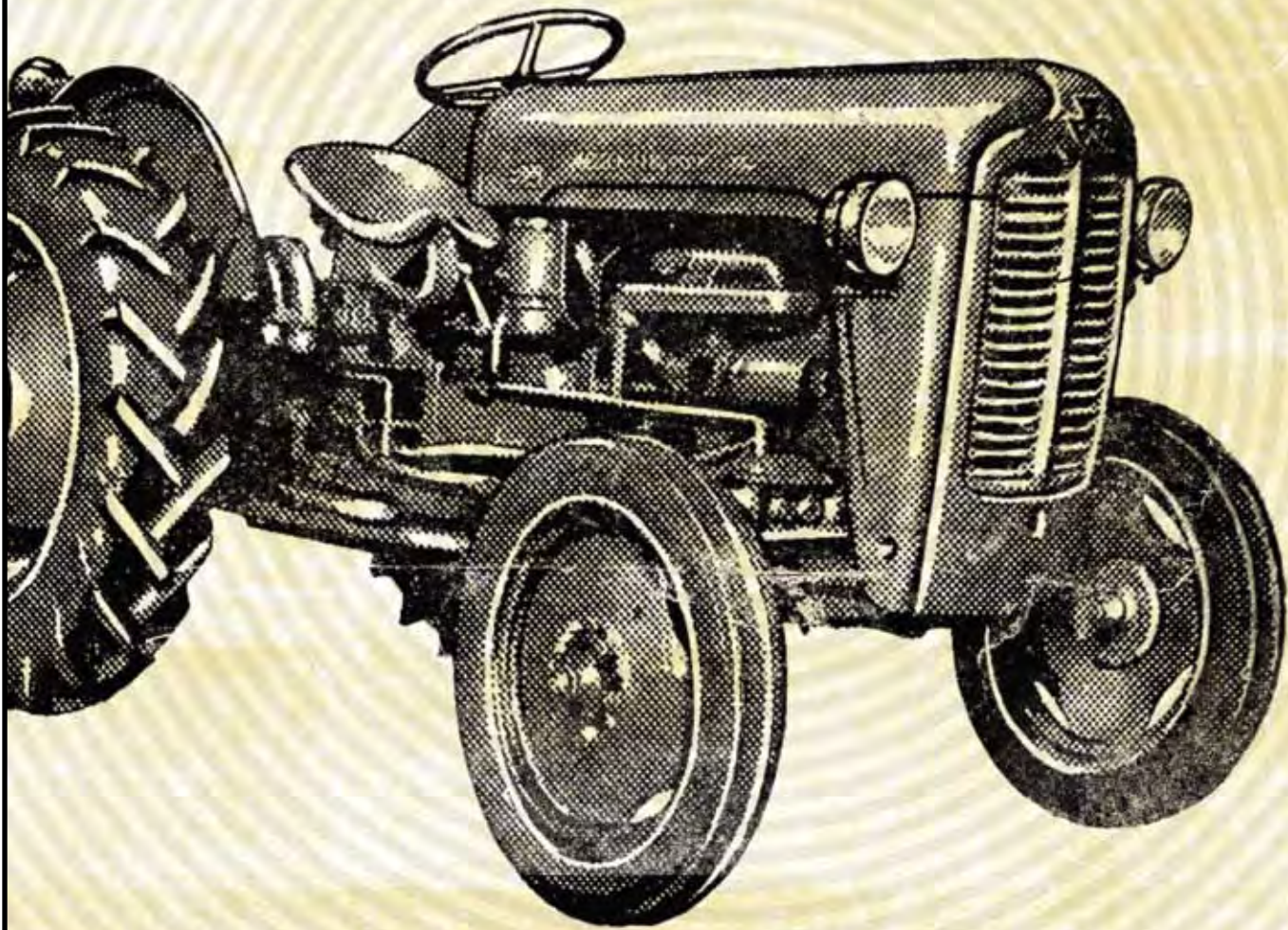


INSIDE: CO-OP MONTH / CASELOT SALE / SWEET SUMMER CORN / LOTS OF OTHER STUFF

CO-OP NEWS

FALL 2009 / VOLUME 9 / NUMBER 4 / ALWAYS FREE



PRODUCERS FAIR!

AUG. 8, 2009, LEBANON STORE, 10 A.M.-2 P.M.

What Will We Think of Next?

Earlier this year, two members of the Co-op's Education Department visited a local high school to speak to several classes about cooperatives and their principles, practices, and values. The speakers began by asking the students if they had heard of the following concepts:

- Fair Trade
- Sustainability
- Green Energy
- Buying Local
- Organics

All in attendance not only nodded yes, but also discussed each term or phrase as if it were a natural part of their adolescent lexicon. Imagine the students' surprise when they learned that the cooperative movement spearheaded these concepts decades ago, long before they came into vogue.

In a day and age when big-box grocery stores use the word "local" to describe products shipped in from hundreds of miles away and international oil companies use the word "green" to market gasoline, it's easy to forget that just a few years ago cooperatives were advocating important causes before the causes were cool—when they were more than just an advertising strategy or a broad marketing approach. This sort of innovation begs the question: How much good will cooperatives bring to the world in the years and generations to come? What will we think of next?

October is National Co-op Month, and as part of our coverage, we've asked a few of these "next-thinking" cooperatives to join us in bringing this issue of the *Co-op News* to you. Look for their full-color ads on pages

2, 11, 14, and 19, and take some time to learn more about who they are and what they do. Whether a credit union, a consumer co-op, an agricultural co-op, or an insurance co-op, all co-ops espouse the same cooperative principles and values. Like millions of others worldwide, these cooperators function as though every month were Co-op Month—working to meet the needs of their members and their communities, one good idea at a time.

If the mark of the innovator is the ability to move ahead while the rest of the world is just catching up, then cooperatives have been a hotbed of innovation since the Rochdale Pioneers formed the first successful consumer co-op in Rochdale, England, in 1844. This sort of legacy deserves to be honored and celebrated, no matter what month it may be.

CELEBRATE!
OCTOBER IS COOPERATIVE MONTH.

THE FARM FAMILIES WHO OWN CABOT CREAMERY COOPERATIVE WOULD LIKE TO THANK THE HANOVER COOPERATIVE AND ITS CUSTOMERS FOR THEIR SUPPORT.

CABOT
Vermont
Owned by Dairy Farmers Since 1919

100% of profits go to our FARMERS

cabotcheese.coop

what's inside?

On the Front

How often can you find free, fun entertainment for the entire family? Our annual celebration of our regional growers and food producers features delicious food samples for young and old, including cheeses, local produce, and of course, ice cream! There is a kids' tent full of games and prizes, hayrides, live music, educational materials, and more. Did we mention it's free? We look forward to seeing you there.

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On the Back

The songbirds whose company we've enjoyed all summer will soon return to their winter homes in Central and South America. These hardy travelers endure many challenges en-route. Less commonly known are the hardships they face on their tropical feeding grounds, the most pressing of which may be lack of habitat. What does all that have to do with your morning cup of coffee? Our Sustainability Coordinator Emily Neuman has the full story on page 10.

