

Fall 2014

Volume 4, Issue 4

**Farmers Market**

The abundance continues at the Yelm Farmers Market in October! Page 3.

**Sales and Deals**

See the promotions for October and November! Pages 8 & 9.

**Update from the Board**

Meet the current board of directors and get an update from the president. Page 6.

**Board meetings**

Board meetings are open to all members. Ten minutes is set aside at the beginning of each meeting for comments and suggestions.

The Board meets at 6 p.m. on the second Thursday of every month at the Rosemont Retirement Center at 215 Killion Rd SE, Yelm, Wa 98597.

**Cooking Corner**

Need a recipe? Visit the cooking corner Page 11.

**Volunteer on the Grapevine**

The Grapevine is currently looking for volunteers to work as reporters and photographers.

**Be Part of the Grapevine**

- Want to advertise with us?
- Have an idea for an article?
- Suggestions or comments?
  - Let us know!

Email: [grapevine@yelmcoop.com](mailto:grapevine@yelmcoop.com)

# One Million and Beyond!



**Debbie Burgan**

So, it looks like this may be our **\$1 Million** year. What do you think? This has been, and continues to be, a group effort. It involves everyone who wanted to have a store in Yelm dedi-

cated to Natural and Organic foods and a sustainable mindset. A store where you don't have to wade through endless aisles of both organic and non-organic to locate that one organic item.

Why am I excited about this? The Yelm Cooperative dba The Yelm Food Co-Op began its journey in August 2005 when the original Steering Committee filed with Washington State and the Federal Government. From the first time that I saw an article in the Nisqually Valley News (Summer 2005) on the people who were venturing on this journey, I knew I wanted to be part of it. Seven months later (March 2006), I joined the Steering Committee and I have been here ever since.

Being a part of this company and seeing first-hand what it takes to run this business, and keep it going, has been an awe-

some experience. Volunteers, volunteers, volunteers. We were all volunteers in the early days. We all had our day time jobs/ commitments but pitched in when we could. We were dedicated and focused in our intent to see this through.

The chart on page 2 shows our progress in Gross Sales since April 27, 2007 when we opened our doors to the public. We started with only 97 members! Over the next 34 days we almost doubled our membership with 183 members (May 31). We were off and running and with only some hiccups along the way we have seen a steady incline in Sales.

It has not been easy though. We have *earned* the place that we stand in now. This year we are on track to cross what I consider to be a major milestone- **\$1 Million**

See **One Million**, page 6

## Cooperative Businesses A historical perspective

*"Cooperatives are a reminder to the international community that it is possible to pursue both economic viability and social responsibility." -United Nations Secretary-General Ban Ki-moon*

**Tamara Ulrich-Rintz**

Happy Co-op Month! October is the month that the nation recognizes over 29,000

Cooperatively structured businesses. Co-op owners celebrate the advantages of cooperative membership and recognize the benefits and values co-ops bring to their members and communities.

In 2012, the United Nations declared 2012 the International Year of Cooperative

Businesses. International years are declared by the United Nations to draw attention to and encourage action on major issues. The International Year of Cooperatives intends to raise public awareness of the invaluable contributions of coopera-

See **Business**, page 7

# One Million From page 1

in Gross Sales. Just as our success has been directly dependent on you, our members, we cannot get to this milestone without you. To reach this goal, we will need to make approximately \$80k in sales, per month, for the next 4 months. I believe that we will not only do this, but that we will exceed it in the same "wild dream" fashion that we did when we opened this store in 2007.

Did you know that Yelm Food Co-Op is considered an anomaly in the Co-Op industry? We opened with only \$26k in the bank. At that time, the average new Co-op venture was \$1-3 million, half of which the banks required to come directly from members. I can't deny that we weren't a bit crazy (and there were days when we were flat out insane) but we managed to pull it off anyway because everyone wanted this more than we didn't want it! We were (and still are) willing to do what is necessary to keep moving forward.

Yes our prices may be a bit higher in some areas, but they are definitely lower in others. I have done price surveys between our little store and The Olympia

Food Co-Op and Metropolitan Market. The price difference was only about 10 **cents on average**. When you consider that these other stores are purchasing the same items for 10 to 50 cents **less**, they can keep their prices down and still make a profit. What do they have we don't have? **Buying power**. Hitting this **\$1 Million** dollar level will put us in an excellent position to join them.

Another factor is the Members. The Olympia Food Co-Op has over 10,000 members to our 1600, 40+ years to our 8, and revenue in the millions (at one point they were where we are now and were faced the same decisions we are making now). This makes a huge difference in how fast we can move through a case of something. Our buyers are doing an awesome job of getting us many new items with discounts from the products' vendors. This also helps us to keep prices down while seeing if an item will sell well enough to keep it on the shelf.

