

THE RADISH

a Co-op newsletter



2016

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Plans



These are exciting times at the Littleton Co-op. I hope you have noticed the information that has been presented in the store and online about the upcoming expansion of the building that houses our store. Remember when the present building opened for business just six years ago? There was only one other grocery store in Littleton.

The Co-op was created to offer an alternative shopping venue to satisfy our needs for groceries, offering more natural, organic and local items. It was a big chance to take and we went forward with the hope that our shoppers, Members and non-members alike, would support this idea. Now, over 5,000 Members later and steady growth in sales, we are more confident that we are meeting that challenge. We, the Members, are the owners of this grand idea that has become a fixture of our community. I, for one, am proud to be a part of this endeavor. I hope you feel the same way. It is quite a thrill to be a part of something so important to the quality of our lives.

Now, our ability to serve the needs of our Members and shoppers is limited by the fact that, quite simply, we are out of space. The Board of Directors, General

Manager and staff have worked together to create plans for expanding the building, giving more space to every department within the store and even creating some new spaces that we hope will enhance our lives in ways we can only dream of now. We hope to maintain the friendly local market atmosphere while expanding product choices. There will be a café where you can sit and comfortably eat a meal or snack, visit with a friend or have a meeting with a co-worker. There will be offices for our staff that are presently housed off-site and an expanded receiving area for deliveries. We hope to build energy efficiency into the new building, while enhancing as much of the present building as possible. Maybe you have noticed the new doors on some of the refrigerated coolers that are making quite a difference in our energy usage already. These changes and more will only enhance our shopping experience at the Littleton Co-op.

The building project will start later this year and will be uncomfortable some of the time due to unavoidable construction congestion. We hope you will bear with us as we strive to minimize the inconvenience to you. We hope that you will find the end result worth the trouble it will cause while we get this project finished in a timely manner.

Thank you for making the Co-op part of your life.

By Trish O'Brien, Board President

Annual Co-op Meeting: Wednesday April 27th, 5-7:30pm at The Colonial Theatre



Store Information

Hours

Open Daily, 8am-8pm
unless otherwise noted

Website

www.littletoncoop.com

Address

43 Bethlehem Road
Littleton, NH 03561

Phone Number

(603) 444-2800

7 Co-op Principles

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

Everyone Welcome to Shop!

Stay informed about all the happenings at the Co-op by liking us on Facebook and following us on Twitter, Instagram, Pinterest and our Blog!



Principle 6: Cooperation Among Cooperatives

by Ed King, General Manager



One of the unique things about the Cooperative Business model is that we have seven principles that we all adhere to in our daily business. The sixth principle is, "There is Cooperation amongst Cooperatives". When the residents of Littleton had their first public meeting 10 years ago, staff from the Hanover Co-op were here to explain what a Co-op was and what it would take to make a Food Co-op happen in our town. The GM of Hanover, Terry Appleby and members of his management team were invaluable mentors during the development and early years of the Littleton Food Co-op's history. That's just one example of the 6th Principle.

Another example is the countless vendors and product lines that we carry that use the Cooperative model. Products from Cabot, Ocean Spray, Sunkist, Equal Exchange and Florida's Natural just to name

a few, all come from Farmer Cooperatives, and we try to feature those products whenever possible.

The Littleton Food Co-op is also a member of regional and national Cooperatives. National Cooperative Grocers (NCG) which gives us national buying power so we can lower costs and offer the Co-op Deals that you see in our store. The Neighboring Food Co-op Assoc. (NFCA) is a regional group that helps with some local product sourcing and peer networking. The NFCA also helps preach the Co-op model and works with start-up groups to bring Co-ops to their community.

In the spirit of cooperation, the Board and staff of the Littleton Food Co-op has shared our story with other communities, and offered guidance to start-up groups throughout northern New England. The Manchester Food Co-op (NH) and Granite City Co-op in Barre, VT have both reached out for guidance, and we're more than happy to share what we've learned in our journey these last seven years. Most recently we made a presentation in Berlin, NH to about 100 people as they take the first steps towards a Co-op in their town.

