic condiments, seaweed and spices. They include kombu (a seaweed used in making basic soup stock), salt-pickled umeboshi plums, rice vinegar, toasted sesame oil, miso (a fermented grain and/or soybean paste used in stocks), various tamaris and soy sauces and teas. Daikon (giant white radish) and shiitake mushrooms are normally available dried; we sometimes have them fresh, as well.

For those interested in exploring traditional Japanese cooking or macrobiotic diet, the co-op also carries several helpful books.

##
Several kinds of vegetable oil are sold at the co-op, some bulk and some bottled. Which should you choose?

Vegetable oils don’t contain cholesterol, but do vary in their ratio of saturated to unsaturated fat. Nutritionists commonly recommend safflower oil, because of its high percentage of unsaturated fat (94%). It’s light, inexpensive and versatile – good for baking, light frying and table use. More flavorful oils are preferred by some cooks for special uses, such as olive oil in Italian cooking and salad dressings. Corn and peanut oils hold up well for high temperature frying. Corn oil used for popcorn enhances the flavor. Expensive oils, such as extra virgin olive, sesame and walnut, are best used as condiments; a little adds a lot of flavor.

Coconut and palm kernel oil are inexpensive, and often found in processed foods. These vegetable oils are actually higher than animal fats (such as lard) in saturated fats, so read labels and avoid these oils!

Processing affects the final product tremendously, but there’s quite a bit of confusion about differing methods. Oils found at the co-op can generally be called "natural" since they’ve had relatively little processing. "Cold-pressing" is considered the best method for extracting oils from seeds; unfortunately, it’s not cost effective to hand crank a truly cold-pressed oil. Hain and other "natural" companies use a mechanical screw press expeller. The intense pressure heats oil to temperatures averaging 170 degrees F. They can call the oils "cold-pressed" because they don’t actually electrically heat the presses. The molecular structure of the oil doesn't change unless temperatures exceed 200 degrees. The temperature reached during the expelling process is important information, but difficult to find.

Many commercial oils are extracted with chemical solvents. In addition, they may be "degummed", bleached, deodorized and hydrogenated. In order to solidify margarines (even so-called "natural" margarines), vegetable shortenings and commercial nut butters, hydrogen gas is bubbled through the oil. Packaging information may say "made from polyunsaturated liquid vegetable oils", but AFTER hydrogenation, the oils are no longer unsaturated.

Several commercial oils also feature preservatives, artificial coloring and flavoring, and other additives. While these processes and additions are meant to produce a commercially acceptable food, they actually strip the oils of their individual hearty colors, aromas, flavors and nutrients. (A good alternative to margarine is "Better Butter", a blending of butter and liquid vegetable oil, described in Laurel’s Cookbook.)

Oils and fats are vital components in our diet. Glossy hair and

<table>
<thead>
<tr>
<th>OIL TABLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oil</td>
</tr>
<tr>
<td>Safflower</td>
</tr>
<tr>
<td>Sunflower</td>
</tr>
<tr>
<td>Olive</td>
</tr>
<tr>
<td>Sesame</td>
</tr>
<tr>
<td>Soy</td>
</tr>
<tr>
<td>Walnut</td>
</tr>
<tr>
<td>Peanut</td>
</tr>
<tr>
<td>Palm Kernel</td>
</tr>
<tr>
<td>Coconut</td>
</tr>
</tbody>
</table>

* Unsaturated %'s include both mono- and poly-unsaturates.
Healthy complexions depend on natural oils. Each body cell is surrounded by lipid (fat) layers which maintain cell integrity. Fat insulates the body for maintenance of body temperature, cushions vital organs, and serves as storage for reserve energy and for the fat-soluble vitamins A, D, E and K. The components needed to manufacture hormones essential to body functioning are stored in fat. [Ed. Note: Recent testing with distance runners with cardiovascular problems showed they had a near-total depletion of body fat, a dangerous situation.] And of course, fats make foods more appealing, as they contain flavor and aroma compounds. Moderation is in order, of course, since one tablespoon of oil contains 124 calories.

Oils, particularly less processed ones, are highly susceptible to rancidity. Rancid fats are unpleasant to taste and smell; but they also present health risks. They may damage blood cells, destroy some vitamins in the body and have even been implicated in the aging process. On the stove is the worst place to store oils! Store in the refrigerator in a dark bottle; heat, light and oxygen all promote rancidity.

What to buy at the co-op? The bulk safflower, corn and olive oils currently sold are expressed, unrefined oils. The soy is refined. Bottled Hain products are mechanically expeller pressed, but Hain uses no chemical solvents. The Hain products are filtered and deodorized, producing a semi-refined oil. For the last few years, the co-op has used a nitrogen pressure system for bulk oils, keeping the oils virtually free from exposure to oxygen. And a price comparison tip: bulk oil sold by weight can be compared ounce for ounce to bottled oil sold by the fluid ounce, since one fluid ounce of oil weighs exactly one ounce.