The Co-op News

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Send inquiries to:
P. O. Box 633
Hanover, NH 03755

Web Page Address
<http://www.coopfoodstore.coop>

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Vice-President: Margaret Drye
Treasurer: Mike Yacavone
Secretary: Tricia Groff
Paul Hoffman, Don Kreis, Corrie Martin, Janet Saint Germain, Richard Schramm; Genie Braasch, Board Administrator

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Roy Raven, Financial Director
Bruce Follett, Food Store Manager, Lebanon
Steve Miller, Food Store Manager, Hanover
Rosemary Fifield, Education Director
Loretta Land, Human Resource Director
Tony White, Director of
Merchandising and Operations
Randy Gage, Merchandising Coordinator
Allan Reetz, Communications Director
William Williams, IT Director

Statement of Cooperative Identity

A cooperative is an autonomous association of persons united voluntarily to meet their common economic, social, and cultural needs and aspirations through a jointly-owned and democratically-controlled enterprise.

Values

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.

Principles

The cooperative principles are guidelines by which cooperatives put their values into practice.

1. Voluntary and Open Membership
2. Democratic Member Control
3. Member Economic Participation
4. Autonomy and Independence
5. Education, Training, and Information
6. Cooperation Among Cooperatives
7. Concern for Community

Editorial Staff

Rosemary Fifield (editor), Mary Choate, Ken Davis, Victoria Hicks, Emily Neuman
Graphic design: Ken Davis
Photography: Allan Reetz

Confidentiality

The Co-op protects the confidentiality of information collected for membership purposes. Questions and concerns about the application of this policy should be directed to the Co-op's general manager.

Your Mailing Address

Please notify us if your mailing address has changed. This saves us money and enables your mail to be delivered promptly.

Store Hours

Hanover: 8 a.m.–8 p.m. daily
Lebanon: 7 a.m.–9 p.m. daily
Community Food Market: 6 a.m.–8 p.m. daily

Service Center Hours

Gas: 6 a.m.–8 p.m. daily
Mechanics: Mon-Fri: 8 a.m.–4:30 p.m.

Phone Numbers

Hanover and Lebanon Food Stores: 643-2667
Park Street Service Center: 643-6650
Co-op Market: 643-2725

Email Address

comment@coopfoodstore.com

Is Your Co-op Losing its Soul?



*by Terry Appleby,
General Manager*

When I recently returned from a June meeting of the Consumer Cooperative Management Association, I found a note from a concerned member in my mailbox. The anonymous letter-writer was unhappy about a perceived

change in the environment at the Co-op's locations and wondered whether we have forgotten our values and principles. The letter went on to question whether we were losing sight of honesty, openness, responsibility to society, and caring for others.

I have received hundreds of letters and calls during my tenure as General Manager of the Hanover Co-op, but this one really stumped me. Have we really strayed that far from our values? Do we really not care about our community?

These questions were partially answered for me when I received a call from another member today asking for some information about what was happening at the Co-op. He said he had some concerns about some operational changes and employment ads he had seen in the paper. He was afraid that wholesale changes were happening, and he and others were talking about this. "Tongues are wagging" was how he put it. His primary concern was that the ads in the paper indicated that staff people were being fired and replaced. I was grateful to get the call and have a chance to clarify.

Here is a short update on what is going on internally at your Co-op.

Beginning in the third quarter of last year, as the country's financial system and stock markets were melting down, sales at the Co-op began to slow noticeably. Management and staff were perceiving changes in consumer

buying habits as we were planning for the 2009 fiscal year. Recognizing that declining sales without expense reductions would mean large losses, we developed strategies to cut costs. We instituted a wage freeze. Employees began contributing to the cost of their own medical insurance for the first time. Belt tightening happened in all departments. However, we agreed that, if at all possible, we would not do layoffs to reach our labor goals. We planned to lower labor costs through attrition; that is, we would not hire a replacement if someone left the organization.

Through the first six months of 2009, about 40 full-time employees retired or left for other reasons. Our decision to not replace them will save the Co-op several hundreds of thousands of dollars. As of May, expenses had been significantly decreased, sales were stabilizing, and operations improved. We are very optimistic that losses experienced in the first quarter of the year are being reversed and that the Co-op will be profitable for the year. Our efforts to reduce labor cost have been so successful, we are currently hiring a limited number of positions.

The work that Co-op employees have done to improve the financial position has caused pain to our workforce. Annual pay raises have been put off until the organization is on firmer financial footing. Working short-handed is stressful. But the fact is, the work that has been done to align expenses with lower sales has been done with the cooperation of all staff. At meetings held in June to discuss the financial situation, our staff people overwhelmingly expressed a desire to know how things were going and how they could help. While nobody was happy to have a wage freeze or to pay more for health insurance, there was understanding about the upheaval going on in our economy and a relief that we have been able to avoid the job losses that have unfortunately affected so many other businesses.

I know I can speak for all staff in thanking you, our members, for your continued patronage. Rest assured, we continue to strive to serve you with the same dedication as always.

A Different Kind of Food Store



Board Report by Kay Litten, Board President

As I reflect upon beginning my fifth year as a member of the Board of Directors of the Hanover Consumer Cooperative Society, I realize how very much I have learned in the four years I have spent on this board. I am humbled to think that my fellow board members have entrusted the role of presidency to me, and I strive to be worthy of their confidence.

Although members of the board and some Co-op staff generally attend the Consumer Cooperative Management Association (CCMA) conference held annually in June, I have never before been able to attend. This year I had amazing experiences at this meeting. Like our members, I have always believed that our Co-op is extra-special and that Terry Appleby, our very talented general manager, is a man for many seasons. I had not realized that in the larger world of co-ops Hanover holds a place of—for lack of a better word—reverence. As soon as someone would realize that I represented the Hanover Co-op, I felt what seemed like a hush of awe. Folks always wanted to know, “How does Hanover do _____?” You can fill in this blank with anything from member linkage to prepared foods to working with local farmers and more.

Being a member of the Hanover Co-op or being on its board makes one feel as though s/he can criticize and make demands of our co-op—that special family of which we are all a part. But if someone else were to criticize us, just as if someone criticizes a member of the family—errant uncle though that person might be—the response is an immediate defense of that entity which we know and love. What we take for granted can be sources of amazement to the world outside of our own co-op. “What do you mean you sell Coca Cola and Diet Pepsi and Pop Tarts and Lucky Charms?” or “How can you possibly sell breads from 22 local (within 100 miles) bakeries plus Pepperidge Farm and Rudy’s and all those other commercial bakeries, too?” and “But you still sell Oscar Mayer bacon and hot dogs even though you sell sausages from local smokehouses?” “So you can stand there

and tell me that you have more than a dozen microbreweries represented as well as foreign beers and all the big name American beers?”