The other change we made was to go Non-Profit. This is

also something that Co-Ops don't usually do. Where that will take us still remains to be seen. We were just approved by the IRS for this in the past couple of months. The immediate benefits include:

- Tax Deductible dues and donations
- Potential Grant Money for equipment
- The Yelm Farmers Market
- The Yelm Community Gardens (another non-profit venture to help educate people on how to grow and be sustainable)

Will we make our milestone this year? I say YES WE WILL!!! Are you with me? The staff and volunteers of the Yelm Food Co-Op are just as committed to making this happen as I was in 2007 when I joined my fellow Steering Committee members in voting to move forward and open the store. With over 8 years of my time invested I won't give up now!

Ultimately though, it is up to you the members/customers. We have come this far, let's go the extra mile. Help us climb that mountain and achieve this milestone and then let's move onto the next.

# October is GMO Awareness Month

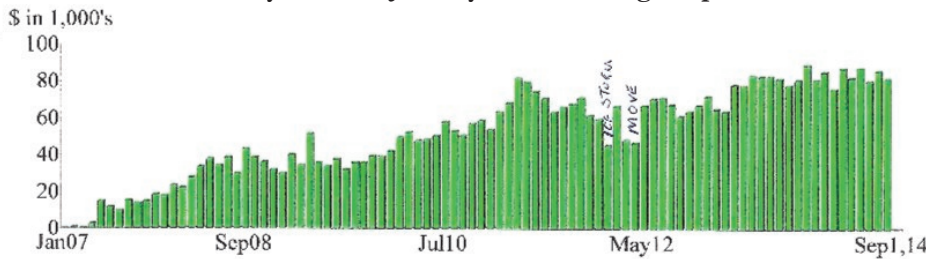
Florence Vincent

Every October, thousands of supermarkets, cooperatives, and independent natural food retailers join the Non-GMO Project in celebrating your right to know what's in your food.

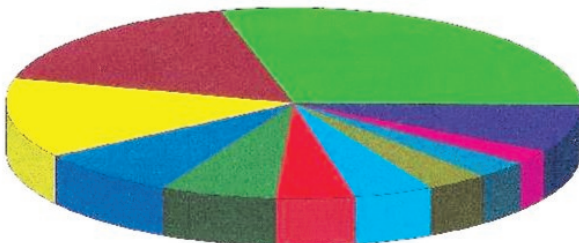
Established in 2010 as a platform for raising awareness on the GMO issue, Non-GMO Month has become one of the farthest-reaching campaigns of its kind. This year, businesses and shoppers from 7 Canadian provinces and all 50 states will come together in support of our ability to choose non-GMO for ourselves, our families, and our future.

Watch out for signs all over the store showing which companies have gone that extra mile to make sure the food you eat is GMO free.

Sales by Month - January 1, 2007 through September 1, 2014



Sales Summary  
January 1, 2007 through September 1, 2014 by item



Grocery, Dept 02	29.19%
Chill-Dairy, Dept 09	16.90
Produce, Dept 11	13.53
Frozen, Dept 10	8.00
B-CLB - NT, Dept 05	6.56
Bakery, Dept 12	4.48
Bulk - NT, Dept 07	4.47
Nutritional, Dept 14	3.60
Wine/Beer Sales, Dept 27	3.07
Household, Dept 16	2.54
Other	7.67
<b>Total</b>	<b>\$4,778,250.28</b>

## WINE TASTINGS AT THE STORE

"Taste often. Drink what you like." — Anne

Join Anne each Saturday from 12-5 p.m. in the Wine Cellar.

It's fun. It's casual. It's tasty and no one ever left sorry that they visited.

# The abundance continues at the Yelm Farmers Market in October!



## From the Manager

What a fantastic season we've had so far at the Yelm Farmers Market! The vendors have worked so hard to bring us their delightful and delicious goods. And the crowds have come! If you haven't been yet, you're missing an absolute treat. October is our last month of the season and we still have so much to offer. The Yelm Farmers Market has a fabulous variety of local vendors offering the freshest, tastiest, loved-into-life produce and products. We are so blessed. Come along & check us out!

—Karen Rae

## When & Where

Every Sunday  
thru October  
10a.m.—3p.m.  
Nisqually Springs Farm  
(next to Stewarts Meats)

## The Secret's Out—Only



Every Sunday, Shua brings us her most magnificent array of blooms, all grown by her, and transforms them into unique bouquets. Treat someone!

## From the Gardens

- Arugula
- Beets
- Broccoli
- Brussel Sprouts
- Collard Greens
- Kale
- Kohlrabi
- Lemon spinach
- Lettuce Mixes
- Rainbow chard
- Spinach
- Swiss Chard
- Turnips
- AND MORE!

Also available, we will have Fall/Winter plant starts for those of you with a small greenhouse.



## And MORE!

Raw Honey, Pastured Pork, Organic Beef, Handmade Soaps & Body-Care Products, Kombucha, Native American Original Art & Jewelry, Gourmet Popcorn, Access Bars Massage, Hot Babe Hot Sauce, Garlic Basil Dressing, Bakery Products, Face Painting, Balloon Animals for the kids, Fairies, Natural Dying, Silk Scarves, Delicious Prepared foods for you to enjoy at the market, and lots of smiles and lots of good cheer and camaraderie!