---

**SHELTON**

**Natural Turkeys**

for wholesome holiday meals

Pre-order today

SHELTON's is famous for their naturally grown poultry products. These birds are raised on hormone and additive-free feed, producing nutritionally superior turkeys. And they taste great!

Available are toms and hens, both fresh and frozen.

And Save!

---

**Early Bird Advice**

**How to Order:**

Ask any co-op staffperson to help you order your turkey. The turkeys will be available for pick-up Nov. 16-20. A $5.00 deposit is required for pre-orders.

Only a few turkeys will be available if not pre-ordered.

**Price:**

<table>
<thead>
<tr>
<th>Type</th>
<th>10/26</th>
<th>11/9</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frozen</td>
<td>$1.39/lb</td>
<td>$1.49/lb</td>
</tr>
<tr>
<td>Fresh</td>
<td>$1.45/lb</td>
<td>$1.55/lb</td>
</tr>
</tbody>
</table>

*Note: Fresh turkeys are available for pick-up Nov. 19-20 only.*
Coffee Sales Brewing

Co-op member Doyle Stratton addressed the September board meeting regarding the sale of coffee at the Co-op. Her thoughtful letter is reproduced below. Coffee has been absent from our product line by design. Unlike sugar, however, a ballot on coffee was never requested. Therefore, the Board approved the stocking of coffee in response to requests from Stratton and others. Some practical issues—do we sell whole beans? Do we install a grinder? What kinds of coffee do members drink?—may delay filling out the product line temporarily.

The real challenge, though, lies in issues addressed in Stratton's letter. Many growers use chemicals, some of which were banned in the U.S., then exported. Most sobering is the cost to local populations when coffee is produced for export to the North. Lands have been taken away from native populations; coffee is grown in soil which should be producing food crops for local families, many of whom suffer hunger and malnutrition. Workers on coffee plantations are treated as, to quote from the film "El Norté", "the arms of the rich".

The staff will provide information about coffees stocked. Our cooperative privilege is to act collectively through policy or individually with our spending. Either way, let us choose in favor of awareness of the realities behind the aroma and comfort of our particular cups of coffee. The "News" thanks Stratton for the opportunity to print her letter, and invites additional information and views on this subject.

ED.

STRATTON'S LETTER:

I am a coffee drinker, and while coffee is scarcely at the top of my list of priorities (most days), I do enjoy a good cup of coffee very much. It concerns me that, in Olympia, it is not possible to obtain coffee without compromising values I hold of high priority to me: of not supporting political and economic systems that exploit the land and the people of the land. Of avoiding products that are grown with chemicals, both because of the effects of those chemicals on the land and workers and because of the residues in the product itself. Of supporting whenever possible small, non-exploitative enterprises and worker-centered cooperatives.

If there were available no alternatives to commercially grown and distributed coffees, many (if not most) of which contain several times the legal limit of pesticide residues, then my choice would be to simply eliminate coffee from my diet, as I have for the time being. But there does exist the option of obtaining coffees grown organically by cooperative groups or small landowners in cooperative association. Those coffees are readily available at reasonable cost, through sources already being used by Olympia co-op. Other good co-ops, such as Food Front in Portland and Skagit Valley in Mt. Vernon, have struggled through this issue and have decided to stock coffees from these sources. (The coffees I have seen are from Mexico and Nicaragua.)

Because coffee is imported, it touches on another issue frequently mentioned, that of emphasis on local and regional food sources. This is a valid argument, especially where perishables and products which can be locally grown are concerned. In this context, it is an argument that can be applied to other items carried by the co-op, such as bananas, many herbs and spices, teas, etc. An effective counterargument is that by supporting these small, independent producers, we are establishing a network that can help them retain their land and their livelihood against the encroachment of the multinationals. These are realities I think are important to include when we base actions on ideals.

Finally I would like to point out that the decision to drink coffee or not is an individual choice, not a group decision. The co-op can provide a morally responsible alternative to commercial sources of coffee, which are largely, if not wholly, dependent on multinational corporations. I urge you to do so.
The Co-op has an excellent staff, with a variety of interests and backgrounds. Of the staff shown above, three will be leaving the co-op soon to pursue other interests. Phyllis, Sue and Tyra have each resigned from the staff, although they continue to be involved with various co-op projects.

We thought the best way for you to get acquainted with those you can expect to see around for awhile would be to let each of them tell you something about themselves.

TIM KELLY, GENERAL STAFF

I was born in New York in 1955 and spent the first part of my life living in various countries while my father was working with the State Department. After returning to the U.S. at the age of 17, I finished high school in northern Virginia, then attended the University of Santa Clara and George Mason University for a few years. In 1976 I moved west and after living at the Oregon coast for several years, moved north to Bellingham where I worked as a carpenter/maintenance person until moving to Olympia in 1983 to attend college and eventually finish my degree through TESC.