It's refreshing in this era of global competition and corporate takeovers to be working in the Cooperative Food world; working for our Member Owners to supply their food needs; paying fair wages and benefits to our growing staff; paying fair prices to farmers and suppliers for locally produced food, and expanding the local economy. The real Cooperative difference is in our "Principles".

NEW LOCAL PRODUCT!



Gelato Fiasco!

- Made Locally in Maine
- Source 100% of whole milk & cream from Maine dairy farms
- No artificial growth hormones
- Real Fruits & Nuts



Board Update

by Luther Kinney, Board Director

At our January Board Meeting, General Manager Ed King presented the annual Financial Condition report for 2015. Sales and Net Income were strong in 2015, surpassing both 2014 actuals and 2015 forecasts. Membership growth was also strong, with a current total of 5,175 members! This is very encouraging news ahead of the planned store expansion this summer.

This winter, Board Members also completed two one day retreats led by Michael Healy of CDS Consulting Co-op. The focus was on adopting

a new Governance Policy for the Co-op. The new policy more clearly defines the Board responsibility in oversight of store operations and the General Manager. It was the consensus of the Board that this process was valuable in establishing clear roles as well as long term vision for the member owned Co-op.

This spring, the Co-op Annual Meeting will be held on Wednesday April 27th from 5-7:30pm at The Colonial Theatre in Bethlehem, NH. From 5-6pm, Co-op Members can enjoy refreshments and appetizers from local vendors outside on the patio (weather permitting of course.) The meeting will start around 6pm with updates from the Board. Ed King, the General Manager, will present updates on 2015 financials, news about the upcoming store expansion and other new events planned for 2016.

In addition, Co-op Members will have the chance to vote for bylaw changes and new Board candidates for the 2016 Board Election. Ballots will also be available online for anyone who cannot make the meeting on April 27th.

This is a very exciting time for the Co-op and I am very happy to be a part of it.

Member Loan Update

by Minnie Cushing, Finance Manager

When the Coop started looking at financing options for our upcoming expansion, everyone agreed that a Member Loan program would be a very good idea. Member loans had played a significant part in the financing of our initial startup back in 2009, and we had just finished paying off those original loans on May 1, 2015. What better time to reach out to our membership again!

Our new Member Loan campaign was launched in the fall of 2015 in hopes of raising up to \$750,000. The program is going very well so far; on February 1st we closed on 48 loans totaling \$376,500. In a significant departure from our original member loan program, this time we gave the lenders the option to choose their own interest rate, from 0% to 4.5%, no matter the amount of their loan. As anticipated, with a membership committed to the success of their coop, we were pleased to get an effective rate of just 3.85% on the first round of loans.

We are now accepting pledges for a second round of loans. Anyone who is interested in participating should submit a pledge form by April 15, 2016. For more information please visit the Expansion page on our website or contact Minnie Cushing at mcushing@littletoncoop.org.



2016 Co-op Board Candidates

Charise Baker
Incumbent

Luther Kinney
Incumbent

Tom Southworth
Incumbent

Rebekah Daniels
Co-op Employee

Tyler Heinig
Co-op Employee

Charlie Wolcott

Tammy Talotta

David Wilson

Laurie Brewer

Local Farm Spotlight: Winsome Farm Organics, Piermont, NH

by Melissa Bridges, Member Services



Mary had a little lamb or rather Ella has a little calf. But I am getting ahead of myself because this story begins over six generations ago at the Putnam Farm, “down by the bridge” in Piermont, NH.

The Putnam Farm had been in the Putnam family for five generations before dividing into two ventures. Upon the passing of Glen Putnam’s grandfather, Glen’s father, Jim, and uncle both want-

ed to continue farming and agreed that each should have his own property for the future. In 1999, Glen’s parents moved up the road and began Winsome Farm, a conventional dairy, beef, chicken and vegetable farm. Jim and Ellen Putnam began Winsome Farm as a side business raising registered Simmental beef cattle while Jim was still a partner at the Putnam Farm. In 2003, Winsome Farm began its transition to organic, and was fully certified in July of 2004.

Fast forward to 2016, Glen and his wife, Meredith, are approved to purchase the farm from his parents. Glen has plans to increase barn space, extend the milking herd and to purchase hay making equipment. This will provide more local jobs as Glen plans to hire to assist in the expansion.