Our answer is contained in the unique quality of the Hanover Co-op—it is a “hybrid grocery store,” not a natural foods store. If a mother wants to bake for her own child’s birthday party the old-fashioned cupcakes her grandmother made for her as a little girl, she can buy her Crisco at one of our stores. If a family’s visitors’ children are addicted to Cocoa Puffs for breakfast, they can run to the Co-op for a box. We sell what our members want to buy; we do not determine what they should not buy (except for cigarettes, which we stopped selling on January 1, 2009). If our members do not see a product on the shelves, someone in the appropriate department will get this item for them whenever possible.

This kind of product range and extraordinary service is unusual in the grocery business, even for some co-ops. The only food co-op in America larger than ours is PCC Natural Markets in Seattle. They have nine stores and are an amazing business, but they sell only natural and organic products.

So our stores are different, and the work of our board differs from the work of other co-op boards, as well. Last year our board participated in a self-evaluation which was the basis for a workshop at CCMA given by board member Mike Yacavone, with support from two fellow board members. In addition, board members and staff led workshops on cooperation among co-ops, open book management, and policy governance.

Your board of directors is out in the world of co-ops learning from others and telling our story. Why don’t you join us? My fellow board members and I are eager to engage in co-op conversations with you, so please seek us out and make this a more meaningful year for our co-op.

All members are invited to attend board meetings held on the third Wednesday of each month at 5:30 p.m. in the Board Room upstairs at the Hanover store. Please contact Board Administrator Genie Braasch at (603) 640-6340 or email gbraasch@coopfoodstore.com if you plan to come.

At the CO-OP

News & Notes

In the Lebanon Co-op Cafe Gallery

From August 10 through September 20, check out the work of Designer and Artist Linda Reeves. From September 21 through November 8, look for a myriad of artwork from Co-op employees. (You never know what surprises you might find from that bunch.) The Gallery is located in the café seating area in the Lebanon Co-op and is open daily from 7:00 a.m. to 9:00 p.m.

What's on Today's Lunch Menu?

If the Co-op is your favorite spot for lunch (and it oughtta be!), then check out our daily menu online so you can plan ahead. Go to www.coopfoodstore.coop and look for the link at the top of the page.

Subscribe to Our Email Newsletters

Want Co-op updates delivered to your inbox? The Co-op regularly emails interested members and customers with a wide variety of updates, including important information on food-safety issues, Co-op Classes, consumer news, and more. To sign up, email comment@coopfoodstore.com or subscribe online at www.coopfoodstore.coop.

Check out the Board in Action

The Co-op's Board of Directors holds meetings on the third Wednesday of every month, starting at 5:30 p.m. in the Board Room upstairs at the Hanover Food Store. Anyone who is interested in attending is asked to contact the Co-op, as the time and place of these meetings is subject to change. For further information, call Board Administrator Genie Braasch at (603) 640-6340 or e-mail gbraasch@coopfoodstore.com.

Co-op Caselot Sale

At the Co-op, our storied history is a vital part of what makes us unique, and our annual October Caselot sale is one of the ways we celebrate it. In January 1936, 17 Hanover and Norwich residents formed the Hanover Consumer's Club. Initially, members of the fledgling co-op pooled orders for citrus, potatoes, and maple syrup and arranged for discounts of gasoline and fuel oil with local suppliers. A year later, Co-op members incorporated as the Hanover Consumer Cooperative Society and opened a small retail store in a basement on Hanover's Main Street. Annual sales that year reached \$11,404. Today, our yearly sales top \$67 million.

Each October, one of the ways we celebrate Co-op Month is to honor our founders' courage and vision with our annual Caselot sale. **This year's sale will be held at the Lebanon Co-op food store on October 8-10, from 9 a.m. to 7 p.m. daily.** In addition to the large sale outside, look for select items on sale by the case throughout the week of October 5-11. We'll be discounting the case prices on hundreds of items, including your favorite food, household, and pet products.

Gimme 5 Recycling Update

The Co-op's Gimme 5 program saved nearly 900 pounds of #5 plastic from reaching local landfills in the first half of the year.

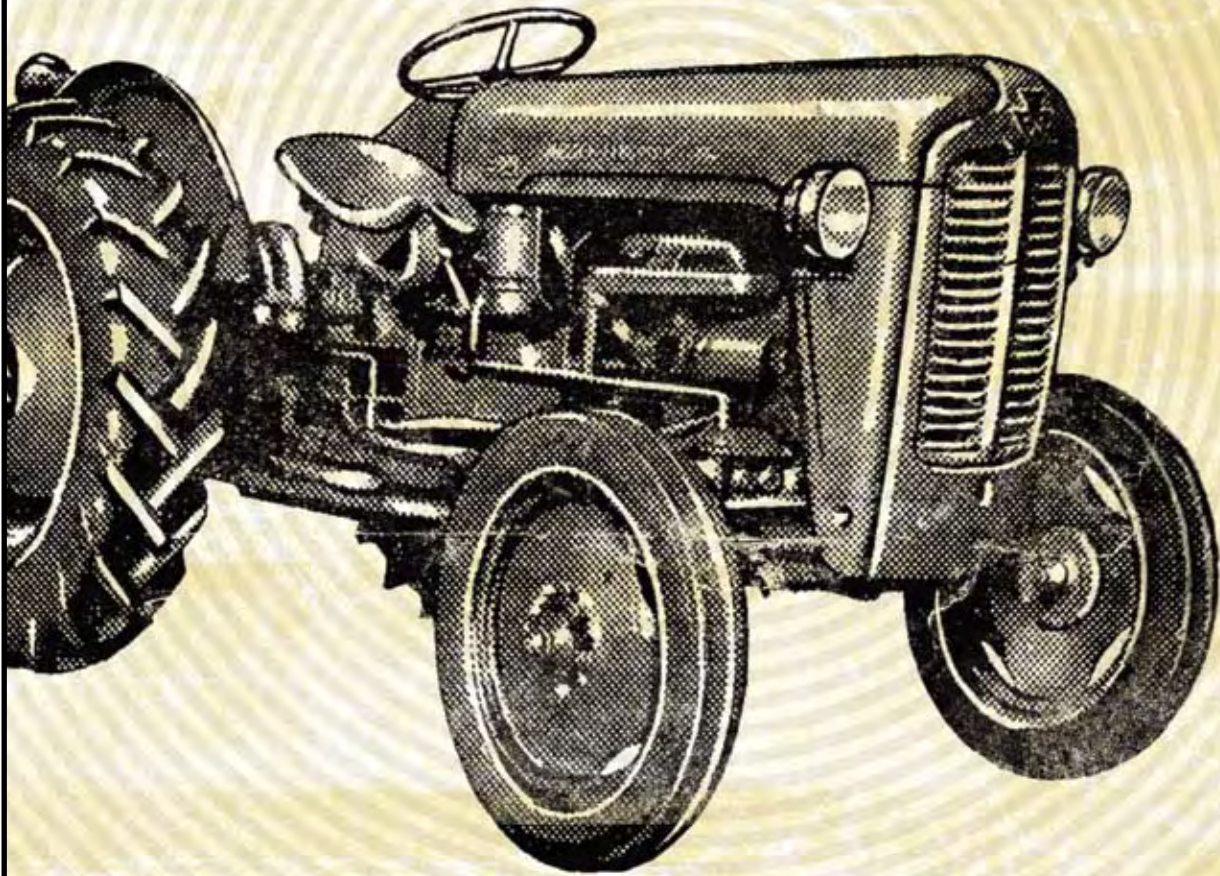
We would like to say "Thank you!" to the volunteers who have staffed "Gimme 5" plastic collection events this year: Yolanda Baumgartner • Hope Charkins • Mary Donin • Allen Guntz • Amy Kono • Amy Layne • Larry Litten • Kat Morgan • Amy Stephens • Amy Stewart • Nancy Toth.