KAREN BERKEY HUNTSBERGER, PERSONNEL MANAGER

I was hired in July, 1982, as a half-time Worker Coordinator. In January, 1984, I became a full-time staffperson. As Personnel Manager, I’m responsible for coordinating training and scheduling of all co-op workers and for monitoring the labor budget. I serve on the Management Team and am the new staff rep to the Board.

I like working with lots of different kinds of people and in an organization that’s growing, even with all the challenges, headaches and heartaches that brings. I am presently very committed to and excited about getting our new staff structure off the ground and working well. It’s my hope that it will be a model to other co-ops and revolutionary in its approach to work and workers.

TIM O’CONNOR, MERCHANDISING MANAGER

I became a manager in January of ’84, and have worked at the Co-op in various capacities (worker member, staff substitute, contract staff) since early ’81.

The Co-op seems a natural place for me to work given my background and interests. I moved to Olympia in 1980 to study alternative agriculture and the food system at TESC. I worked as a caretaker at the Organic Farm for a year and a half, and combined interests in food with management. After school I worked for a year and a half as a Vista volunteer helping to organize Olympia’s Farmers Wholesale Co-op. My involvement there ended just as work possibilities opened up for me at the co-op. I’ve been busy ever since.

The reasons I like being a staffperson revolve around the nature of my interactions at the Co-op. Every day I meet new, interesting people from throughout the Northwest. Overall I feel good about being involved in such a successful cooperative business; one that thrives on selling local people good, wholesome food.

The visions I hold for the Co-op seem to evolve monthly. First, I would like to see the customer base continue to broaden, introducing more of the Olympia community to the benefits of the Co-op. Beyond that, I would like to see various member benefits be developed, such as active product information and low income outreach. Maybe we’ll even be in the posi-
tion to open another store. We all, the whole co-op community, have such unlimited potentials.

DEBBIE LEUNG, PRODUCE MANAGER

I like being a staffperson because I like the challenge of tackling my responsibilities with all the skills within my reach and being part of a team that strives for the highest standard of quality in all areas.

I like specializing in produce because it lets me be an artist who promotes and economically supports the growing movement toward local and organic agriculture.

My co-op of the future will have expanded services to its members, shoppers, and other co-ops, more products, new departments, and the best produce in town, yet remain a medium-size grocery without other branch stores. I see our challenge for the future now as being the first not only to be successful, which we are well on the road to becoming, but also to be humane, non-oppressive, and spiritually renewing for its workers on a continuing basis.

BETH HARDMANN, FINANCIAL MANAGER

Having been on the staff since a few months after the co-op first opened in 1977, I have had the opportunity to be a part of the development of a very successful Food Co-op. In that time I have acquired and developed many skills for business and group process and learned a lot about food and land use issues. I enjoy working collectively with others and knowing that my work is not profiting someone individually.

The future for Olympia Food Co-op looks uncharacteristically promising. Nationally, food co-ops are on the decline while the natural foods business is growing. More and more people want what co-ops have been offering for the past 10 or 20 years. But if we don't do our job well, supermarkets and private business will do it for us. I want to see Olympia Food Co-op respond to the increasing demand for good food and variety by growing with it. Perhaps, eventually, other businesses will branch off from the co-op (another food co-op? a hardware store? a book store?) This co-op is an incredible community resource and should be used fully.

The co-op also serves as an experiment in community control, in different kinds of democracy. The cooperative nature of the co-op has been steadily improving over the years and will, hopefully, continue to do so. In many ways, this is the real challenge that we face.

AS THE 'NEWS' WENT TO PRESS, three new staff members were hired: Robin Rea, Grace Cox and Kirk Russell. We welcome them, and will introduce you to them in the next issue.

FALL 1994, CO-OP NEWS 13
Culture Stolen When Food Origins Not Credited

By Debbie Leung

Our co-op is a unique grocery store in the Olympia area in many ways. One important way is that it carries many foods from other cultures, especially those from Asia. Considered "exotic", macrobiotic, "weird" or "health foods" by many, foods like shiitake mushrooms, bean sprouts, tofu, tamari, ginger, daikon, miso and lotus root are part of our traditions and culture to millions of Asian people. As these foods are adapted to the tastes of vegetarian and health food enthusiasts, the cultures they are part of are being incompletely or inaccurately represented and overlooked and forgotten. The foods are usually promoted nutritionally without credit to their origins and common traditional uses.

An example of incomplete information was in an article on mushrooms recently printed in the "News". It was very informative nutritionally about shiitakes, but suggested they are used primarily by Japanese people for medicinal purposes. However, Chinese people use them extensively to flavor their dishes. Before shiitakes became so expensive, families like mine ate them almost every day.

As one Chinese person, I'm proud that the foods I grew up with are part of the health food movement and sold at the co-op. However, as the co-op plans product information projects, especially in-store promotion and newsletter articles, more attention must be given to the cultures and traditions that the foods are a part of. Rich cultural heritages lie behind many of the foods the co-op carries, and little has been done so far to research, share and credit them.

