

**COOS HEAD FOOD CO-OP** 

LATE FALL 2018-WINTER 2019 MEMBER-OWNER NEWSLETTER



Sunday, November 11th Veteran's Day Veterans receive a complimentary cup of coffee today! Thank you for your service!

> Thursday, November 22nd Thanksgiving Day We will be closed for the holiday.

Monday, December 24th Christmas Eve We will close early at 4 pm.

Tuesday, December 25th Christmas Day We will be closed for the holiday.

Monday, December 31st New Years Eve We will close early at 4 pm.

Tuesday, January 1st Happy New Year We will be closed for the holiday.

Monday, January 21st Martin Luther King Day We will be open at regular store hours.



FRIDAY, DECEMBER 21ST

OWNERS RECEIVE

YOUR PURCHASE UTILIZE TOWARDS HOLIDAY GIFTS, WINE, MEAL ESSENTIALS, & MORE! DOES NOT APPLY TO ITEMS ALREADY ON SALE

FIND US ON FACEBOOK & INSTAGRAM: @COOSHEADFOODCOOP & @COOSHEADFOODCO-OP1971 STORE UPDATES ARE UPLOADED DAILY! MEMBER-OWNER APPRECIATION DISCOUNT DAYS

<u>NOVEMBER 15, 16, & 17</u> <u>THURSDAY, FRIDAY, SATURDAY</u>

OWNERS RECEIVE



PICK YOUR DISCOUNT DAY

## USE **YOUR** OWNER BENEFIT

IF YOU DON'T RECEIVE YOUR NEWSLETTER IN TIME WE WILL HONOR YOUR DISCOUNT DAY WITHIN THE MONTH



Choose any day in JANUARY to use 10% off SUPPLEMENTS when you spend \$100 or more on supplements

DOES NOT APPLY TO ITEMS ALREADY ON SALE MUST PRESENT COUPON TO CASHIER TO REDEEM MEMBER DISCOUNT. VALID JAN. 1ST-3 1ST, 2019

MEMBER NUMBER: AMOUNT REDEEMED:



START OFF THE 2019 NEW YEAR WITH A CO-OP HEALTHY START!

## BOARD OF DIRECTOR'S CORNER

The Board of Director's currently has 3 open seats available for members to seek appointment before the upcoming 2019 election. Members are encouraged to attend a Board Meeting to see if it is the right fit for them. Cooperatives are unique businesses with the opportunities for owners to get directly involved in the democratic process. Meetings are hosted on the third Thursday of each month at the ESD Building on Teakwood Drive. Remember-

## You OWN It!

## CO-OP COMMUNITY EVENTS

FINNRIVER CIDER TASTING

SATURDAY, DECEMBER 22ND, TIME TBA Stephanie will be returning to have another tasting of the Washington based cider company. Sample the delicious ciders that are made with produce cultivated from the orchards of the Finnriver Farm. There will be gift sets available for those looking for the perfect present for the cider lover in your life! Must be 21+ to taste with valid id.

### SMALL BUSINESS SATURDAY

SATURDAY, NOVEMBER 24TH FROM 10AM-2PM We will be participating in the Coos Bay Downtown Association's Annual event to encourage shopping in the greater downtown area! Holiday gift ideas will be featured as well as local samples. We love to support our local

shopping area!

Equal Exchange Coffee (Organic & Fair-Trade) will be available for \$1.00 a cup!

### **RAWSPIRATION FAMILY FOOD DEMO** 2ND OR 3RD SATURDAY OF JANUARY (TBA)

FROM 10AM-2PM

We are excited to welcome back traveling raw foods author Anne Heike to assist with sharing the power of plantbased raw foods. She will be featuring family-friendly recipes for all to enjoy. Celebrate *Healthy Eating Month* by watching a great demo, enjoying delicious samples, and a talking with Anne during the book signing! Copies of Anne's *Rawspiration* Raw Cook Book will be available for purchase at the event!

Please contact Ashley at the Co-op if you're interested in hosting events with the Co-op!

## Best of the South Coast Award



Thank you for voting us as the <u>Best Health Food Store</u> for The World's Best of the South Coast 2018 edition! We greatly appreciate your support as we continue to nourish locally and support a strong south coast!

Stronger Together!

## **CONSISTENT IN-STORE EVENTS**

## MATE MONDAY'S

9AM-2PM ON EVERY MONDAY!

Enjoy a complimentary cup of Guayaki Yerba Mate to get a jumpstart to the week! Come to life with this energizing coffee alternative sourced from South America!