**We Welcome SNAP Benefits**

*A huge 'Thank You' to our Major Sponsors*



# General Manager's Report

**Barnaby Ulrich Rintz**  
General Manager

Tamara had suggested writing an article for The Grapevine with the topic of The History of Cooperatives. Even more recently, I had a discussion with a Working Member who thought that we should have meetings about cooperative practices. Many of our members are also members at Olympia Food Cooperative (OFC). OFC is a great co-op with principles that date back to the buildup of grocery co-ops in the 1960s and 70s. It was standard practice for these grocery cooperatives to use a 'collective' form of leadership that usurped the traditional 'hierarchy' that most businesses work with. Collective leadership can vary from having a committee represent the interests of the whole body to operations that require a consensus approval from each and every member regarding any and all decisions made. The collective model of operation has lost its appeal for most grocery cooperatives. OFC and Rainbow in San Francisco are the main exceptions to the rule, but there are some worker and community grocery co-ops that formed within the past twenty years which use a collective model.

Due to the fact that our customers probably have more familiarity with OFC than with any other grocery cooperative in the country, it makes sense that our members would expect that Yelm Food Cooperative (YFC) would operate in a similar fashion. YFC has historically used a more hierarchical model for its operational purposes. In addition, YFC has also refrained from taking political positions on any subject. In contrast, OFC has consistently tied their operational practices to their collective political perspective.

Another aspect of OFC's operations that differ vastly from that of YFC involves discounts. OFC has

a series of low income, disabled, and senior benefits. Moreover, OFC uses an honor system when providing these benefits. That means that a millionaire could get a free membership – complete with voting rights – and a 10 percent discount simply by telling the cashier, 'I am low income.' There is no auditing or reference system used by OFC that helps them to decide who qualifies for discounts and who does not. This certainly demonstrates a great deal of faith and goodwill toward the community. It is quite a refreshing and noble offer.

Most grocery cooperatives, including PCC – the largest grocery co-op in The USA, do not offer discounts like OFC does. The second largest grocery cooperative in The NCGA (National Cooperative Grocer's Association) does have discounts for people who qualify. Williamson Street Grocery Cooperative (WSGC) has a program called 'Access' that they initiated in 2009. The Access program, however, does not give free memberships. Moreover, WSGC requires that all customers who qualify for the program provide documentation that supports their request for discounts. If the documentation is valid, these customers receive a 10 percent discount on purchases, and they qualify for a reduced rate on their membership. WSGC also audits this program. The auditing requires the recipients to prove that they still qualify. Keep in mind that WSGC began this program when their annual sales were over \$20 million.

The reason that I mention all of this has to do with the biggest complaint that we receive: prices at YFC are too high. Although it is likely true that YFC is generally more expensive than our competitors, this is by no means completely accurate. We are more expensive than OFC on a lot of

products. We are also less expensive than OFC on a lot of products. Overall, our cost of goods are higher than any of our competitors. As a result, our prices are higher as well. YFC could choose to lower prices, but if we reduce our gross profit, we would have to find a place to offset this loss. Labor costs are the highest expense for every grocery store I know of. The only way that I could imagine lowering prices would directly cause me to reduce labor costs. The only other expenses that we could cut include equipment improvements, advertising, and general store supplies. And after all of these cuts, we would still likely be more expensive than Walmart or Safeway due to their higher volume. When our competition often sells products for less than we pay for them at wholesale, it puts YFC at a serious disadvantage. Ultimately, our race to the lowest retail price would more than likely put us out of business.

Upon reading this, you might ask why we run this store. First of all, we have over 1200 members. There are communities all over the country who have struggled for years to get barely more than 600 members without ever opening a store. So, in some ways, we have decent support. However, most grocery cooperatives have consultants who suggest that they

accrue \$1 million prior to opening. YFC opened with less than \$30,000. Certainly, a lot of folks worked extremely hard in order to make this co-op happen, but little can be done in a 700 square foot space. Our current location has more than enough space for us to expand our equipment and product line. Sadly, our lack of capitalization from the beginning has limited our ability to make these upgrades fast enough. On the plus side, we carry products that no other store in Yelm has. This makes us a very useful convenience alternative in light of long trips to Olympia or Tacoma.

With all of this in mind, our operational direction can go in basically two different ways. Either we sacrifice all forms of expense in order to give our shoppers the lowest price that we could possibly offer, or we can sell our goods at a price that will give us discretionary revenue for capital improvements and customer service. For now, I will focus on the latter strategy over the former.

*Barnaby will hold meetings with community members who are interested in learning more about YFC and other cooperatives. The first meeting will be held on Tuesday, October 14 at 7p.m. at the store. Although an RSVP will not be necessary, enough people will need to attend in order to continue these meetings.*



Pizzeria

La Gitana

Wood Fired Oven

(360) 400 2929

# YELM COOPERATIVE'S 5th Annual Gift of Gobble

Help us provide **125** families with abundant Thanksgiving feasts!