People should be encouraged to try different foods and adapt them to their needs and tastes. Just give accurate, complete credit to their cultures and traditions. Without that credit, those cultures are distorted or stolen from the people they belong to by those adapting those cultures' foods for their own nutritional needs.

ED. NOTE: The "News" can encourage writers to be conscious, but regrets that it may not be able to fully rise to the occasion. We hope to provide more food information, for space, resources and knowledge are limited. Such complete information on the origins of all the foods we present isn't likely to become a reality in any single article.

How about a well-researched article about the origins of foods sold at the co-op? Those origins would include Asian cultures, and European, Middle Eastern, Native American ...and more. Writers??

For now, Deb's action is the most constructive model: when readers can add information to subjects we've raised, we are pleased to print it. In this way, we build our collective knowledge, and the "News" fulfills its function as a cooperative medium of information sharing.
ORGANIC FOODS AVAILABLE FROM CO-OP BULK DISPENSERS

Co-op members frequently prefer what is known as "organically grown" foods. We usually think in terms of fresh produce when we hear "organic". But the co-op stocks many whole grains, beans, flours and other dry bulk foods which are labelled "organic" as well. Just what does that mean to the consumer?

Soil Is Living Community

Organic agriculture begins with the understanding of soil as a community of living organisms. It follows that farming in a way which maintains this soil community is more ecologically sound. Organic growers achieve results with good soil condition, cultivation and mulching. The term "organic" arises from the growers' aim to model their farming practices after natural processes. They emphasize recycling of organic wastes—plant and animal—by composting and returning them to the soil.

Some growers use "biological" pesticides, such as rotenone (derived from plants) or Bacillus thuringensis (a bacterium which attacks some insects). Organic growers do not use chemicals (petroleum derivatives) to fertilize or to control weeds, fungi and insect pests.

This contrasts with conventional agriculture, which treats the soil as a structural medium for growing plants, to which key nutrients and poisons are added to get desired outputs.

Some Pesticide Concerns Valid

Many of the pesticides used in non-organic agriculture have known toxic effects. These include short term nausea or effects on the nervous system, and long term effects such as cancer and birth defects. Although pesticide residues may not cause any acute damage, their use remains questionable. Many are not thoroughly tested, even by government standards. New problems are coming to light, such as the EDB (ethylene dibromide) problem in grain products.

Concern about pesticide traces in food is not just an environmentalists' bogey; a few years ago, the FDA recommended that consumers wash fresh produce with detergent because of the concern about pesticide residues and male sterility.

Pesticide residues are known to be present in some dry grains and beans, as well. A risk is present, even if no specific injury has been demonstrated. Some people prefer to eat organically grown beans and grains to minimize health risks. Others make this choice because they believe organic food production is healthier for the environment, as well as for themselves.

Choosing organic foods supports organic growers, which in turn supports the health of the environment and the intelligent use of resources. Organic buying rewards growers for not using petrochemically derived fertilizers, for not contaminating ground and surface water supplies, and for not introducing toxic chemicals into the food chain. In many cases, it means supporting small, local businesses.

What Is 'Organic'?

Some states regulate the definition of "organic". California has the most comprehensive regulations. In Washington, growers belonging to the Tilth Producer's Co-op voluntarily participate in its detailed organic certification program.

The co-op carries organic bulk dry foods from a number of states: rice from Nebraska, beans from Idaho and eastern Washington, and wheat from Idaho. The co-op relies on information from distributors and growers, including descriptions of farming practices, certification and conformation with state regulations. Among growers, there are differences in what may be considered organic.
Storing Organic Bulk Grains

According to Dr. Ernst Siegenthaler, University of Michigan School of Public Health, all flours—including non-organic ones—contain insect eggs. Presumably, this is true for whole grains as well. The question is control of insect development.

The insects themselves are not a health hazard. Thurston County Environmental Health Specialist Bryan Harrison confirms that the moths and bugs found in grains are not of concern as disease carriers; they are simply unpleasant.

There are several ways to control insect development in flours, grains and beans from any source. One is to buy small amounts so that turnover is quick. Another is to store grains and beans in containers with tight-fitting lids so insects can't spread in your cupboard. A third measure is refrigeration. Insects respond to warmth and humidity. Whole foods should be kept in cool, dry places anyway, because the oils in them will become rancid after awhile.

Freezing these foods for 24 hours will supposedly kill insect eggs. A bay leaf in your container seems to discourage moths. Finally, keeping cupboards clear of spilled grains and flours is good prevention.

Survival of Choice Depends on Consumer Support

Support for organic agriculture comes from the consumer. We can support legislation that fosters research and helps growers. (The Agriculture Productivity Act of 1983 which provides funds for research in sustainable agriculture passed the House in January, and as of September 11, was in the Senate committee on Agriculture, Nutrition and Forestry.)

And we can continue to purchase organic foods. Non-organic foods may be cheaper in the short run, because of ample supplies of petro-chemicals and farming practices which favor the mass production, processing and transporting of foods on an industrial scale.