## TEA TUESDAY'S

10am-2pm on <u>Every</u>Tuesday!

Enjoy a complimentary cup of tea as we feature a different variety weekly with an informational card about the flavor and brew process. We feature Mountain Rose Herb Teas!

## WELLNESS WEDNESDAY'S

1 1 AM TO 4 PM ON WEDNESDAY'S Wellness Buyer Josh organizes various demos to highlight different products and health benefits! Demos will be featured on the monthly community calendar!



**Coos Head Food Co-op** 353 S 2<sup>nd</sup> St, Coos Bay, OR 97420 Phone: 541.756.7264 FOLLOW US ON FACEBOOK AND INSTAGRAM FOR MORE SPECIALS AND EVENTS!!



Thank you for supporting your local Co-op!! Proudly serving you for 47 years.

reg \$12.99

**REFINED COCONUT OIL** 

**99** 

9

WRAWP



Coos Head Food Co-op 353 S 2<sup>nd</sup> St, Coos Bay, OR 97420 Phone: 541.756.7264 FOLLOW US ON FACEBOOK AND INSTAGRAM FOR MORE SPECIALS AND EVENTS!!



# **COOS HEAD FOOD CO-OP** ~NEW ITEMS~NEW



Bragg's Liquid Coconut

Aminos– Use in place of soy for added flavor to sooo many dishes!! Caulipower Crackers, Pretzels, & PIZZA– NEW & Crunchy!! Here is another alternative to your everyday cracker and pizza crust. A slight back hint of cauliflower is there to add some caulipower to your everyday diet.

**Tru Roots Green Pea or Red Lentil Pasta**— Options are what we are looking for these days and here are two more for pasta night!! Both products cook up and taste great!!

Lesser Evil Paleo Puffs & Himalayan Gold Popcorn Owner requested and we can't hardly keep it on the shelf. Yum!! Ablis; Bend, OR Another innovative way to get more CBD into your diet. Each 120z bottle contains 25mg of CBD from a non-thc



source. Clean & palate pleasing.

EVOLUTION SALT COMPANY **SALT LAMPS** MULTI COLOR USB, NATURAL CRYSTAL, RAIN DROP, SPHERE, PYRAMID, ELEPHANT **OR FIRE BOWL** HIGH QUALITY, FAMILY OWNED, & FAIR TRADE; BULBS SOLD HERE



## FINNRIVER FARM & CIDERY CHIMACUM, WA

Finnriver offers us a line of high quality spirited beverages that come from Washington's beautiful Olympic Peninsula and offer a wide variety to please (most) every palate. We offer a little bit of everything and can certainly order anything that is seasonally available from their portfolio– check out their website to learn more.

Contemporary Cider, Seasonal Botanical Cider, Orchard Series Cider, Brandy Dessert Wines, Port Style Spirited Wines, and currently two Special Releases – Autumn's Blush & Pommeau are on hand.

Come visit with us for an intimate tasting of many of the good things Finnriver has to offer in December, date and time to be announced.



**WILD WINES** JACKSONVILLE, OR Crafted with the healing power of Herbalism in mind, Wild Wines offers "not so sweet" fruit based wine varietals perfect for those of us wanting the true flavors of a fruit wine without the (sometimes overly) sweet masking abilities of sugar. Watch for upcoming tasting event information IN-STORE & on Social Media!

Thank you for supporting your local Co-op!! Proudly serving you for 47 years.



2017 ANNUAL REPORT

BY GENERAL MANGER DEB KROUGH



2017 was our first full year in our new location and our 46th year nourishing the community.

More people came in to shop and they also spent a little more when they did! We heard many positive and appreciative comments for many months after the move. It was very fun to see the expression on the faces of owners when they came into the new location for the first time. The board, staff, and many volunteers worked hard to get the new building ready.

*Our Income Statement*– It shows that we had our largest sales increase over a previous year! Sales growth was <u>43.7%!</u> We made a profit and the board declared a patronage dividend.

**Balance Sheet**— The balance sheet shows our total assets grew from the previous year. We paid down on the notes for the remodel and equipment loans which decreased our *total liabilities*.

*Owners*- <u>133 New Owners joined in 2017!</u> Almost half of our sales were from owners in 2017. We ended the year with 809 members and as of September 20180 we gave 1000 owners! We had 213 owners at the end of 2011 after reincorporating to a Co-op in November 2010.