Please make your  
charitable cash contributions

at the Yelm Food CO-OP  
in the Gordon's Garden Center complex at  
308 Yelm Ave East.



# From the President

**Bill Wyman**

**Board President**

The Annual General Meeting (AGM) was held on September 6 at the Yelm Senior Center. The meeting is held every September to give members an update on the state of the Yelm Cooperative (YC) and to hold elections for the Board of Directors. After the election of Board Members (as discussed in another article in the Grapevine), the state of the overall YC organization, the Yelm Food Co-op (YFC) and the Yelm Farmers Market was presented. The 2014 highlights of the YC are:

- The YC had, by far, the best looking booth at the 2014 Yelm Home and Garden Show.
- The 2<sup>nd</sup> year of Beer and Brats at the Yelm Prairie Days Parade made a profit of \$1154.
- The 4<sup>th</sup> year of Gift of Gobble fed 106 families and raised over \$6000 from the community.
- The YC is creating jobs in the community and now has 12 paid employees, full and part-time.
- The YC has a new donor tracking database, COMPASS. It will be up to date and working by year's end.
- The YC has had over a dozen favorable articles in the Nisqually Valley News since September 2013.

## On the financial side

In a year to date summary, the YC has taken in income of \$16,161 from membership dues, fundraising and donations. Disbursements for fund-

raising expenses, advertising and various other expenses totaled \$5,377 for a net profit of \$10,784.

Some exciting news is that a new store logo was unveiled at the meeting. This logo is a result of months of collaboration between a dedicated group of Board members, staff and working members. I think it is safe to say that no one got everything they wanted but everyone is pleased



with the result.

The financial state of the YFC is very sound. Thanks to our General Manager, Barnaby Rintz, and his fabulous staff and dedicated group of in store working members, the store is on pace to exceed \$1 million in annual sales. Not bad for a store that only opened its doors in April of 2007! In 2014 the YFC also introduced its first Patronage Rebate. The rebate is money given back to you the following year based on the total purchases you make this year. The more you spend, the more you get back. Through September 1, store sales totaled \$617,338 with a net profit of \$16,460. Excellent growth continues in the Wine Cellar of Yelm under Anne Marsh, the Virtuouse de Vin. In case you missed it, the recent Art and Wine event was a huge hit.

The Yelm Farmers Market continues to grow. The Market Manager, Karen Rae, has done an outstanding job of getting new vendors, promoting the market to the community and creating new relationships. SNAP (Senior Nutrition Program) and EBT (Food Stamps) are now accepted. The market also now accepts debit cards and issues market tokens so if you forget cash, you can still buy wonderful, fresh food. Year to date sales (as of September 1) is \$73,594 and attendance (+7400) both exceed 2013 final numbers. Total sales for 2014 are projecting to be \$95,000 (2013 total \$67,000).

We want to give a very big, heartfelt thank our 2014 Farmers Market sponsors: Twin Star Credit Union, East Haven Villa, Yelm Family Medicine, Dr. Terry Franks, our host, Nisqually Springs Farm and of course YOU the great supporting members of the Yelm Cooperative.

The focus for the coming year will be on fundraising. With the issuance of the 501c3 by the IRS, the YC can now aggressively seek donations and grants. It will initially fall to the Board to identify and pursue opportunities. However, we are seeking a fundraiser/grant writer to help take us to the next level.

We are looking forward to another great year serving the greater Yelm community. We hope you will come join us to help MAKE IT HAPPEN!!!

## Board Members Elected

We are happy to announce the election of three great people to the Board of Directors. At the 2014 Annual General Meeting on September 6, three candidates stood for election. Two candidates were up for re-election to the Board - Barbara Morando and Marilyn Reardon. Barbara begins her first full three year term and Marilyn begins her second three year term. With this election, both are current until 2017. Jeevan Anandasakaran was elected to complete the term of Lois Willman, a term that ends in 2015. At that time he will stand for re-election. All three candidates were overwhelmingly elected. This brings the total number of Board members to six. The current board consists of: Bill Wyman, president; Barbara Morando vice-president; Marilyn Reardon, secretary; Tom Dwell, treasurer; Terry Kaminski, Board member; and Jeevan Anandasakaran, Board member.



Unit A, 109 Binghampton Street West  
Mail: P.O. Box 512  
Rainier, Washington 98756

Brenda Surerus, BPE, LMP  
Lori Drayson, LMP

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- Aromatherapy

## Business From page 1

tive enterprises to poverty reduction, employment generation and social integration. The Year highlighted the strengths of the cooperative business model as an alternative means of doing business and furthering socioeconomic development.

Last month, we had our Annual Membership Meeting and it was announced that Yelm Food Co-op will likely make over 1 million in sales, AND has attained its 501C3 organization Non-profit status. This means your annual membership is tax deductible, and YFC is a pioneer in becoming a full Non-profit entity. Inspired by the vision of YFC's dedicated board of directors and the fulfillment of those endeavors from a hard working GM, staff, and working members, I am writing this article about the history of co-ops. This 3 part article will feature its earliest foundation in Europe, to its fruition in the United States, and lastly its current economic impact on our Country and the World.