But in part, this is because some of the cost—such as deferred effects on our health and the environment, including the soils we grow in—are being run up as environmental debts for which payments will come due eventually.

Cost Differential Narrowing

We are still at a point where the organic choice may cost more than its non-organic counterpart, although the gap is narrowing.

There is a small, but hardcore, demand for organic foods in this country by people willing to pay more to get them; economics being what they are, these foods are wholesaled at what the market will bear.

Another possible reason for higher prices is the economics of scale: organic growers tend to operate small farms, with proportionately higher production costs. They need to create new marketing and distribution links, and cannot simply pool their harvest with everyone else's in the local grain elevator; it must be stored, shipped and marketed separately.

What is it?

Under age 10? Leave your guess along with name and phone number in newsletter box at Co-op.

ED. NOTE: Thanks to Suzie Judd for providing the information which is the basis for this article. If members have questions about organic foods or farming practices, address them to the “News” and we will print your questions and the answers in the next issue.
Bulk Foods—You Compare Price Selection Quality

By Tim O'Connor, Merchandising Manager

Below is a comparison of bulk foods at the co-op and two local supermarkets as of mid-September. Besides price, a comparison of selection and quality is presented.

<table>
<thead>
<tr>
<th>Price Comparison:</th>
<th>Mark-N-Pak</th>
<th>Bayview</th>
<th>Co-op</th>
</tr>
</thead>
<tbody>
<tr>
<td>Raisins</td>
<td>1.32/#</td>
<td>1.42/#</td>
<td>1.25/#</td>
</tr>
<tr>
<td>Banana Chips</td>
<td>1.66/#</td>
<td>1.66/#</td>
<td>1.58/#</td>
</tr>
<tr>
<td>Sunflower Seeds</td>
<td></td>
<td></td>
<td>.98/# (0)</td>
</tr>
<tr>
<td>(raw hulled)</td>
<td>.66/#</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rolled Oats</td>
<td>.37/#</td>
<td>.54/#</td>
<td>.36/#</td>
</tr>
<tr>
<td>Popcorn</td>
<td>.41/#</td>
<td>.41/#</td>
<td>.50/# (0)</td>
</tr>
<tr>
<td>Rice (long grain brown)</td>
<td>.48/#</td>
<td>.48/#</td>
<td>.44/# (0)</td>
</tr>
<tr>
<td>Split Peas</td>
<td>.32/#</td>
<td>.32/#</td>
<td>.45/# (0)</td>
</tr>
<tr>
<td>Lentils</td>
<td>.36/#</td>
<td></td>
<td>.58/# (0)</td>
</tr>
<tr>
<td>Garbanzo Beans</td>
<td>.56/#</td>
<td></td>
<td>.53/#</td>
</tr>
<tr>
<td>Pinto Beans</td>
<td>.41/#</td>
<td>.41/#</td>
<td>.41/#</td>
</tr>
<tr>
<td>Spaghetti (long white)</td>
<td></td>
<td>.62/#</td>
<td>.63/#</td>
</tr>
<tr>
<td>Bulgar</td>
<td>.27/#</td>
<td></td>
<td>.25/#</td>
</tr>
<tr>
<td>Wheat Germ</td>
<td>.76/#</td>
<td></td>
<td>.57/#</td>
</tr>
</tbody>
</table>

[On special, raisins sell for .96/# at the co-op; garbanzos for .49/#. The wheat germ at Mark-N-Pak was not refrigerated.]

Selection Comparison:
With roughly 240 bulk items, Mark-N-Pak has the best selection in sheer numbers, compared with 200 items at the co-op and 170 at Bayview. The type of food sold at the co-op is what sets it apart from the two supermarkets. Most of the supermarket bulk foods are processed, including mixes, cookies and candy. While the co-op carries some of these foods, the emphasis is on raw ingredients and whole, "natural" foods.

The selection of grains, nuts, beans and cereals—often basic ingredients in recipes—is much greater at the co-op. Just as the co-op doesn't offer many mixes and other bulk processed foods, the supermarkets don't offer certain types of foods available at the co-op. For example, bulk honey, oils, soy sauces, tofu, seaweeds and nut butters are found only at the co-op.

Finally, within the "whole foods" category, the co-op provides a much broader selection of certain items. For instance, the co-op carries six types of rice, including organic and non-organic, compared to two choices at each supermarket.

Quality Comparison:
Sanitation standards appear fairly high at all three stores. The option of organically grown bulk foods at the co-op is a significant plus for those concerned about chemical residues.

Conclusion:
In summary, while co-op and supermarket prices are competitive, the different types of foods emphasized set these stores apart. The supermarkets live up to their promise to provide savings over similar, packaged food found in these stores. The co-op offers those interested in whole, "natural" and organic foods a good place to shop.