The Co-op is seeking a volunteer to manage this program in 2010.

The program manager will be responsible for supervising collection on the second Saturday of each month, with a total commitment of ten (10) hours per month. Please contact Sustainability Coordinator Emily Neuman at 603-640-6359 or email eneuman@coopfoodstore.com to inquire about the position.

Fall Co-op classes coming soon! Stay tuned: coopfoodstore.coop/classes

PRODUCERS FAIR



AUG. 8, 2009, LEBANON STORE, 10 A.M.-2 P.M

Join us for our annual celebration of Upper Valley growers. Our Producers Fair features tons of free food samples, music, hayrides, games for the kids, and more. We look forward to seeing you there!

Healthy People, Healthy Planet

Food, Nutrition, and the Environment



Our personal health and the health of our planet are critical components of our well-being. Decisions made in the Co-op aisles can have lasting effects on both. From packaging to production, ingredients to meal planning, food choices are an everyday way to make a change for the better.

Through this series, "Healthy People, Healthy Planet," Co-op Dietitian Mary Choate and Sustainability Coordinator Emily Neuman offer their insights on how to choose wisely, for personal and planetary health, as you shop for food. Drawing upon the latest science, common sense, and practical experience, they hope to bring some clarity to the often-challenging subject of "what to eat."



Eco-Friendly Packaging

by Emily Neuman, Sustainability Coordinator

Have you ever stood in an aisle of the Co-op comparing products, trying

to figure out which item's packaging is most eco-friendly?

More and more companies are striving to provide their products in packaging that carries a small ecological footprint.

Eco-friendly packaging is:

- Lightweight (material minimiza-

tion) and contributes to a high product-to-packaging ratio

- Made without the use of confirmed or suspected environmental toxins
- Made of renewable and/or recycled content
- Reusable, recyclable, compostable, or edible at end of service
- Effective (i.e., it increases the likelihood that you'll consume the product before it spoils or is damaged)

See *Eco-Friendly* on Page 9



Packaging Part 2: Finding Nutritious Whole Packaged Foods

by Mary Saucier Choate, M.S., R.D., L.D.

In the previous issue of the *Co-op News*, we looked at the benefits of

"no packaging needed" or minimally packaged whole foods—fruits and vegetables, beans, whole grains, low fat dairy, and lean animal protein. This time, we'll look at how to find packaged whole foods that are still nutrient-rich.

Highly processed foods usually lose the nutritious parts, such as the bran and germ from whole grains or the fiber and beneficial phytochemicals from fruits and vegetables. Whole grains become

refined, fruit is reduced to a flavoring or a coloring, and vegetables are minimized, salted, and sauced.

Your most reliable tool for spotting the best choices is not the colorful and attractive front of the package where flowery descriptions and claims are placed, but on the back or sides where you'll find the Nutrition Facts panel and the ingredient list.

The Ingredient List

Ingredients are listed from most to least. So if a supposedly whole grain bread has

See *Packaging* on Page 9

Eco-Friendly, from Page 8

Consider an apple peel. It may be the most eco-effective packaging material in our stores. Apples have a high product-to-packaging ratio, the packaging is made entirely of renewable resources, it is compostable at home (or edible), and it is highly effective.

Understanding Producers' Choices

Few human-made packaging solutions come close to the elegant simplicity of apple peels. Human solutions, as a rule, are complicated. Witness the shoppers who participate in the Co-op's monthly *Gimme 5* recycling program as they puzzle over manufacturer's food packaging decisions. Why do some yogurt companies use #2 plastic, some use #5, and some use #6? Which is best?

As a sustainable business leader, Stonyfield Farm has shared the story of its packaging decisions; the Stonyfield journey provides a context for understanding food packaging in the U.S. today.

Stonyfield Farms

Ten years ago, Stonyfield Farm commissioned a life cycle assessment (LCA) of their yogurt packaging. The results of the LCA indicated that Stonyfield should switch from HDPE (#2 plastic) containers to polypropylene (#5 plastic), noting that "one of

the most beneficial characteristics of #5 plastic is that its structure allows the container to be made of thinner walls while maintaining the same structural integrity." Stonyfield—and many other yogurt producers—have switched to polypropylene.

The LCA also recommended that Stonyfield switch from injection-molded to thermoformed cup manufacturing. Stonyfield has made the switch, as have several other yogurt companies, on 6- and 8-ounce cups.

Meanwhile, Stonyfield has been working with a company called Preserve to improve consumer access to #5 plastic recycling. In 2008, Stonyfield helped the Co-op connect with Preserve to recycle all rigid polypropylene packaging that we collect from shoppers and in-store operations. On behalf of its shoppers, the Co-op has sent hundreds of pounds of #5 plastic to Preserve this year. (See "Gimme 5 Update" on page 6.)

Like many companies, Stonyfield is caught between following through on sustainable principles in their product presentation and delivering the convenience that consumers demand. As stated on their website,

"One of the key findings [of the LCA] showed that the choice of container

size has a greater impact on environmental burdens than either the choice of cup material or the cup manufacturing process. The 32 oz. containers (quarts) consumed 27% less energy to produce and distribute than the 8 oz. containers. If all Stonyfield Farm yogurt were sold in 32 oz. containers, the annualized energy savings would be equivalent to 11,250 barrels of oil."

The Smart Consumer

Notably, Stonyfield continues to offer most of its products in single-serve containers instead of the quart size and recently expanded its single-serve "YoBaby" line.

Does Stonyfield offer YoBaby products in multi-serve containers? No.

Does it advertise that its whole, plain yogurt in 32 oz. containers is a good baby option? No.

Can our shoppers recycle YoBaby containers at Gimme 5 collections? No. They are made from polystyrene (#6 plastic).

Where Stonyfield has stopped, the smart consumer can start. As Stonyfield recently pointed out on their lids, buying one quart of organic yogurt rather than the equivalent volume in single-serve containers gives the consumer more yogurt for less money with less packaging.

Packaging, from Page 8

an ingredient list that says "*wheat flour, water, whole wheat ...*" it means there is more water and refined flour than whole wheat. (Remember, if the grain or flour doesn't say "whole," it is missing the nutritious bran and germ of the whole grain.)

Processed foods use many additives to help preserve and enhance the texture or taste. To save yourself time when reading ingredient lists, focus

on salt, sugar, saturated fat, and trans fat from partially hydrogenated oils.