Below is the yearly progression for growth of total members since 2011. 2011– **213**, 2012-**372**, 2013-**498**, 2014-**561**, 2015-**603**, 2016-**716**, 2017-**809**, 2018 (September) – **1000**.

*Local Sales*– We tracked the sale of local eggs to see that 49% of eggs were provided from a local supplier. 44% of bread sales were from our local bread supplier Oven Spring Bakery. Local meat sales were 71% of the total meat sales. Local seasonal produce sales were 8.81% of our total produce sales.

**Energy Trust** – In the spring, we had an event with Energy Trust of Oregon and were presented with a check for \$16,792.00 because of the energy efficient measures we included in our remodel project. One of the exciting things we are planning for was solar panels on the back building. The installation of these are scheduled for December 2018.

*Community Donations*– Our bag program donates money each month to South Coast Food Share. This program started in April of 2008. Each month the Co-op tracks the number of sustainable bags used by our shoppers. Every sustainable bag equals to \$.05. In 2017, co-op shoppers used 14,145 sustainable bags and the Co-op sent \$707.25 to SCFS. Each dollar equates to 7lbs of food. It's easy to donate, just bring your own bag!

The Co-op was also one of the sponsors for the Empty Bowls event in 2017 and this also contributes to South Coast Food Share and feeding people in our local community.

*Volunteers*– There are many people to thank for volunteering at the Co-op.

- Al Roberts who is our Volunteer Coordinator and Board of Directors member.
- The many people who helped the employees count inventory. Some of these people have contributed their time for years with inventory.
- Lynn Babcock– providing clean glass jars for the Bulk Department for years. Approximately 30 dozen a month during 2017.
- THANK YOU to Margie Ryan & Maurice Wray for their years of service on the Board and helping us through our relocation project.

# Thank You For Owning It at Coos Head Food Co-op!

#### Coos Head Food Co-op 2017 Profit & Loss Statement Comparison

	2017	2616	Change
Income From Operations:	-		11 100
Total Sales	2,009,703.21	1,398,681.09	44%
Sales Discount	(22,180.24)	(16,612.10)	-34%
Total Income	1,987,522.97	1,382,068.99	44%
Less: Cost of Goods Sold	1,321,207.55	920,801.72	43%
Gross Profit	666,315.42	461,267.27	44%
Expense	664,339.85	564,678.78	14%
Net Ordinary Income Other Income/Expense	1,975.57	(123,411.51)	102%
Other Income	39,204.35	138,890.35	-72%
Patronage Dividend	21,053.00	8,150.00	158%
Net Other Income	18,141.35	130,740,35	-86%
let Income	20,116.02	7.328.84	174%

With 2017 being the first full year at our new location, the community responded with overwhelming support and the Co-op experienced a record increase in sales of 43% and a 26% increase in customer transactions. The board declared a dividend which will be paid out to qualifying owners. Thank you for supporting our Community owned Co-op, the Co-op employees, and our local growers since 1971.

note : This is a preliminary P&L statement. The final from our CPA will be sent out with the next newsletter-

#### Coos Head Food Co-op 2017 Balance Sheet Comparison

		Dec 31, 17	Dec 31, 16
	Balance Sheet	g	
	Current Assets	524,514.21	418,166.79
2	Fixed Assets	829,522.73	890,660.60
	Total Assets	1,354,036.94	1.308,827.39
	Current Liabilities	57,605.42	36,601.27
	Long Term Liabilities	547,721.45	584,480.02
	Total Liabilities	605,326.87	621,281.29
	Equity		
	Membership Capital	151,116.45	133,832.40
	Deferred Patronage Dividend	96,838.78	79,988.48
1	Retained Earnings	500,754.84	473,725.22
	Total Equity	748,710.07	687,546 10
	Total Liabilities & Equity	1,354,036.94	1,308,827.39
	C Disc	22	

The balance sheet shows our total assets grew from the previous year . We paid down on the notes for the remodel and equipment loans. So there is a decrease in our total liabilities. Member capital increased with 133 new owners joining the Co-op during the year.

## **CROSSWORD PUZZLE** COMPLETE & RETURN CROSSWORD PUZZLE TO BE ENTERED TO WIN A PRIZE!



#### Across

3– certification that Equal Exchange exemplifies 6– local apple variety unique to our area

8- name of General Manager

- 10- baked daily in the Co-op Deli
- 11- name of Langlois Farm
- 12- popular soap line available in bulk

13- products we strive to carry

#### Down

- 1– Co-op is short for this
  - 2- name of Humble Bakery's delicious treat
  - 4-another name for steel cut oats
  - 5-local craft beer the Co-op sells
  - 7- flavor of vegan dressing that comes with the Deli's Green Garden Salad

## **DEPARTMENT RUNDOWN!**

## GRAB & GO DELI WITH MANAGER ANDREW ROWE

I am so grateful for the opportunity to grow the Deli Grab and Go program from its humble beginnings. We find that this department has sales that continue to grow steadily. None of this would be possible without the continued support and feedback from the membership. Thank you so much!