Part 1: Early European Cooperative origins and the Rochdale Model: The development of U.S. cooperative organizations are rooted in the upheavals that characterized the Industrial Revolution in England during 1750-1850. During this period many small, home-based enterprises disappeared, forcing workers to move to cities where they faced harsh working conditions and low

wages. In rural areas, the enclosure movement and changes in land tenure patterns drove many small farmers off their lands, and into towns and cities looking for work.

Building on trade and social guild traditions, mutual aid and "friendly society" organizations sprang up to address the conditions of the times, and contributed to the development of the cooperative business ideas. Arguments that provided a broader rationale for cooperative organizations were articulated by Robert Owen (1771-1858) and Charles Fourier (1772-1837), who were inspired by conditions of the period to search for paths to a more harmonious, utopian society.

The more pragmatic William King (1786-1865) advocated the development of consumer

cooperatives to address working class issues, and his self-published magazine, "The Cooperator", provided information on cooperative practice as well as theory. King emphasized starting small cooperatives with capital that could be supplied by its members. He stressed the use of democratic principles of governance, and the education of the public about cooperatives.

The wave of consumer cooperatives that followed included the Rochdale Cooperative, which is often cited as the prototype for the modern cooperative association. A

group of struggling weavers pooled their funds so that they could purchase quality goods and supply themselves at cost. These efforts were part of a broader vision in which other social needs could be met through cooperative action. Building on the successes and failures of organizations that preceded it, the Rochdale pioneers codified the principles of a successful cooperative business operation. These were widely publicized and distributed, and are the basis of the seven cooperative principles that continue to influence cooperative practice.

### Rochdale Principles of Cooperation (Pioneers Annual Almanac 1844):

- That capital should be of their own providing and bear a fixed rate of interest.
- That only the purest provisions procurable should be supplied to members.
- That full weight and measure should be given.
- That market prices should be charged and no credit given nor asked.
- That profits should be divided pro rata upon the amount of purchases made by each member.
- That the principle of 'one member one vote' should obtain in government and the equality of the sexes in membership.
- That the management should be in the hands of officers and committee elected periodically.
- That a definite percentage

of profits should be allotted to education.

- That frequent statements and balance sheets should be presented to members.

The 1840s was a period of extreme famine and hardship in Europe, and cooperative responses emerged in other European countries as well. In Germany, F.W. Raiffeisen and Herman Schulze organized cooperative loan and credit organizations. These were models for the cooperative banks that spread across Europe, and were the forerunners of credit unions and the cooperative farm credit system in North America.

Cooperative farm marketing and farm supply organizations took hold and flourished in Denmark in the 1870s without government assistance or subsidies. The success of these cooperatives has been attributed in part to the Folk High School system. The schools were established to provide a non-formal, liberal arts education to adults, giving them the tools to be the active and engaged citizens who are key to a well-functioning democratic society.

*(sources for this article were taken from UW Madison extension of Cooperative Businesses and the Rochdale Pioneers Museum. For more information go to <http://www.rochdalepioneersmuseum.coop> or <http://www.uwcc.wisc.edu/whatisacoop/history>)*

## Save When You Buy in Bulk

Did you know? As one of the benefits of being a member of the Yelm Cooperative you can save big bucks when you make bulk purchases through the Yelm Food Co-op's Buy Club. Anything that we have in the store, and thousands of things that we don't stock, can be ordered through one of our suppliers.

Order forms are available at the Food Co-op, or on our website, [yelmfood.coop](http://yelmfood.coop). Buy in Bulk and Save!