Watch out for added sugars. They have several different names and a product may contain more than one, totaling up to more sugar than you would expect. Some names for sugars are brown sugar, corn syrup, maple syrup, dextrose, fructose, fruit juice concentrate, glucose, high-fructose corn syrup,

honey, invert sugar, lactose, maltose, malt syrup, molasses, raw sugar, and sucrose.

Depending on the specific food, you may opt for only one sugar ingredient, as in yeast breads where a little sugar is needed to feed the yeast and make the bread rise, or none because

See *Packaging* on Page 19

Bird-Friendly Coffee

Little Green Steps

by Emily Neuman,
Sustainability Coordinator

The songbirds whose company we've enjoyed all summer will soon return to their winter homes in Central and South America. These hardy travelers endure many challenges en-route. Less commonly known are the hardships they face on their tropical feeding grounds, the most pressing of which may be lack of habitat.

Conserving forested habitat

Depending on the coffee you drink, you can help conserve habitat for migratory birds in the tropics. Studies in Peru and Mexico have shown that shade coffee farms support more than twice as many bird species as do sun coffee farms. In fact, shade coffee farms can have species totals that rival those of undisturbed tropical forest.

Coffee is uniquely suited for growing under forest canopy. In fact, it is deemed to have better flavor and quality when grown in the shade. In Latin America, farmers have traditionally grown coffee as part of a polyculture ("many-crops"). In this type of agricultural system, farmers man-

age a variety of crops all within a forest-like structure.

Up to 25 percent of the value that farmers gain from a coffee polyculture comes from wood, medicine and fruit crops. The remainder of the harvest is coffee. The diversity of crops provides a safety-net for the farming family. The diversity of plant species in the polyculture supports a wide diversity of animal species, including birds.

Coffee can also be grown in full-sun monoculture (one-crop). Sun-grown coffee fields yield more coffee than shade-grown fields. However, growing sun coffee requires chemical pesticides and fertilizers that are costly both financially and environmentally. Sun-coffee farms may also put tropical soils at greater risk of erosion.

"Be certain. Buy certified."

Not all shade coffee is created equal. Unless it is certified Bird-Friendly by the Smithsonian Migratory Bird Center, coffees labeled "shade-grown" could have been grown in a field with one or two trees per acre rather than in a poly-

See ***Bird-Friendly*** on Page 11

Informed Consumer: Decoding the Labels



Smithsonian Migratory Bird Center
"Bird-Friendly" certification: The SMBC has developed the only certification for 100 percent organic shade-grown coffee. Habitat requirements are based on extensive scientific research.



Rainforest Alliance Certified "Shade Grown" coffee: Less stringent standards than the SMBC label encourage farms that are moving toward sustainability as well as those that are already organic and bird-friendly.

"Shade Grown," uncertified: In an uncertified "shade grown" coffee, shade could be provided by as little as one tree species, heavily pruned and supportive of very little wildlife. If the coffee is not certified organic and not certified fair trade, careful consumers should give little weight to the shade-grown claim.

Bird-Friendly, from Page 10

culture with hundreds of trees providing multiple layers of forest canopy. SMBC-certified bird-friendly coffee comes from farms that are managed according to organic standards and meet high standards for tree species diversity and density.

The local connection

The Co-op began selling SMBC-certified Birds & Beans coffee in March. Not only is the coffee bird-friendly, it's roasted in New England.

Chris Rimmer, a conservation biologist who directs the Vermont Center for Ecostudies in Norwich, is enthused about how increased consumption of bird-friendly coffee in the Upper Valley can benefit biodiversity in the American tropics:

“The Smithsonian Migratory Bird Center’s certification program for coffee is based on years of careful biological research. It requires farms to meet stringent criteria for diverse and structurally complex habitat. By purchasing Birds&Beans coffee, Co-op consumers can help ensure that the migratory songbirds we welcome back to our woodlands and backyards each spring have secure winter habitats far to our south.”

Bird-friendly coffees at the Co-op:

- Birds & Beans. Certified Bird-Friendly by SMBC. Small farmers in Central America grow; small roasters in New England roast. Available in bulk.
- Audubon Coffees. Rainforest Alliance Certified. Available pre-bagged in the Bulk Department.

- Coffee Alta Gracia and Dean’s Beans Birdwatcher’s Blend claim to be bird friendly but are not certified. Available in the Bulk department.

Little Green Steps:

- Look for bird-friendly coffee at the Co-op and give it a try.
- Learn more about Birds & Beans coffee at <https://birdsandbeans.com>

For more information:

- Smithsonian Migratory Bird Center website
- Read *Silence of the Songbirds* by Bridgett Stutchbury or see the movie *Birdsong and Coffee*. Both are available in the library at the Hanover store.



NEED PROPERTY INSURANCE? Call on the Co-op...

We are a Middlebury, VT based member-owned co-operative insurance company. Vermont property owners have relied on us for nearly 100 years! This means peace of mind for you and reliable protection for your property. Our conservative investment policy, sound underwriting practices, and Yankee frugality, keep us financially strong. In addition, our loss-control expertise, and our fast and fair claim service provided by local company representatives, are second to none. With more than 50 agency locations in Vermont and New Hampshire, you are always close to a Co-op agent!

CALL THE CO-OP AGENT NEAR YOU:

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FRANKENBURG AGENCY, RANDOLPH	(802)728-9158	R.S. CARROLL AGENCY, SPRINGFIELD	(802)885-8400
KIELLY AGENCY, W. LEBANON	(603)298-9898	TOWNSEND AGENCY, LEBANON	(603)448-2044
WOODSTOCK INSURANCE, WOODSTOCK (802)457-1111			

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Sweet Summer Corn

Seasonal Fare with a Flare



by Victoria Hicks

Corn, also known as maize, has been an invaluable food throughout the history of this country. Along with the bean, field (flint) corn saved the Massachusetts Bay Colony. The American South adopted it to the point of almost erasing wheat

from its menus, and it became a mainstay in the settling of the Southwest, as it had been in Mexico and Central America.

In early cookbooks, corn is mentioned in the making of hominy, samp, breads, and puddings, but apart from clambakes, there is little record of eating corn on the cob. Occasionally the term “roasting ears” turns up, which indicates that perhaps corn was roasted in front of the fire in its husks.

The Iroquois gave the first recorded sweet corn to European settlers in 1779. Unlike field corn varieties, which are harvested when the kernels are dry and fully mature (dent stage), sweet corn is picked when immature (milk stage) and eaten as a vegetable, rather than a grain. Since the process of maturation involves converting sugar into starch, sweet corn stores poorly and must be eaten fresh, canned, or frozen before the kernels become tough and starchy.

Whenever possible, buy corn freshly picked from the farm and cook as soon as you can. The shorter the time from field to pot, the better the eating. Never buy corn with coarse, dry kernels. To check, peel down the husk and silk at the top where you can also spot any worm damage. The corn should be well-filled and plump and the kernels milky when tested with the fingernail. The husks should look fresh and green.