Glen and his siblings were strongly influenced by their years at both Putnam Farm and then Winsome Farm. Glen graduated from high school and went to college, where he developed more landscaping and carpentry skills and then enlisted in the military. During the transitional period when Glen’s dad was moving toward working off the farm, Glen was instrumental in bringing more diversification to the farm, including veal and bottling raw milk. In 2012, Glen entered into a lease that allowed him to run the farm as Winsome Farm Organics. Winsome Farm Organics sells raw organic milk at the Littleton Food Co-op, the farm store and to Stonyfield Organic. The milk has consistently earned quality awards from Horizon Organic and AgriMark. They milk registered Holsteins, Jerseys and Ayrshires cows.

Organic veal elicits questions. Glen states that at

the time the decision to raise veal was an economical one. Bull calves did not get a good price when sold so Winsome Farm Organics decided to raise these calves on the farm. (Start thinking about Ella’s calf...) It helped that the farm occasionally has a momma cow that is difficult to milk for one reason or another such as she’s a cranky kicker. This makes a good cow to foster the calves. Glen discovered that he could not monitor if the calves were receiving enough milk so momma cow eventually needed to be milked and the calves fed with a ‘sucker bucket’. This bucket helps the calves feed in a natural way with head up and neck extended. Winsome Farm Organics veal calves have a large, light and airy pen where they are free to move around and socialize with one another until the day they leave for the butcher. A recent change to the veal scene at Winsome Farm Organics is the acquisition of Wagyu Beef (known as Kobe Beef in Japan). Glen is always in search of the best, which led him to the very rare specialty breed. He currently markets this high end product (think expensive at \$16.50 per pound and up) to special occasion restaurants and private sales.

The pork raised at Winsome Farm Organics comes from Berkshire pigs, a heritage breed that is slow growing, lean and juicy. Glen has recently expanded their pork breeds to include Mangalitsa pork, a heritage breed from Hungary. It doesn’t grow as big but ‘the meat is fabulous’ testifies Glen. Winsome Farm Organics meats can be purchased only at their farm store. But what does all of this have to do with Ella’s calves?

Ella is Glen’s five year old daughter (almost 6!), parttime assistant milkdeliverer, new big sister to Nathaniel (born May 2015) and the proud owner/trainer of several cattle of all ages. All of Ella’s animals are offspring of Celeste, who was a Holstein gift from Glen when Ella was just four months old. In 2014 Ella showed her first calf, Gwen, who was a little more than one month old, at the New Hampshire State Holstein Show. She has since continued showing various animals at a variety of venues. The livestock business continues to be a Putnam family affair as Ella’s cousins have also shown calves. So whether it is little calves, piglets or family members The Putnam family plans to keep on producing unique, quality, organic products for generations to come.



Procrastinate Your Cravings Away

by Chad Proulx, ACHS Nutritionist & Co-op Board Vice President

You made a resolution in January to get a gym membership. You accomplished that part but have yet to walk through the door to actually use the facilities...and it’s halfway through February.

“I don’t have time today – I’ll go tomorrow”.

“I’ll start Monday – the house needs cleaning now”.

Procrastination should be a four letter word. It is estimated that 95% of us procrastinate, with 20% of us doing it chronically. Procrastination can lead to financial losses, poorer GPAs for students, and lower sleep quality (as in, you’re laying in bed all night thinking about “what you should have done”).

But, when it comes to food cravings, you might want to let your inner procrastinator shine through. Saying, “some other time” or “I’ll get to it later” can be a powerful tool to fend off the temporary tractor beam that calls us to those cookies. This strategy is thought to work by demoting the craving on your list of priorities and making it seem less important for a short time – the same short time your craving might last. Using this style of warding a craving off can be more effective than just insisting a firm “no” to a craving. By procrastinating on it, you are still allowing yourself to have that chocolate éclair, just “later”, after you distract yourself with something else.

If the question then becomes, “what do I do to distract myself and procrastinate?”, then you obviously don’t procrastinate much. This is where any distraction techniques might come in handy. Even three minutes of playing Tetris has been shown to reduce the severity of cravings. You can also; brush your teeth, take a very hot shower, drink a large glass of water, call a friend, or take a walk.

