

# Middlebury Co-op Newsletter

Open 7 Days A Week, 8 to 7  
Nine Washington Street  
Middlebury, VT

October  
2016



Middlebury Co-op Site Plan,  
with the dark grey indicating  
space gained with the upcoming expansion.  
Find out more on page 2-3.

# News About Our (Soon To Be) GROWING Co-op

**Glenn Lower, General Manager**

Did you have a relaxing summer? We spent ours working on expansion planning and made great progress! We sent our expansion plan to the Town's Development Review Board and they approved it in August. This is a major achievement and one more example of the support we have for growing our Co-op.

We have a preliminary floor plan mapped out reflecting expansion goals members told us they want:

- ◇ Increasing our retail space by **50%** overall
- ◇ Widening our aisles and improving our layout for **easier shopping**
- ◇ **Doubling our café** seating
- ◇ Adding a second customer bathroom – we'll all appreciate that!
- ◇ **Doubling** our space for **cheese and meats**
- ◇ Increasing our **deli space by 75%** and adding a **hot bar**
- ◇ Improving our entrance with an airlock for **increased energy efficiency** and comfort
- ◇ Creating a easier-to-navigate, **safer driveway entrance**
- ◇ Expanding our bulk section

Next, *Vermont Integrated Architecture* and *Naylor & Breen* (our architects and project managers) will refine construction cost estimates to get us closer to the best possible expansion at the most reasonable cost. And we'll soon begin energy modeling to see how close we are getting to our net zero energy goal.



## Expansion is coming...

### ...and so is our Member Loan Campaign!

As I write this update, we are waiting for the *Vermont Department of Financial Regulation* to approve our Member Loan Campaign. **Our goal is to raise \$1 million** from our member owners in the form of interest-bearing loans to the Co-op.

Twelve years ago, we raised \$418,00 from 150 members with an average loan of \$2,800, and we paid it all back on time with interest. This time we are aiming for 200 members to loan an average of \$5,000. Co-ops all over the country have raised that much or more and we feel confident we can, too, **with your help!** To learn more about how to make a loan to your Co-op, please don't hesitate to contact either John Barstow (Member Loan Campaign Coordinator) at 388-2145 or [jbarstow@gmail.com](mailto:jbarstow@gmail.com) or Glenn Lower (General Manager) at 388-7276 or [gm@middleburycoop.com](mailto:gm@middleburycoop.com) Keep on the lookout for more info in the Co-op about expansion ... site plan, floor layout, Member Loan Campaign details, etc. We would love to hear your feedback!

We look forward to **GROWING** our Co-op together!

*Glenn Lower, GM*

**Cooperatives** are based on the values of self-help, self-responsibility, democracy, equality, equity and solidarity. In the tradition of their founders, cooperative members believe in the ethical values of honesty, openness, social responsibility and caring for others.



## Overheard...

*Following are some questions to and comments about the Bulk Foods department, that we overheard during this past year:*

**Bulk sales can be confusing. How does the sale system work?**

In the Bulk Foods department, we run a variety of sales. The Co+op Sales are determined by the *National Co-op Association*. They typically run for two weeks and are indicated by the green signs. These sales usually include Rolled Oats, Green Lentils, Millet, Raisins, and a number of other items. In addition, we create our own sales, indicated by brightly colored sale signs. They tend to run for two to four weeks. The signs tell you when the sale ends.

**Why are your pumpkin seeds not organic?**

We have to choose between Oregon and organic Chinese pumpkin seeds. We opted for the U.S. variety.

**Why are there so many chocolate covered products in the Bulk Foods department? How does that jive with the goal to provide healthy foods?**

Most of our foods in the Bulk Foods department are whole grains, rice, legumes, flours, nuts and seeds. Chocolate and chocolate-covered nuts and fruit are meant to be a side show just as chocolate in a healthy diet is meant to be dessert. Sometimes it may seem that chocolate steals the show. Our main objective, though, is to provide whole foods.

**I think you should only carry organic product! It's better for the consumer and better for the world.**

We make an effort to promote organic product. Most of our grains, rice, beans, spices, teas, frozen fruit, and all of our coffee varieties are organically grown. However, some organic items are much more expensive. We want to offer product to community members who are not able at this point to afford all-organic products. Many nuts, by the way, are available organically *and* conventionally grown.

**Bring back the organic Pancake and Waffle Mix.**

I wish we could! This wonderful product was discontinued by our dis-

tributor. We have not found an alternative provider yet. Pancake mix is available as a packaged item at the Co-op.

**Is your Raw Honey really raw?**

The guidelines about raw honey are rather vague. If you are looking for raw honey in bulk, I suggest you choose our Vermont *Howeverwild* honey. It is only minimally heated and filtered.