Simple Corn on the Cob

Keep fresh corn refrigerated until you are ready to eat. Do not cook more than will be eaten at one time. It is better to cook corn in two or three batches and have it freshly done. Just before cooking, remove the husks and

the silk. Then either:

Cook the corn, covered, in unsalted boiling water to cover for 3 to 5 minutes, or

Put the corn in cold water in a skillet or shallow pan. Place over medium-high heat and remove when the water reaches a rolling boil.

Serve at once with lots of sweet butter, freshly ground black pepper, and salt. Repeat endlessly.

Grilled Corn

Grilled corn, with its delicious caramelized smokiness, has many charms. Avoid charring, as this detracts from the corn flavor. Soak the husked ears in water or milk for half an hour before putting them on the grill. This gives them the full flavor of the grill. You might also try wrapping each husked ear in a slice of bacon. Wind the bacon around the ear, attach it with a toothpick, then grill the corn over a moderately hot fire for about 20 minutes. The bacon bastes the corn and serves as a partial anti-char barrier to the fire, but not enough to prevent the corn from picking up a rich, smoky taste.

Southwestern Baked Corn

Serves 6-8

- 1 large onion, finely chopped
- 4 Tbs. melted butter
- 2 peeled green chilies, finely chopped
- 2 cups finely chopped seeded tomatoes
- 1 Tbs. chili powder
- 1 tsp. salt
- 6 ears of corn
- 1 cup grated or shredded jack cheese

Sauté the onion in butter until just limp. Add the chilies and the tomatoes, and simmer 15 minutes. Add the seasonings. Cut the corn from the cobs, and scrape off all the milk and starch. Add to the tomato-onion mixture, pour into a 1½-quart greased baking dish, and bake about 45 minutes at 350 degrees. Ten minutes before it is done, add the jack cheese and allow it to melt and brown.

Acadian Fish Chowder

Makes 8 cups

¼ cup meaty salt pork, rind removed, chopped
in ¼-inch pieces
1 medium onion, finely chopped
¾ lb. fresh or frozen cod, halibut, or haddock, cut
in large pieces
5 cups whole milk
3 medium potatoes, peeled and cut in ½-inch pieces
1 cup fresh or frozen corn kernels
2 bay leaves
Salt and pepper, to taste

Place the chopped salt pork in a pot over low heat. Gently fry the pork until browned.

Add all of the remaining ingredients and cook at low heat for 1 hour, stirring occasionally. Fish will break into tender big chunks while cooking. If desired, adjust seasoning with more salt and pepper. Serve.

Sweet Corn, Tomato, and Cucumber Salad

Serves 6-8

This cool and refreshing salad has the consistency of a chunky salsa, but without the heat. Top-notch summer corn will supply plenty of sweetness without sugar. For a decorative touch, spoon the salad into a cup of tender lettuce, such as Boston.

6 large ears fresh corn
2 large ripe tomatoes, seeded and chopped
into ½-inch cubes
1 medium cucumber, chopped into ½-inch cubes
1 small onion, finely chopped
1/3 cup fresh parsley, finely chopped
1/3 cup fresh cilantro, finely chopped
2 Tbs. fresh lemon or lime juice
2 Tbs. Basic Vinaigrette (below), or as needed
Salt and freshly ground black pepper, to taste

Basic Vinaigrette

1 garlic clove, minced
1/8 tsp. fine sea salt
¼ cup extra virgin olive oil
2 Tbs. sherry vinegar
1 tsp. Dijon mustard or ½ tsp. dry mustard
1 tsp. pure maple syrup or honey
1 tsp. fresh parsley, finely chopped
Freshly ground black pepper, to taste

To make Basic Vinaigrette, add garlic, salt, oil, vinegar, mustard, maple syrup, parsley, and pepper to a salad bowl. Whisk until dressing is combined and thickened.

Place the corn in a large pot and add enough cold water to cover by 2 inches. Cover and bring to a boil over high heat. Cook until the corn is tender, about 10 minutes. Drain and cool the corn. Cut each ear in half. Stand each half ear on end, and cut off the kernels. You should have about 3 cups.

Combine the corn, tomatoes, cucumber, onion, parsley, and cilantro in a large bowl. Add the lemon juice and toss. Toss with the vinaigrette, using more if you like. Season with the salt and pepper. Cover and refrigerate until chilled, at least 2 hours or up to overnight. Serve chilled.

—*The Cook's Garden* by Ellen Ecker Ogden

Mexican Corn Soup

Makes 6 servings

3½ cups fresh corn, cut and scraped from the cob
(about 8-12 ears, depending on the size of the ears)
¾ cup water
¼ cup butter
2 cups milk
salt to taste
2 Tbs. canned mild green chilies, cut into cubes
1 cup cubed or shredded "melting" cheese, such as
Monterey Jack, Muenster, or Fontina
Granulated sugar (optional)
Pan-fried tortilla squares

Use a knife or corn scraper to cut off the kernels. After cutting, scrape the cobs for the remaining "milk." Place the kernels, "milk," and water in the container of an electric blender. Blend briefly to break up the kernels, but do not overblend. Put the blended mixture through a fine sieve, pressing to extract as much liquid as possible. Pour the mixture into a saucepan and add the butter. Simmer slowly five minutes, stirring well because the corn tends to stick. Add the milk and salt to taste. Bring to a boil and add the green chilies.

When ready to serve, add the cheese and sugar (if desired), and when the cheese is melted and soup is piping hot, serve immediately in soup cups. Garnish each serving with the tortilla squares.

Pan-fried Tortilla Squares

Stack six or eight tortillas on a flat surface and use a sharp knife to cut them into cubes about half an inch square. Drop the cubes into hot oil and cook, stirring with a wooden spoon, until crisp and golden.

—Adapted from *The New York Times International Cookbook* by Craig Claiborne

Where Cooperation Comes Naturally



Member to Members by Helen Brody

It seems the staff of the Co-op does not need October as National Co-op Month to remind them that cooperation turns the acceptable into excellence and, in so doing, builds a successful and sustainable business. They cooperate every day, as I discovered after

contacting the staff to ask for examples of working together as a team.

“I do not even have to think about this,” responded Community Market Manager Helen Daisey. “On a Saturday afternoon, we ran out of milk (1% and 2%). No milk to

come in until Tuesday. I called Lebanon Dairy Manager Jon Dubuque, and he set some aside. I could not find a delivery person, so I called Lebanon Floral Manager Ann Lyons, and she made my transfer happen. Leon Valia and Pat Temple, from Lebanon Center of Store, brought my milk. We all work together to help promote sales, no matter what location.”

Renee Russell, Sous Chef at the Commissary, reported, “We depend on the Prepared Foods Departments to order daily from our guide. We meet with them monthly to discuss the menu and how we can better serve each other and the stores. Without this relationship our kitchen would not thrive.”

In all Co-op locations, there is extensive cooperation among departments. In the Lebanon store, Meat and Seafood staff move easily between departments. In Hanover,

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In all Co-op locations, there is extensive cooperation among departments. "I do not even have to think about this," says Community Market Manager Helen Daisey. "We all work together to help promote sales, no matter what location."

all of the perishable departments across the "back wall"—Meat, Seafood, Prepared Foods, and Deli—cover for each other immediately and competently. Service Desk and Front End staff work together to keep customers moving through the checkouts.