**SELECT OCTOBER PROMOTIONS WITH HUNDREDS MORE PRODUCTS ON SALE**  
**All Prices Are Subject to Change Without Notice**



**BARBARA'S CHEESE PUFFS**  
 YFC MEMBER **\$2.19**  
 NON MEMBER **\$2.32**



**SWEET LEAF STEVIA DROPS**  
 YFC MEMBER **\$9.94/2oz BOT**  
 NON MEMBER **\$10.55/2oz**



**SAMBAZON SUPER-FRUIT DRINKS**  
 YFC MEMBER **\$2.93**  
 NON MEMBER **\$2.75**



**AVALON LEMON SHAMPOO & CONDITIONER**  
 YFC MEMBER **\$6.94+TX**  
 NON MEMBER **\$7.37+TX**



**BIOKLEEN LAUNDRY LIQUID**  
 YFC MEMBER **\$10.35+TX**  
 NON MEMBER **\$10.98+TX**



**LATE JULY SWEET POTATO TORTILLA CHIPS**  
 YFC MEMBER **\$2.17**  
 NON MEMBER **\$2.31**



**BRAGG APPLE CIDER VINEGAR**  
 YFC MEMBER **\$4.93/32FL OZ**  
 NON MEMBER **\$5.23/EA**



**DE LALLO BREADSTICKS**  
 YFC MEMBER **\$1.84**  
 NON MEMBER **\$1.95**



**GARDEN OF EATIN' TORTILLA CHIPS**  
 YFC MEMBER **\$2.91/8.1Z**  
 NON MEMBER **\$3.09/ea**



**ENJOY LIFE SEA SALT PLENTILS**  
 YFC MEMBER **\$2.87**  
 NON MEMBER **\$3.05**



**GREEN MOUNTAIN GRINGO TORTILLA STRIPS**  
 YFC MEMBER **\$4.72**  
 NON MEMBER **\$5.00**



**ZEVIA SUGAR FREE SOFT DRINKS**  
 YFC MEMBER **\$4.72/6PK**  
 NON MEMBER **\$5.00/6PK**



**GAYATRI YOGA CENTER**

**BLAKE'S ORGANIC POT PIES**  
 YFC MEMBER **\$4.68**  
 NON MEMBER **\$4.97**



**ALDEN'S SHERBET**  
 YFC MEMBER **\$4.93**  
 NON MEMBER **\$5.23**



**LILLY'S HUMMUS**  
 YFC MEMBER **\$2.59**  
 NON MEMBER **\$2.75**



**DR. PRAEGER'S VEGGIE BURGERS**  
 YFC MEMBER **\$3.26**  
 NON MEMBER **\$3.46**







**SELECT NOVEMBER PROMOTIONS WITH HUNDREDS MORE PRODUCTS ON SALE**  
**All Prices Are Subject to Change Without Notice**



**PAMELA'S BAKING MIX**  
 YFC MEMBER  
**\$6.25/24z**  
 NON MEMBER  
**\$6.63/ea**



**ENJOY LIFE MINI CHIPS**  
 YFC MEMBER  
**\$4.28/10oz**  
 NON MEMBER  
**\$4.54/ea**



**BLUE DIAMOND NUT THINS**  
 YFC MEMBER  
**\$2.54/4.25oz**  
 NON MEMBER  
**\$2.69/ea**



**JASON NUTRISMILE**  
 YFC MEMBER  
**\$4.84+tx/4.2z**  
 NON MEMBER **\$5.14+tx/ea**



**JOVIAL CRÈME FILLED COOKIES**  
 YFC MEMBER  
**\$3.33/8.8z**  
 NON MEMBER **\$3.54/ea**



**SEEDS OF CHANGE SIMMER SAUCES**  
 YFC MEMBER  
**\$2.44/12z**  
 NON MEMBER  
**\$2.59/ea**



**ECO MAX DISH SOAP**  
 YFC MEMBER  
**\$3.99+tx/25z**  
 NON MEMBER  
**\$4.23+tx/ea**



**KETTLE NATURAL POTATO CHIPS**  
 YFC MEMBER  
**\$2.25/5z**  
 NON MEMBER  
**\$2.39/ea**



**DR. KRACKER ASIAGO CRISP**  
 YFC MEMBER  
**\$2.44/6z**  
 NON MEMBER  
**\$2.59/ea**



**FITNESS BREAD**  
 YFC MEMBER  
**\$2.52/17.6z**  
 NON MEMBER **3.54/ea**



**SIMPLY ORGANIC MUSHROOM SAUCE**  
 YFC MEMBER  
**\$1.15/0.85z**  
 NON MEMBER  
**\$1.22/ea**



**CHOICE TEAS**  
 YFC MEMBER  
**\$3.59/16ct**  
 NON MEMBER **\$3.82/ea**



**TEECINO COFFEE SUB**  
 YFC MEMBER  
**\$8.54/11z**  
 NON MEMBER  
**\$9.06/ea**



**SPECTRUM ORGANIC SHORTENING**  
 YFC MEMBER  
**\$6.41/24z**  
 NON MEMBER  
**\$6.80/ea**



**EARTH BALANCE PB POPPS**  
 YFC MEMBER  
**\$4.12/7z**  
 NON MEMBER  
**\$4.37/ea**



**PANDA BARS**  
 YFC MEMBER  
**\$2.52/17.6z**  
 NON MEMBER  
**\$3.54/ea**



**SCHAR SANDWICH CREMES**  
 YFC MEMBER  
**2.52/17.6z**  
 NON MEMBER  
**\$3.54/ea**

**KUTOA**  
 YFC MEMBER  
**\$1.60/1.7z**  
 NON MEMBER  
**\$1.71/ea**



**WAI LANA BARS**  
 YFC MEMBER  
**\$1.66/ea**  
 NON MEMBER  
**\$2.52/2z**



**BULK XYLITOL**  
 YFC MEMBER  
**\$4.80/#**  
 NON MEMBER  
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# Vegan Corner

Eleanor and Lee

The most frequent question a vegan is asked is "what on earth do you eat - how do you survive on lettuce and carrots?". Funny how the old myths continue as times they are a changin' as the famous song goes.