**Your almonds are pasteurized, are you aware of that?**

Yes, our almonds from California, including the organic variety, are pasteurized; they have to be by law. We do offer organic Spanish almonds, though, which have not been heated.



**What is better, dutched cocoa or natural cocoa?**

Dutched cocoa has been alkalized, which makes it the best choice for baking and hot cocoa. All good chocolate, I am told, is made with dutched chocolate. In addition, our dutched cocoa is organic and Fair Trade.

**Is it safe to purchase gluten free items in the Bulk Foods department?**

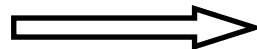
If you have to be really careful to avoid gluten, you are better off buying packaged products that are certified gluten free. However, many of our customers choose our gluten free flours and granolas from our bins and do well with those. We offer buckwheat, oat, coconut, all purpose, soy, and rice flours; we carry several excellent Vermont made granolas; and several of our pastas are gluten free.

**Too much packaging in Bulk!**

Space is limited. We are not able to provide all products in bins. Furthermore, some products simply don't do well in bins, such as many dried fruits or refrigerated items. By packaging some of our bulk foods, we are able to offer greater variety to choose from.

**Please package products in smaller packages. I sometimes want only a small handful of dried cherries, not a half pound bag!**

Easier said than done. The logistics, labor and space needed to provide a variety of sizes are too much to implement at this point. Sorry. Please don't hesitate to ask us to repackage any item for you at any time. Many customers do. It only takes a moment!



**When do those wonderful chocolate covered cherries come back?**

We will carry the *Chukar* cherries through the holiday season. You will see them soon. And yes... they really are delicious!

**Can I buy a whole case of raisins and get a better price?**

Yes, you may purchase any bulk item as a “case deal”. We will give you 15% off the shelf or bin price even if the item is on sale (there are some exceptions). Many of our customers make use of this offer and purchase rolled oats in 50 pound or rice in 25 pound bags. Frozen fruit (25 pound cases), coffee (5 pound bags), dried fruit (5 to 30 pound cases), peanut butter (9 pound pails), and bags of flour (25 or 50 pound bags) are also popular case deals. If you purchase a 1 pound bag from our Spices and Herbs section, you save 25% off the bin price. Let a staff member know what you would like to order. When the item arrives a few days later, we will call you, so you can pick up your order. You may even order items that we usually don't carry in the store. Some of our customers order medicinal herbs or spices, for example.

**I love the Co-op and I love the Bulk department!!**

Thank you for your kind words.

**Will the Bulk Foods department grow when the Co-op expands?**

The department will change a bit. We are planning to provide wider aisles and bring the Dried Fruit and Spices and Herbs sections closer to the bins. We hope to be able to better organize our packaged food items. In the back room we will have increased space for food packaging. Our coffee department will expand.

**Any chance for more Kombutcha flavors?**

Good idea! We will see if we can expand the Kombutcha-on-Tap from three to four flavors.

**What happened to Ben Gleason whole wheat flour?**

Curious you should ask! Ben Gleason's whole wheat flour - coarse grind and fine grind - will be back. Gleason Grains, located in Bridport, only a 20 minute car ride from our store, had been unable to provide whole wheat flour for the past two years. Ben Gleason's flour is an exceptionally good flour! One customer said her daughters are beautiful because they grew up with bread baked from Gleason's flour.





**HAPPY BIRTHDAY TO US!**

**40 YEARS A CO-OP**

**Come Join Our  
40th Anniversary Celebration!**

*Friday, October 14th, 7pm - 10pm  
in the Co-op*

Have Some "Birthday Cake"

Meet Old Friends From Co-op Days Gone By

8pm - Watch the Movie:



Enjoy Local Popcorn & Cider on Us!



**Come Celebrate With Us!**

# Co-op October Member Deals

Check out our Member Deals for the month of October!  
For further information about the companies and their products, go to our website [middlebury.coop](http://middlebury.coop).

Middlebury Co-op members receive a **20% discount** on all of the company's products during the week they are featured.



## **October 6—12** **Equal Exchange** **West Bridgewater, Massachusetts**

*Equal Exchange* is a Fairtrade worker-owned, cooperative. Founded in 1986, the company is the oldest and largest Fair Trade coffee company in the United States. Our *Equal Exchange* coffees at the Co-op include — among other varieties — the dark, dark roast *Midnight Sun* and the full city roast *Bird of Paradise*, both of which are Co-op Basic coffees kept at the low retail price of \$ 8.99/lb





**October 13—19**

**Alaffia**

**Olympia, Washington**

The *Alaffia* body care company was founded to alleviate poverty and empower communities in West Africa through the fair trade of shea butter and other indigenous resources. “Alaffia” is a common greeting or valediction originating from central Togo, Benin, and Nigeria. Alaffia means a state of peace, health, and well-being.