We continue to expand carefully with menu items. Next on the lineup will be a chocolate chia-seed pudding to the shelves. The dessert will be vegan and sweetened with dates, this is sure to be a hit! Our housemade (and popular with salads) Ranch dressing will be available in the cooler soon as well. We have had many customers talk how delicious the dressing it is and ask how we made it vegan.

Thanksgiving is coming and we will offer Grannie's fresh, cranberry relish. Fresh local cranberries ground with whole oranges and walnuts, plus sweetened with a bit of honey- the perfect addition for the holiday meal table! Look for our house-made chocolate truffles at Christmas time too!

Our fresh scones have developed quite a following and I am looking forward to the next seasonal flavor. We have recently made the scones available 7 days a week! There will be scones every morning to pair with the Equal Exchange Coffee available for sale. For under \$5, customers can get a fair trade coffee (plus organic creamer) and a scone made with organic ingredients!

Last but not least, the Moroccan Carrot Salad is back! Snag a salad the next time that you looking at the Deli Cooler!

Thanks again for being the most important part of our Deli team. We couldn't do it without you!



Pictured Left: Green Garden Salad made for the Deli's first official catering order!

Be on the lookout for more menu offerings from the Deli!

## **RESTORE IN WELLNESS**

### WITH BUYER JOSH

Do you need assistance with:

Balance Gut Health? Immune Function? Combating Environmental Toxins ? Respiratory Health? Mental Clarity?

## **CHECKOUT RESTORE!**

RESTORE primarily consists of ancient topsoil from the Mesozoic Era which has an array of compressed and fossilized bacterial metabolites. Much of which has been depleted due to today's industrialized farming practices. The ancient soil promotes an alkaline state in the gut, which studies show prevents unhealthy microbes and organisms from flourishing.

RESTORE is a carbon rich liquid, not to be confused as a probiotic or a prebiotic. This helps tighten the junction barrier system, which in return aids to the communication of the brain-gut network for a better immune response. Restore is safe for everyone! Dosage does depend on age. Take RESTORE about 30 minutes before meals to help

Zach Bush is the founder & Triple Board Certified Physician in Internal Medicine Endocrinology / Metabolism Palliative / & Hospice Care. Checkout his informative videos on

Youtube!



protect against glyphosates and gluten.

RESTORE Products & Further Study Information is available at the Health & Wellness Counter!

## SHOP & UNWIND WITH MONA!

2ND WEDNESDAY'S OF EACH MONTH 10AM-2PM

Enjoy a *complimentar*y <u>Chair Massage</u> with Mona Dunham, LMT & Yoga Teacher.

> Thank you Mona for volunteering your Time & services for our co-op community!

## CHANGING WITH THE SEASONS WITH PRODUCE MANAGER MATTHEW VIGE

Apple season is upon us! During October we have been carrying over twenty types of apples both common varieties as well as antique/ heirloom varieties that are new to the produce department. We are excited to bring in produce that our store customers may have not seen before! We will be rotating the heirloom varieties into November as long as the quality and selection is good.

In the meantime, we are building up our winter squash selection. The produce department currently showcases 10 varieties of winter squash, which 3 of them are local varieties. As we are building up winter squash, we are going to be offering winter squash halves which will be filled with garlic, onions, mushrooms and herbs. It will be excellent for a grab & go, no prep meal!

I am currently winding down grapes, figs, and fresh berries- these produce items will be limited during the winter time. Fresh berries in particular are hard for our produce department to support due to the availability and lack quality from Driscoll's Berries. We will be having fresh, local cranberries starting in November from cranberry farms in Bandon. Cranberries will be available in bulk instead of prepackaged clamshells to reduce plastic waste and give consumers flexibility as to what they want to buy.

I am collaborating with the Grab & Go Department on a weekly soup special. I will be making a soup on Monday's and it will be available in the deli on Tuesday until the batch runs out. Specials are developed through what is available in the department within the season and highlighting different cultural cuisines.