I was brought up in the UK on meat and two veg for dinner everyday and had never heard of vegans. Even vegetarians were from another planet, to be slightly mocked and not understood. We learn, grow in knowledge, and hopefully see things in a different light as we get older and make choices we believe to be morally right and helpful to our threatened planet. Most people become vegans because of animal cruelty in the way they are raised purely as commodities for fast cheap food on cruel factory farms. Others realize that forests are being destroyed at an alarming rate to graze more and more cattle. Others do it for health reasons.

If you want to start with one vegan day a week or month, then it's easy. The YFC stocks many delicious vegan products and meat substitutes so the meat and two veg is

easily doable or rice and quinoa dishes offer a complete protein. The Field Roast veggie sausages are delicious, and tofu, tempeh and seitan can all be used instead of meat. All vegetables are fine of course and all fruit. For meat eaters, the YFC stocks local grass fed beef and organic chicken which has not been involved with factory farming. It pays to know where your food comes from - read labels and ask questions.

Ice-cream made with coconut milk is vegan and delicious, and pies and crumbles can be made vegan by using Earth Balance spread instead of butter and margarine. Coconut flour and sugar are wonderful to use in baking and both are available at your YFC. Coconut syrup/nectar is a delicious sweetener.

So do not be phased by vegan food! It's easy to start with a little knowledge and experimenting and then you can progress to fancier dishes with herbs and spices and legumes. Lots of cookery books are out there to help, full of ideas.

So go for it and good luck!

Eleanor and Lee

# The Doctor is in



Heidi Smith

Imagine this: you're shopping for groceries and you have a question about a particular product - a protein powder, let's say. The clerk magically transforms herself into a trained and knowledgeable medical professional, comes around the counter, and consults with you about your health, on the spot. Fantasy? More like Friday at the Yelm Cooperative.

Diana Duncan is that clerk, and she is also a trained and licensed naturopathic doctor, an added benefit for customers and co-op members. One day a week she is available for anyone with questions about health, nutrition, botanical medicine and more. "I would like to be an educational resource for people to feel more empowered about their own health," she says.

The naturopathic approach to medicine is different from traditional western medicine's. "Our philosophy is to stimulate the body to heal itself," Duncan explains. "The person has the ability to heal within themselves and it's our job to identify along with them the things that are standing in their way and help them get back to more of a

fundamentally healthy lifestyle. It's unique for every person. The idea is to support body systems as needed with nutrition, nutraceuticals in supplement form, work on structural integrity, all sorts of things."

Duncan first got involved with Yelm Cooperative as a volunteer clerk. "I loved coming in to buy groceries. I thought it would be really nice to be in a place where you get to see and connect with a lot of the community," she says. Since she began in April, her role has evolved, given her background and training. She studied premed at the University of Idaho and then spent four years at Bastyr University earning her Naturopath license.

Now, she is enjoying the chance to share her knowledge. "One of our mandates is 'doctor as teacher', *docere* in Latin," says Duncan. "That's one of my favorite aspects of naturopathic medicine, teaching people about their intestines, or about the function of their pancreas or why neti pots are so useful." To learn more about any of the above or consult with Diana on another topic, drop by the Yelm Cooperative on Friday afternoons or call for an appointment.

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# Cooking Corner

By Jutta Dewell

## Jutta and Tom's Potato Spinach Casserole

This is an easy to fix favorite of ours in the fall and winter months, but we've been known to eat it year round, too!

We use a glass casserole dish that is 8" square and 2" deep which is a perfect size for this recipe for two. We eat it as a stand-alone meal, or it could be the potato/veggie accompaniment to meat, chicken or fish. All of the ingredients can be bought at the Yelm Food Co-op.

Preparation time: 30 minutes.  
Cooking time: 20-30 minutes.

## Ingredients

1 1/2 - 2 Organic Potatoes (we use Russet potatoes)  
Fresh Organic or local Spinach (you can also use frozen, We prefer the spinach from Mari's farm or the organic baby spinach the YFC carries all year round)  
1/2 pint Heavy whipping cream (or more)  
1 small Organic Onion  
2 cloves Organic Garlic (or more)  
1 8oz package Organic Feta cheese  
Freshly ground sea salt or pink Himalayan  
Freshly ground black pepper  
Cayenne pepper and nutmeg

## Directions

Peel the potatoes and either steam them (as we do) or boil them until done – soft, but not falling apart. This takes about 20 minutes

Put the washed fresh spinach in a large pot and cover with boiling water; let sit for 5 minutes, then drain and put in a bowl.

Sautee the onion and the garlic in the pot you had the spinach in until the onions are transparent. Add the spinach back in and season. Let it simmer for 5 minutes, check seasoning. (It takes more salt than you might think.)

Add cream and simmer for another 10-15 minutes, checking the seasoning along the way.

Prepare the casserole dish by lightly oiling just enough with organic olive oil so that the potatoes don't stick to the bottom.

When the spinach is done, turn it off and slice the potatoes into smaller pieces and line the casserole with them. Add the spinach mixture. Cover the whole mixture with the feta cheese cut into very thin slices.