**October 20—26**

**Lotus Foods**

**Richmond, California**

*Lotus Foods*, founded in 1995, focuses on importing handcrafted rice from small family farms to the United States.



**October 27—November 2**

**Scott Farm**

**Dummerston, Vermont**

Ezekiel Goo

“Ezekiel Goodband is the king and wizard of Heirloom Apples”, says Sandy Cunningham of Middlebury Co-op. Go visit the Farm and see for yourself. You may also want to taste raw apple cider right there on the farm. Or come to the Co-op and experience Scott Farm’s extraordinary apples!



## Fall 2016 Sustainability Class Series

Learn about bread baking, preserving and canning, and fermentation. Our classes take place at the *Hannaford Career Center*, located next to the Middlebury High School. Advance registration is required. Cost for each class is \$30, or free for members of our *Food For All* program. To register, please call the *Hannaford Career Center* at (802) 382-1004. Registration for each class will close seven days prior to the class date and class size will be limited to twelve participants. To register, contact Denise Senesac at the Hannaford Career Center, by calling 802-382-1004, or emailing her at [dsenesac@pahcc.org](mailto:dsenesac@pahcc.org).

### Course Descriptions

**Thursday, October 6, 5:30-7:30**

#### **Gut Health & Digestion**

**with Certified GAPS Practitioner Melanie Christner**

Did you know that bacteria outnumber cells in our bodies as much as 10:1? Most of these live in our digestive tract and together they make up a sort of organ whose functions have only recently begun to reveal themselves. Michael Pollan suggests thinking of it this way: 99% of the DNA in our body is not our own. In this way, we are more microbial than human. These microbes can be benign and/or symbiotic. They can also get out of balance, due to outside influences. They help us, we help them. Join Melanie Christner to learn how to care for the healthy microbiome within, how to help the microbiome when its gone awry, and learn all about the amazing role our gut bacteria plays in total body health and well-being.

**Thursday, October 13, 5:30-7:30**

#### **Gluten Free Baking 5:30-7:30**

**with Elissa Castelli:**

Going gluten free shouldn't mean missing out on your favorite baked goods. With the holiday baking season just around the corner, it's a perfect time to join Personal Chef and Educator Elissa Castelli to learn how to bake mouth-watering gluten free baked goods without sacrificing great texture and flavor.

**Thursday, October 20, 5:30-7:30**

#### **Cooking with Winter Squash**

**with Elissa Castelli:**

'Tis the season for beautiful and abundant local winter squash. Perhaps your garden is teeming with them. They're super healthy and fun to look at, but hacking into them and preparing them can be a little intimidating. Join Personal Chef and Educator Elissa Castelli to learn tips, tricks, and recipes for preparing delicious winter squash dishes at home!

**Thursday,  
October 27, 5:30-7:30  
Adaptogens & Other Herbal  
Allies for Immunity  
with Clinical Herbalist  
Emily French:**

Adaptogens are medicinal herbs that help our bodies adapt to stressors of all kinds, including those that stress our immune systems in the winter. Join Emily French of *Sweetgrass Herbals* to learn about adaptogens and other herbal allies for winter immune support. Emily will discuss immune strengtheners for prevention and immune boosters for when you're feeling a cold coming on. And because staying healthy is about more than just the immune system, we'll also talk about adaptogens for other kinds of stress: emotional, digestive, chemical, and more.



We are proud participants in the 22<sup>nd</sup> annual

# Share the Harvest

a fundraiser for limited-income Vermonters

**Thursday, October 6, 2016**

A portion of the day's proceeds will support NOFA Vermont's Farm Share Program, bringing the bounty of our local CSA farms to more Vermonters. Join us!



Learn more and find a full list of participating businesses at [WWW.NOFAVT.ORG/STH](http://WWW.NOFAVT.ORG/STH) or call 802-434-4122.

**BUY YOUR VEGGIES ON 10/6!**

**THE CO-OP WILL DONATE 30% OF 10/6 PRODUCE SALES TO SHARE THE HARVEST**

### *Middlebury Co-op Newsletter*

A Monthly Publication of the  
Middlebury Natural Foods Cooperative  
1 Washington Street, Middlebury, Vermont 05753

Editor - Reiner Winkler  
Printed at *The Little Pressroom*, Middlebury, Vermont.

Call 802-388-7276, or e-mail us at  
[bulk@middleburycoop.com](mailto:bulk@middleburycoop.com)  
Visit our website at [Middleburycoop.com](http://Middleburycoop.com)  
Like us on Facebook