In terms of keeping produce local, I am in the planning stages with a few small farmers that I currently work with to provide a few winter local crops that the Co-op has not carried in the past. Keep an eye out this winter to see how our produce department strives to keep things local. I am proud to develop and deepen ties with new local farmers so that they feel welcomed into the Co-op family.

We have had a great season with Valley Flora Farm. As their produce selection is winding down, we have had the best season in terms of variety, quality, and partnership. Our produce orders were the largest in Co-op history for supporting our mainstay local produce vendor. We look forward to another (and probably more) vibrant season next year!



Matthew's excitement over produce is genuine when he gets to showcase the produce pictured here from Big Lick Farm (Winston, OR). His support for local farmers has been noted as authentic by vendors at the Coos Bay Farmers Market.



OH MY GOURD! Produce Department has a variety of gourds and squashes from Valley Flora Farm, Evangeline's By The Sixes, & Organically Grown Company. Can you name all the varieties pictured?



Matthew's Rustic Bok Choy Magic Soup Special! The ingredients include: baby bok choy, local kale, napa cabbage, ginger, burdock root, mushrooms, lemongrass, kaffir lime leaves, and jalapeno.

### TURNING FOOD WASTE INTO DELICIOUS OPTIONS

Matthew has been proactive in terms of decreasing overall food waste within the produce department. While most grocery stores throw out wilted greens, slightly wrinkly tomatoes, and dried out root vegetables. At the Co-op, Matthew has been utilizing slightly blemished produce to make salsas and other concoctions displayed on the shelves of the produce department. He also assists with the deli by providing a weekly soup special and fruit cups whenever the produce is available for inspiration .

### Co-operation in action!

## EXTRA CO-OP NOTES...

### A HOT CUP OF BULK WITH BULK MANAGER VINCENT BRINEGAR

Fall is back. The best time of year, in my humble opinion. One can wake up in the morning, look at the mist rising off the bay, crank up the heater, and make themselves a mug, or mason jar, of their favorite piping hot cup of bitter water. Mmm mm mm!

Now while I am more of a coffee man myself, I am no stranger to the pleasure of the world's 2<sup>nd</sup> most popular drink (and America's favorite revolutionary war starter). The robust combination of spices in a great chai, or the complexity of tannins dancing on your taste buds in a perfectly picked green tea, can both relax and enliven oneself like no other. So, whether you prefer Black, Green, White, Oolong, Pu'erh, or just like to keep it Herbal; I have great news for the tea lovers out there.

The bulk tea set is going ORGANIC! Long overdue and inexplicably missing, I have decided to revamp our tea set and proudly welcome organic teas as the newest member of the bulk family. With a goal of 98% of the options to be organic, you will see the same teas, same places, better quality. Its in transition, but many are already here, and more are on the way. We will have new teas coming in and will be sampling out a different tea every week, as the cornerstone of our Tea Tuesdays series.

Since a couple teas will be removed, if you happen to see your favorite missing, fret not, fair customer, we can still place special orders for anything we carry now.

So, whether you welcome the change of season, or long for the warmth of Summer. Whether Jack Frost is kindred spirit or a personal boogeyman. Grab a friend (and a scarf) and come enjoy a cup of the finest quality tea possible, with the finest community possible, down here at Coos Head Food Co-op.



Come in every week to sample a new tea on Tea Tuesday's! We provide an informational card to give background on brewing time and flavor.

## **Early Bird Co-op Orders**



- Duck Fat (new!) Available after November 12th
- 12-16lbs.
  16-20lbs.
- 20-24-lbs
  25+ lbs.

## Bird Pricing Guide

Early Bird gets the best to select from! We are taking reservations at the front register for holiday birds. We work with Mary's and our shipping partner, Day Ship, to get the best prices possible.

We are excited to share our competitive pricing for free-range, sustainably raised birds for the upcoming holiday season. Combine the savings with Member -Owner Discount days in November and December.

- Turkey Organic: \$3.99/1b
- Turkey Non-GMO: \$2.69/1b
- Turkey Breast Organic: \$6.99/1b
- Turkey Breast Non-GMO: \$4.99/1b
- Cornish Hen Organic: \$5.99/1b
- Cornish Hen Non-GMO: \$4.99/1b
- Duck Whole: \$4.99/1b
- Duck Fat: \$9.99



Coos Head Food Co-op

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# LATE FALL 2018-WINTER 2019 MEMBER-OWNER NEWSLETTER

GIVE THE GIFT OF LOCAL THIS HOLIDAY SEASON!