Knowing that Tony White, Director of Merchandising and Operations, had experienced a previous life in two chain stores, I went to him for comments and comparisons between employee cooperation in a conventional supermarket operation and the Co-op. "Is there this much cooperation and communication in the chain store world?" I asked.

Clearly, the differences were immediately obvious to Tony. "Managers in large supermarkets are territorial," he said. "In the Co-op, we have what we call 'Open Book Management.' It encourages staff members to focus on the profitability of the whole store rather than on their own little bailiwick. Large supermarket managers are judged by their own department's profit margins. Consideration of the store or company as a whole is simply not on their radar screen."

Tony offered the Meat Department Manager as a good example of considering the profits of the store as a whole. On the top of the meat cases in the Co-op stores are products such as seasonings and condiments, items that are complementary to meat. They may be available as shelf goods elsewhere in the store and are part of Grocery's inventory and sales figures. In the large chain stores, a

great promotional location like the top of the meat case is the exclusive domain of the meat department, theirs and only theirs to sell their product.

It seems the staff of the Co-op does not need October as National Co-op Month to remind them that cooperation turns the acceptable into excellence and, in so doing, builds a successful and sustainable business.

Tony pointed out that the Center of the Store Department is another example of the choreography between disparate areas. Four years ago, Grocery, BIN, Frozen Foods, and Beverage had separate, competing managers deciding what product should go in the prime promotional areas of the store.

"They pushed hard against giving up their independence," said Tony. Although there is still independence in ordering, the four departments now work together under one manager to decide what products would most benefit from being placed in key selling areas. The result is significantly improved profit margins.

"They will never go back to their old ways," Tony said with a smile.

A third significant departure from supermarket life offered by Tony is customer contact. At the Co-op, before merchandising decides to move a product out because of slow sales, the pending move is presented to the appropriate staff member who is alert to customer habits. If he or she sees a customer regularly pick up something that is in the pipeline to be discontinued, and that customer often shops in the store for other things, removing the item from the shelf is re-examined.

"Knowing the habits of an individual customer is unheard of in a large supermarket," Tony said. "Here, that's what we do on a regular basis."

Partners

The Charitable Outreach of Your Co-op

The Co-op Community Partner of the Month program offers an opportunity for Co-op shoppers to donate at the registers to a local non-profit organization. Ninety percent of all donations go directly to the Partner of the Month. Ten percent goes to the Hanover Cooperative Community Fund (HCCF), the Co-op's charitable foundation. The Co-op is currently scheduling organizations to be featured as partners in 2013. If your organization is interested in becoming a Co-op Community Partner of the Month, please email comment@coopfoodstore.com.

August Community Partner: Headrest

Substance-use disorders have been known to put a vice-like grip on the best of people. And even the best of people can be unable to break free without help. Fortunately, Headrest is here to help.

For more than 35 years, Headrest has been providing services to those with substance-use disorders in the Upper Valley area. Services include transitional living, residential detox, outpatient counseling, and a 24-hour crisis hotline.

In addition to providing addiction and crisis services, Headrest's vision is to become a leader and an innovator by responding with services to those who do not have the ability to pay.

See **Headrest**
on Page 17

September Community Partner: Upper Valley Land Trust

Many people who come to the Upper Valley never leave, and it's often the beauty of the land that keeps them here. The Upper Valley Land Trust is a non-profit organization supported by more than 1,000 members who share the belief that conserving our region's rural landscapes is vital to furthering its future.

The Upper Valley Land Trust (UVLT) engages people in the vision and process of land conservation and in the stewardship of conserved lands. UVLT provides conservation leadership, tools, and expertise to permanently protect the working farms, forested ridges, wildlife habitat, water resources, trails, and scenic landscapes that surround residential areas and commercial centers. The organization's conservation projects secure the mixture of land uses so critical to the region's vitality and identity.

UVLT also works with local conservation commissions and volunteer groups to identify and prioritize land-conservation opportunities. The organization provides technical assistance and conservation solutions for landowners and facilitates permanent agreements that conserve key properties forever.

How You Can Help:

- Make a cash contribution to UVLT at the registers when you shop at the Co-op Food Stores, Co-op Community Market, or Service Center during September.
- Contact UVLT to learn about volunteer opportunities by calling (603) 643-6626 or check out the organization online at www.uvlt.org.

October Community Partner: HCCF

October is National Co-op Month, and each year we feature the Hanover Cooperative Community Fund (HCCF) as our October Community Partner. The HCCF is a non-profit organization established by the Co-op's Board of Directors in 2001. The Board uses interest generated by the fund to make annual donations to local nonprofit organizations that contribute to the quality of life of Upper Valley residents. Since its inception, the HCCF has donated \$44,093 to local organizations.

Giving back to the community is an integral part of our Co-op's philosophy and essential to meeting its triple bottom lines of financial, environmental, and social responsibility. Donations made through the HCCF are one of the many ways that our Co-op contributes to the common good of the Upper Valley. When the HCCF's endowment met its five-year goal of \$250,000 in October, 2007, the HCCF Committee promptly announced an updated goal of an additional \$300,000 to be raised by the end of 2012.



How You Can Help:

- Make a cash contribution to HCCF at the registers when you shop at the Co-op Food Stores, Co-op Community Market, or Service Center during October.
- Support our Co-op Community Partner of the Month every month; ten percent of all receipts go to HCCF.
- Donate your patronage refund check or send a donation to HCCF, Co-op Food Stores, 45 South Park St., Hanover, NH 03755.

Headrest, from Page 16

Their objective is to reduce the effects of socio-economic barriers on an individual's ability to acquire services by bringing counseling services into our jail systems, homeless shelters, schools, senior centers, and homes. Through the Headrest outreach program, a substance-abuse counselor will go to the client, at his or her location, to provide desperately needed services. Headrest is located in Lebanon, New Hampshire, at 14 Church Street, behind the Fire Station.

How you can help:

- Make a cash contribution at the registers when you shop at the Co-op Food Stores, Co-op Community Market, or Service Center during August.
- Contact Headrest to learn about volunteer opportunities by calling (603) 448-4800 or visiting www.headrest.org.