Pre-heat oven to 350° and bake for about 20-30 minutes. The feta should be lightly brown and the liquid in the mixture should be bubbling.

Enjoy!!

## Turkish Moussaka

Have you ever wondered how to use eggplants? Well, here is a wonderful recipe from my favorite German cookbook:

Preparation Time: 40 minutes  
Cooking Time: 40 minutes  
4 servings

## Ingredients

1-2 eggplants  
Salt  
1.5-2 lbs potatoes  
1 big or 2 small onions  
4 Tomatoes  
Sunflower or safflower or olive oil  
1 lb ground beef  
Pepper, marjoram and sage  
4.5 oz beef broth  
Yogurt  
Crushed garlic

## Directions

Cut the eggplant(s) in slices lengthwise and salt them. Peel the potatoes and cut them in slices lengthwise. Chop onions, blanch tomatoes, then peel them and cut in small pieces (or use canned tomatoes, whole, diced or crushed)

Heat 2 1/2 Tbs (or more) oil in frying pan and sauté potatoes on both sides for 2-3 minutes. Salt lightly and remove from pan.

Heat 3 Tbs (or more) oil in frying pan. Dry eggplant slices with paper towel, sauté on both sides for 2-3 minutes, remove from pan.

Heat 2 Tbs (or more) oil in frying pan, sauté onions then add ground beef. Stir constantly. Season with salt, pepper, marjoram and sage to taste. Add tomatoes and beef broth. Let simmer for 5 minutes. Check seasoning. Preheat oven to 425 F°

Lightly oil casserole dish, layer the ingredients starting with eggplant, then add the ground beef and the potatoes. Finish with a layer of ground beef

Put covered casserole dish in oven (second rack from the bottom) and bake for 40 minutes.

Serve with very cold garlic yogurt.

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## Working-Members Needed

The following positions need to be filled by working-members and qualify for discounts and other fabulous benefits.

**Cashiers** Strong communication and customer service skills, initiative, understanding of the Co-op structure, and ability to multi-task. This position requires a strong knowledge of basic math functions, calculators, and computers or experience with Point of Sale systems.

**Stockers** Self-motivated, customer service skills, and the ability to lift up to 25 lbs. Will work the floor as needed under direction of the shift lead or manager.

**Price Comparison Shopper** Self motivated person who will conduct weekly price comparisons of YFC products with local Yelm and Olympia markets.

**Graphic artist** Experienced in computer graphics required. We need a person to create flyers, cinema ads, e-mail ads and announcements. This is sporadic but critical work and typically needs short turn around.

**Event planner** Must have above-average communication and organizational skills. Be able to multitask, think outside the box, and troubleshoot problems. The planner must have the ability to work with all types of people and be able to visualize an event not only from start to finish, but also the steps he will take to accomplish it.

**Grant Writer** During these formative stages of the new Co-op vision the Co-op cannot pay for this work. The position can be reviewed every 90 days as the financial conditions of the organization change. This is a Pro Bono position.

**Advertising/Promotion Director** Plan and direct advertising policies and programs or produce collateral materials, such as posters, coupons, or giveaways, to create interest in the purchase of co-op store products or any other service for any part of the entire Yelm Cooperative organization. This is a Pro Bono position.

**Communications/Public Relations Director** He/she will produce and disseminate materials for communicating information about the Co-op and its programs; coordinate the content of the Co-op website/Facebook page and production of the Grapevine; develop and oversee the Co-op's branding and image; represent the Co-op with the media; and maintain an updated photo library and database of contacts. This is a Pro Bono position.



**Yelm's Only Natural & Organic Market**

**Monday - Saturday**  
9 a.m. - 7 p.m.

**Sunday**  
10 a.m. - 5:30 p.m.

**308 Yelm Ave E, Yelm, WA 98597**

**Phone: 360-400-2210**

**Fax: 360-400-4021**

**E-mail: yelmfoodcoop@gmail.com**

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## Did you ever play “Store” as a kid?

If you did, your YELM FOOD CO-OP offers you the chance to do it for real!

If you would like to be part of a big dream and want to help people change to a healthier lifestyle, work with great motivated people, gain some valuable experience and earn some cool benefits, come into the store and pick up a working member application form or download it from:

<http://yelmfoodcoop.com/working-member-application-form-2/>

If you have ever thought about volunteering for the good cause, this could be it!

We are looking for self-motivated people to support our beautiful store by filling the shelves, cashing out our members and customers, keeping our store clean and many other tasks that need to be done.

We are looking forward to meeting you!

**Layout Design** Daniel Wyman  
**Grapevine Logo** Christina Maggio

### Be part of The Grapevine!

The Grapevine has several volunteer opportunities available. Additionally, we accept advertisements, articles, and recipe submissions from all Yelm Co-op members. The Grapevine reserves the right to reject any submission and to edit all submissions for



content and length if necessary. We appreciate your comments and suggestions.

Contact us by email at [grapevine@yelmcoop.com](mailto:grapevine@yelmcoop.com)