ED. NOTE: The "News" regrets the omission of the names of the stores compared in the columns over the prices in last quarter's price comparison article. We hope you were able to solve the riddle by sorting out the "O"-for-organic information! ##
Pumpkin, buttercup, sweetmeat and butternut squash are rich and sweet. They make good soup.

These squashes can be stored for many months unrefrigerated. They will store longer if the stem is hard and intact, and if there are no soft spots on the squash. Keep them at room temperature, or a little cooler, and exposed to open movement of air (not a draft).

Any variety of winter squash can be cooked by scrubbing the exterior well; cut the vegetable in half and scoop out all seeds and stringy fibers. The skin can be left on or removed before cooking. Large squash may need to be cut into manageable sizes. To bake, preheat oven to 350 degrees F. Arrange the cleaned, unpeeled vegetables in a pan or casserole. Add boiling water to a depth of 1 inch and bake until the pulp is tender. The halves may be filled with fruit juice, ground meat combinations, cooked rice and grain combinations, or a mixture of hot water or juice, honey and butter.

To steam, arrange prepared slices or pieces in a strainer or on a rack over 1 inch of boiling water. Cover and steam just until tender.

Cooked mashed squash makes a great substitute for mashed potatoes. Season well-drained pulp with salt and pepper, mash thoroughly or puree in a blender. Add a pat of butter and as much cream or milk as necessary to achieve the consistency you like. Honey and nutmeg will enhance the flavor.

Spaghetti squash, when cooked, can be eaten with your favorite spaghetti squash or pesto. Boil or bake unpeeled, whole or cut lengthwise. When done, the flesh will separate from the peel easily and will shred into strands.
THIS IS YOUR SPACE,
READERS. NEXT
TIME YOU THINK OF
SOMETHING
YOU LIKE ABOUT
THE CO-OP --
OR SOMETHING
YOU'D LIKE CHANGED --
SOMETHING YOU'D LIKE
TO SAY TO OTHER
MEMBERS -- OR RESPOND
TO A 'NEWS' ARTICLE--
WRITE IT TO US!
COUPONS

Olympia Food Co-op 921 N. Rogers open daily Olympia 754-7666

10 percent off any COOKIE CUTTERS
Good one time only for any number
valid 12/1-31
valid 11/16-30

TOFU
1 package half price with each purchase
Island Spring steamed Tofu
one coupon per customer
valid 12/1-15

MARTINELLIS
SPARKLING CIDER
$1.48 each 25.4 oz bottle
Limit 3 bottles—one coupon per customer
valid 11/16-30

75¢ off Any Flavor 16 oz
Pacifica Soyfoods
Soysage
Limit one package—one coupon per customer
valid 11/1-15

Complementary Protein: non-organic Pinto Beans and non-organic Short Grain Brown Rice. Buy any amount of each for 35¢ lb
1 coupon per customer
valid 11/1-7

10% OFF any Basket Purchase Good one time only for any number of baskets.
valid 11/1-15

10% OFF any French-style canning jars. Good for purchase of any number of jars one coupon per customer.
valid 11/1-7
INSIDE INFORMATION

BY-LAW COMMITTEE

Are you aware of your rights and responsibilities as a co-op member? Do you know what you have to do to be a member? What purpose does the Board of Directors serve and what are its responsibilities? How do they overlap with those of the staff?

These are questions that are being asked as the co-op's by-laws are revised, reviewed and prepared for a member vote later this fall. The old by-laws are too vague and don't give adequate direction to the operation of the co-op. Only one paragraph each deals with staff and board, making their roles and responsibilities very hard to define, and creating problems of clarity when questions arose. We hope a well-written set of by-laws will reduce problems with policy decisions and will increase understanding among members, staff and the board.

There are three areas of major concern in the new by-laws:

1) Membership issues include provisions for annual and special membership meetings; definitions of active, inactive and terminated members; voting responsibilities; & quorums. (Since the issue of household memberships requires more thought and debate, we agreed to address it later as an amendment in order to be able to first develop a set of firm and agreeable by-laws.)

2) Board and staff issues include: staff hiring policy, board representation, conflict of interest, directorship limits and areas of uncertainty between board and staff. These are being worked on to improve understanding of management responsibilities of the co-op and its business.

3) Financial information and policies for by-law amendment and dissolution are being included as well.

Our model is Art Danforth's "Incorporation of Consumer Goods Cooperatives", a legal treatise on all aspects of responsibilities and liabilities of member-owned corporations. This offers good direction for the committee as to what should or shouldn't be included, and in how much detail.

The new by-laws will be in form to be brought to the membership later this fall. If you have any questions or comments, please write them down and bring to the co-op for board member Sid Sidorowicz. Please include your name and how you can be reached for response.

—Submitted by Dori Cahn

PRODUCT INFO/SELECTION COMMITTEE

The Product Information-Product Selection Committee has met six times since it convened in July. Our primary goal is to produce a comprehensive product information plan to submit to the Board of Directors by the end of October. (Co-op proposals which involve substantial outlays of money or major changes on policy are reviewed by the Board each fall as part of the co-op's annual planning cycle.)