Or, basically, you can use any one of the excuses you used to put off cleaning out that closet last weekend. When it comes to cravings, soften your stance from a firm, “no, not ever”, to a vague, “sure I’ll have something sugary, but I’ll get to it later”. You may find that you are winning some craving battles and paving the way for better confidence and control with your food choices. “I’ll get to it some other time” becomes a euphemism for something that’s not exactly at the top of your list. And when something is less important, you’ll want it less.



The Benefits of Chocolate

- Cacao is a great source of magnesium – the 4th most abundant mineral in the body, and one that many Americans fall short of optimal intakes. Magnesium drives the chemical reactions that are necessary for a healthy heart, muscles, bones, nerves and a smooth-running metabolism.
- Cacao is rich in flavanols, a class of antioxidants that are tagged with the responsibility of many of its dark chocolate’s health benefits.
- If you aim for dark chocolate that is 70% cacao or higher you will be getting more flavanols, and less

sugar. Aim for an ounce or two several times per week (yes, 1-2 ounces is a small amount).

- The fat in darker chocolates comes from stearic acid, a saturated fat that does not raise cholesterol levels.

Moderation and quality matter when making chocolate a routine health food in your diet. The idea is to eat small amounts of great quality dark chocolate instead of wolfing down a milk chocolate Hershey bar, or mindlessly eating a few handfuls of M&M’s. Savor and enjoy the good flavor and health benefits of real chocolate this season.

Paying it Forward One Non-Profit at a Time

by Katelyn White, Marketing Director



Principle #7: Concern for the Community. The Littleton Food Co-op supports the community in a number of ways. One way is through our Partner of the Month program which helps to raise funds for non-profit organizations in the area. Each month, the Co-op sponsors a different non-profit. Some of the organizations we have sponsored in the past have included; Copper Cannon, The Boys & Girls Club of the North Country, The North Country Chamber Players, Above the Notch Humane Society, Turtle Ridge Foundation, Relay for Life, Gale River Cooperative Preschool, and many many more!

How We Help: Donation jars are set up at each cash register with the non-profits logo on it, \$1 from every pizza sold on Friday nights during the designated

month is donated to the organization, the non-profit decorates a big bulletin board in the front of the store, a press release is submitted to all of the local papers, and the non-profit is invited to come in to the store for an afternoon or evening to talk to our Co-op customers about their organization.

March Partner of the Month, Habitat for Humanity: With the help of friends and the labor of a dedicated group of volunteers, along with contributions from community partners, Habitat for Humanity was able to complete their seventh home for a new partner family in 2015!! Come learn more about Habitat for Humanity on Friday March 4th from 4-6pm and again on Saturday March 19th from 11-2pm.

April Partner of the Month, The Burch House: The Burch House is a volunteer-supported agency that provides direct service and shelter to approximately 500 victims and survivors of domestic violence, sexual violence and stalking in the Littleton and Haverhill area. Some of the services that The Burch House provides is a 24 hour toll free support and information hotline, an emergency shelter at the Burch House for women and children who are in immediate danger of abuse, walk-in and by appointment supportive counseling services at our Littleton Office, court advocacy, accompaniment and assistance in obtaining orders of protection (restraining orders) and many more services. To find out more, visit their Web site at www.tccap.org.

Local non-profits interested in becoming a Partner of the Co-op, please submit a letter of request to Katelyn White at kwhite@littletoncoop.org.

The Littleton Food Co-op Community Fund

by Ed King, General Manager

The Littleton Food Co-op formed a Community Fund in 2015 with \$6,000.00 in matching funds that were available in the Cooperative world. The goal of this fund is to offer a tax deductible option for people to donate money to local non-profits that the Co-op supports. An appointed committee will meet annually to designate the deserving non-profit recipients in our community. This avenue of giving will be in addition to the thousands of dollars awarded via our Partner of the Month Program and hundreds of small individual awards granted annually at store level.

Initial reaction from our membership has been even more generous than we could have hoped for. Hundreds of people donated their Co-op Patronage Rebate to the fund, totaling more than \$12,000.00. This brings the Community Fund balance to more than \$23,000.00 in it's first year of existence, a great start by any measure. The Community Fund will be administered by the Twin Pines Community Fund, which aggregates similar funds from Co-ops around the country. All of these funds are invested in Cooperative Businesses and the proceeds will be the source of the Funds annual awards. Look for more information later this year when we make our first awards. The Littleton Food Co-op Community Fund will be just one more way that we give back to the Littleton Area that supports us.