Learn more about our Community Partners: coopfoodstore.coop/about

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
2 AUG.	3	4	5	Producers Fair! Saturday, Aug. 8, 2009 10 a.m.—2 p.m. Lebanon Co-op/ Centerra Marketplace Route 120, Lebanon / Rain or Shine!		8 <i>#5 Recycling</i> Lebanon lobby, 9 a.m.-Noon Hanover lobby, Noon-3 p.m. <i>Producers Fair</i> Lebanon, 10 a.m.-2 p.m.
9	10	11	12			15
16 Support Headrest! August Co-op Community Partner		18	19 <i>Board Meeting</i> 5:30 p.m., Hanover Boardroom			20
23	24	25	26	27	28	29
Sign up for a Fall Class! Stay tuned to www.coopfoodstore.coop/classes for details.						
30	31	1 SEP.	2	3	4	5
6	7 <i>Labor Day</i> Co-op Market open 9 a.m.-6 p.m. All other Co-op locations closed.	8	9	10	11	12 <i>#5 Recycling</i> Lebanon lobby, 9 a.m.-Noon Hanover lobby, Noon-3 p.m.
13 In the Gallery: Works by Linda Reeves from August 10—Sept. 20.	14	15	16 <i>Board Meeting</i> 5:30 p.m., Hanover Boardroom	17	Support Upper Valley Land Trust! September Co-op Community Partner	
20	21	22	23	24	25	26
27	28	29	30	1 OCT.	2	3
In the Gallery: Works by Co-op Employees from Sept. 21—Nov. 8.						
4	5	6	7	8	9	10 <i>#5 Recycling</i> Lebanon lobby, 9 a.m.-Noon Hanover lobby, Noon-3 p.m.
11	12	Support HCCF! October Co-op Community Partner		14	Caslot Sale! October 8, 9, 10 / 9 a.m. to 7 p.m. daily / Lebanon Store	
18	19	20	21 <i>Board Meeting</i> 5:30 p.m., Hanover Boardroom	22	23	24
25	26	27	28	29	30	31
Taste of Tradition is Coming! Stay tuned to www.coopfoodstore.coop for details.						

Packaging, from Page 9

sugar is not needed in crackers or flat bread. In breakfast cereal, you may prefer no added sugars or just one in the ingredient list.

Sodium is another addition that can appear in several guises other than salt on the ingredient list of highly processed foods: monosodium glutamate (MSG), seasoned salt, celery salt, onion salt, soy sauce, and Worcestershire sauce.

Avoid trans fats. If the term “partially hydrogenated oil” appears on the ingredient list, it means trans fats are present. Hydrogenation of oils causes these harmful fats to be formed. Trans fats are more harmful to heart health than even saturated fats, so selecting an alternative without this ingredient is a better choice. Saturated fats are also harmful to arteries, so keep this fat to less than 20 grams a day.

The Nutrition Facts Panel

On the Nutrition Facts panel, you can't tell how much of the sugar is naturally occurring, as from fruit or juice, and how much is added. A handy rule of thumb is that a one-half cup serving of fruit or a one-ounce serving (30 grams) of grain food such as bread or cereal naturally contains about 15 grams of carbohydrate. If the package you are checking contains much more than this, it is likely the result of added sugars.

Become a sodium sleuth. Sodium content per serving is provided in grams. More than 140 grams of sodium is a red flag that the product contains excess sodium. The majority of whole natural foods are low in sodium.

The Nutrition Facts panel lists grams of trans fat under the line for satu-

rated fat. However, a manufacturer may legally list the trans fat as “0” if a serving contains less than one-half gram of trans fat. Luckily, the ingredient list gives the rest of the story as mentioned above. If “partially hydrogenated oil” is listed, you may wish to choose an alternative product.

Highly processed foods are not poison, but they are best used as occasional treats and not as staples of your diet. Your health might benefit if you eat more whole foods. And, moving the processed foods out and the whole foods in can result in a lower food bill.

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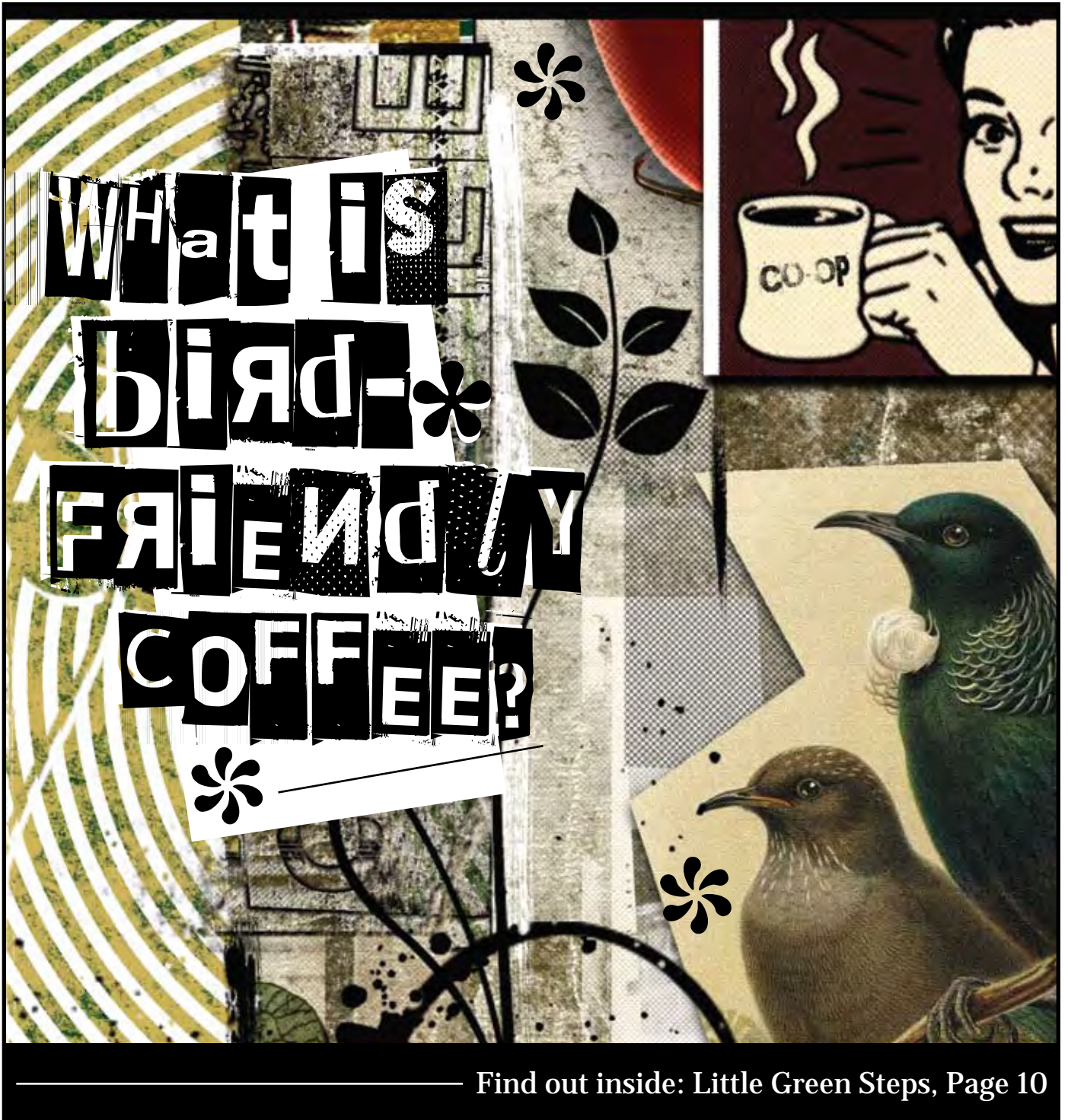
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Find out inside: Little Green Steps, Page 10