Our secondary goal is to draft a general product selection policy to guide staff managers in making purchasing decisions. Most of our energy is going into product information right now. We have brainstormed a list of all different kinds of information we think consumers might want to have about co-op products, and a list of all the different ways one can communicate information. We have interviewed the members of the staff to get their perspectives on product information and product selection; the interviews have been helpful in broadening the viewpoint of the committee. We're well along in drafting the plan and are now going back to the staff for assistance with financial analysis.

Committee members are Savia Judd (convener), Jasmine Van Pelt, Corine Love and Tim Conner. Staff liaison is Tim O'Connor. We would love to hear from other members; an envelope for written ideas is posted on the co-op bulletin board.

—Submitted by Savia Judd
HIRING COMMITTEE

The resignations this fall of Tyra Lindquist, Suzie Judd and Phyllis Villeneuve left three vacancies for the hiring committee to fill. Since two of the three resignations were recent hires, the committee was also concerned with its own process and the post-hiring experiences of these women.

In response to the latter concern, the committee interviewed the women and reviewed both hiring process and general personnel policy. Out of this review, a proposal developed in favor of a standing personnel committee. That proposal is still in its infancy, but so far has been well received by both staff and board.

The hiring itself was, as always, a mixed experience—joyful and painful, and many long, hard hours. Over 60 applicants, and well over a third qualified and interesting. A new process intended to let final candidates self-select (a pre-interview store tour) "self-selected" only two applicants out; a third withdrew when her husband was transferred.

The committee was impressed with the variety of high-quality candidates...each with some unique and valuable contributions to offer. When the final, agonizing choices were made, three new staff members were offered and accepted positions as General Staff: Grace Cox and Kirk Russell, both long-time Olympia residents and co-op members; and Robin Pea, a new Olympian, formerly owner of an herb farm on the east coast. The committee also selected a roster of alternate choices, in the event that other positions open within the next six months.

The committee consists of a board member, two staff members, three "member-members" and a facilitator-secretary. If you have any questions about the outcome process used by the committee, contact Cher, the facilitator, through the newsletter cox in the co-op.

--Submitted by Cher Stuewe-Portnoff

FINANCIAL COMMITTEE submitted the financial report for the "News", and did not submit a further committee report.

BUILDING COMMITTEE did not submit a committee report. See related article on front page of "News".

"Many are called, but few answer...at least, few answered to the plea for members to assist in putting out the "News". So it is with great appreciation that we welcome Sam Van Fleet, responsible for the outstanding photos in this issue of the "News." Sam has agreed to be the "News" photographer through this year. We hope to learn together just what it takes to translate topnotch photos into newsprint without losing anything in the process!

Maginei Galt also pitched in at the last moment with reporting on the building decision. Jean Westerlund has written another fine product information article. Eva Hartley has offered to take on the labeling and bulk mailing chores for this issue.

By winter, we hope to have settled down a bit as a staff, and will introduce everyone to you in more detail! Meanwhile, if you see any of these folks around, be sure to let them know you appreciate the work they are doing. #
Second quarter (April through June) was a successful one for the Co-op. Sales growth reached an all-time high at 34% over second quarter 1983. Net income for the quarter was $6,168.21, bringing income for the first half of 1984 to $12,480.61, or 2.8% of sales.

It is important to note here that the Co-op normally makes money in the first half of the year, and generally loses money in the second half. Every year the student migrations and seasonal trends result in low sales during June, July, August and September, and higher sales in the other months. Four out of five of the slow months fall in the second half of the year, making it hard to break even then. The high sales from January through May bring our most dependable income.

Sales growth at the Co-op is resulting from both an increase in the number of people using the store and an increase in the size of the average purchase (about 11%).

Interestingly, an analysis of sales by merchandise category shows the highest growth occurring in departments that have been remodeled, especially where there was an increase in product line. The highest growth categories were 'taxable' [mainly non-food items] at 68.6%, 'dairy' at 71.9% (some of which is accounted for by the recent movement of cheese into the dairy category), produce at 39.8% (remodeled in March), and 'miscellaneous non-taxable' [mainly food items which come pre-packaged, such as canned and boxed goods] at 35.8%. All growth figures represent growth over the same period last year.

Even in a time of high growth, an essential part of producing a positive income instead of operating at a loss is budgeting. This year is the first time the Co-op staff has had a realistic budget and a system to monitor it. The system has more than paid off by keeping expenses in line, especially labor and supplies, which are the largest expenses and hard to control.

Overall the Co-op is financially very healthy right now. The credit belongs to us all; the many committed members who shop at the Co-op and offer us their input; the board of directors for overseeing a responsible planning process; the finance committee for the development and maintenance of the budgeting process; and the staff for great implementation.

Beth Hartmann, Financial Manager of the Co-op, welcomes questions and comments about Co-op finances.