MARCH

FREE! Friday March 4th, 4-6pm

Beer Sampling! Try a sample of beer from Henniker Brewing Company based out of Henniker, NH. (Must be 21+ to participate.)

Meet our Partner of the Month, Habitat for Humanity and grab a pizza! \$1 from every pizza sold on Fridays in March will be donated to Habitat for Humanity!

Wednesday March 9th, All Day

Senior Member Discount Day! Senior Co-op Members SAVE 10% on all purchases all day long! (Standard exclusions apply.)

Thursday March 17th, All Day

St. Patrick's Member Discount Day! Co-op Members SAVE 10% on all purchases on St. Patrick's Day! (Standard exclusions apply.)

APRIL

Saturday April 2nd, 12-3pm

Meet our POM, The Burch House! Learn about this amazing organization that helps people going through domestic violence.

Wednesday April 6th

Senior Member Discount Day! Senior Co-op Members SAVE 10% on all purchases! (Standard exclusions apply.)

FREE! Friday April 8th, 4-6pm

Beer Sampling! Sample some beers from von Trapp Brewing based out of Stowe, VT! (Must be 21+ to participate.)

Tuesday April 19th, 5-6pm

Prospect Farm Drop! Order through Prospect Farm, pick up at the Co-op!

Monday April 25th, All Day

Member Appreciation Day! Members SAVE 10% on all purchases all day long! (Standard exclusions apply.) And don't forget to vote for the 2016 Board Candidates!

FREE! Saturday March 19th, 11-2pm

Meet our Partner of the Month, Habitat for Humanity!

Monday March 21st, 5pm

Prospect Farm/Co-op Member CSA Pick-Up! If you're a current CSA Member at Prospect Farm in Lisbon, NH and a Member of the Co-op, take advantage of this great opportunity! Lane Nevins will be at the Co-op at 5pm for anyone who would like to pick up their Meat CSA!

Sunday March 27th, All Day

Easter Sunday - The Co-op will be closed on Easter Sunday. Please plan accordingly and have a wonderful holiday.

Everyone is Welcome to our ...

Annual Meeting
Wednesday April 27th
5-7:30pm
at The Colonial Theatre
in Bethlehem, NH

Social Hour from 5-6pm Including:

- Live music by Jared Steer & Chris White
- Cash Bar
- Samples from Local Vendors
- Heavy Appetizers
- Raffle Prizes & Giveaways

Meeting Starts at 6pm:

- Expansion Update
- 2015 Financial Report

Employee Spotlight:

Why I Love my Co-op

by Mikaela Allen



When I was hired to the Co-op in the Fall 2013, I didn't know anything about Co-ops, or even much about many of the local businesses. Starting

as a cashier, my most dreaded question was, "Why should I become a member?" I knew what they were really asking, "How much am I going to save on my bill today if I join?" and, when there's no daily discount offered, some people just aren't interested. Eventually, I came to understand that Co-op membership is all about a matter of priorities – if someone's priorities are strengthening their local economy, supporting local farms and producers, and getting the kind of service you'd only expect in the 1960's, then Co-op membership is an easy sell. It's amazing what we've been able to do: Our members aren't concerned with saving a few cents on their groceries, instead, they're dedicated to the long-term success of the Co-op and their community.

Through the Co-op, I've been able to fine-tune my knowledge of how businesses, farms, and Co-ops really work. I've met amazing, intelligent, and talented people, and been able to fall in love with my community. I no longer dread the, "Why should I become a Member?" conversations – I look forward to them. It's an opportunity to brag not only about the Co-op's success, but also about the people who shop here. Co-op Members always have something to share, be it a recipe, the best way to crack open a pomegranate, or why someone would want free range over cage free eggs. Coming up on three years into my Co-op experience, everything still feels new and exciting, like my first day here. Some people might want to put it more eloquently, but it all boils down to this: I just love my Co-op.



Spring has Sprung at the Co-op!



We have VT Compost & High Mowing Seeds!