[ED. NOTE: We inadvertently reprinted a financial chart from Beth's Spring report in the Summer issue of the News. If you couldn't make it relate to the article, don't worry--it didn't.]

### INCOME STATEMENT SECOND QUARTER - 1984

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>$225,635.47</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>50,426.10</td>
</tr>
<tr>
<td>Other Revenue</td>
<td>104.27</td>
</tr>
<tr>
<td>Total Revenue</td>
<td>$ 50,330.37</td>
</tr>
<tr>
<td>Expenses</td>
<td></td>
</tr>
<tr>
<td>Advertising</td>
<td>$ 2,084.80</td>
</tr>
<tr>
<td>Newsletter</td>
<td>212.73</td>
</tr>
<tr>
<td>Training/Conferences</td>
<td>80.00</td>
</tr>
<tr>
<td>Rent</td>
<td>3,750.00</td>
</tr>
<tr>
<td>Utilities/Phone</td>
<td>2,536.51</td>
</tr>
<tr>
<td>Maintenance/Repair</td>
<td>771.07</td>
</tr>
<tr>
<td>Depreciation</td>
<td>1,886.72</td>
</tr>
<tr>
<td>Supplies</td>
<td>3,842.65</td>
</tr>
<tr>
<td>Staff Costs</td>
<td>25,778.74</td>
</tr>
<tr>
<td>Taxes</td>
<td>1,306.09</td>
</tr>
<tr>
<td>Insurance</td>
<td>394.92</td>
</tr>
<tr>
<td>Professional Services</td>
<td>756.87</td>
</tr>
<tr>
<td>All other expenses</td>
<td>1,001.06</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>$44,402.16</td>
</tr>
<tr>
<td>Net Income</td>
<td>$ 6,128.21</td>
</tr>
</tbody>
</table>

### SALES GROWTH BY QUARTER

- 1982
- 1983
- 1984

FALL 1984, CO-OP NEWS 23
NEWS & EVENTS

Membership meeting

For those of you who are new to the co-op community, let us invite you to your first "town meeting". (Old members KNOW you ought to be there!) If you're from New England, the town meeting is familiar to you. It's where the people you chose to administer your local affairs come to tell you what they did and why; and you tell them what you wish they'd done instead, and what they should do next time. And it works.

The General Membership Meeting this fall will be held at the Olympia branch of the Timberland Library, November 13 (Tuesday) at 7:00 p.m. Child care will probably be provided; if you have questions, check at the co-op.

The agenda will include a review of the building purchase decision, introductions to new board candidates, the by-law proposal and budget projections. Members are asked to take this opportunity to express their wishes for any special projects they would like to have considered for 1985 as the new budget is formulated.

Members may add items to the agenda by contacting Harry Levine at the co-op well in advance of the meeting.

Board meeting

Board meetings will continue through the fall, on the first Thursday of each month. Meetings are open to members, although members wishing to have specific items placed on the agenda should arrange this in advance with Harry Levine, Board secretary.

Meetings are usually at the Urban Onion Restaurant in the Olympian Hotel building on Legion, at 7:30 p.m. Specific information about any particular meeting can be checked by contacting Levine at the co-op.

Complaint under review

Last quarter, the "News" reported that Elizabeth Bolles had filed a complaint with the Human Rights Commission against the co-op. According to Bolles, although she did file the complaint after the last co-op hiring as reported, the article could be misleading about the basis for her complaint. Bolles said her complaint was in response to the earlier hiring of staffperson Tim O'Connor.

The issue is still under review by the Commission.

Olympia Food Co-op

921 N Rogers
Olympia, Wa. 98502
(206) 754 7666
Open 10-7:30 daily

The major cooperative distributor for Western Washington, Pac Rim, terminated business operations with just a few days notice in mid-September. For the co-op, the problems created were short-term. According to merchandising manager Tim O'Connor, Starflower (Eugene, Ore.) and Applegate Natural Foods (Portland) have been able to supply about 90% of the product line formerly supplied by Pac Rim at competitive prices.

Apparently the problems for Pac Rim came about because of undercapitalization and the inability to borrow funds, either from conventional sources or from the National Consumer Co-op Bank. PCC, a food cooperative in Seattle, had begun discussions with Pac Rim about the possibility of purchasing their assets. But the discussions were not conclusive in time to prevent declaration of bankruptcy by Pac Rim.

PCC is continuing to negotiate, with one possibility being the acquisition of Pac Rim's assets by an affiliation of Northwestern co-ops. But the outcome of these discussions is unpredictable.

Although the Olympia Food Co-op has been able to carry on business as usual, the loss of Pac Rim has been a blow to smaller buying clubs and co-ops in Western Washington, especially to those off the I-5 corridor. Starflower and Applegate resources have been strained by the increase in demand from larger co-ops. They aren't able to completely respond to the needs of the smaller organizations. O'Connor has been working on strategies for aiding the smaller groups, by incorporating their orders for delivery with ours in the interim.