

# THE HARVEST HERALD

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*News From The Blue Hill Co-op Community Market & Café*



## MANAGER'S REPORT:

### SURVEY RESPONSE SHOWS CO-OP DIFFERENCE MARK DEENY, GENERAL MANAGER

Recently, we sent a survey to our members that centered around the topic of relocating the Co-op. The goal of this survey was to assess the level of support for five different aspects of the project and to get an idea as to how much financial support we might be able to expect in the form of member loans. The response to this survey was tremendous. Over 300 people responded to the online version, and over 200 responded to the paper version. That high level of response highlights the Cooperative difference. Our members own this business and they take a personal responsibility in planning for the future. Also, at the Co-op, we will make decisions based upon these results not because we are trying to maximize investor profits, but because our goal is to provide the members with the store they want and thus bolster the local social and economic environment in a sustainable manner. The survey results show a "high" or "very high" level of support for all five goals of the project. 87% of respondents thought ample safe parking was of high or very high importance. 83% thought the same of making the new building energy efficient and utilizing solar power. 80% thought a larger produce department was highly or very highly important. 73% support creating a deli counter that sells fresh meat, fish, and seafood. And 70% thought expanding the Café was of high or very high importance.

A large number of respondents indicated a willingness to consider participating in a member loan program. The member loan campaign also speaks to the Co-op difference as it is the most common way for Co-ops to fund expansions. Our present Café seating area and stock room was a member funded expansion project years ago. This willingness to participate in such a way is a testament to the memberships desire to see

the Co-op succeed.

The Relocation Committee and Board of Directors will be using this information and the results of Gary Friedmann & Associates' Fund-raising Feasibility Study to plan next steps. As we make our way through this process we often circle back to the same topic; what does it really mean to be a Co-op? Certainly the ownership structure is key, as is amount of control the customers as voting members have over the direction of the business. I often find it very helpful to remember that our customers own the place. The direction in which the membership chooses to head largely determines the product mix and thus most customers interaction with the Co-op. By choosing to value organics and local food, the desire to be part of a sustainable food system was made clear. Two values adopted by Cooperatives around the world come to mind.

#### **Self-Responsibility**

The Blue Hill Cooperative was originally formed as a buying club to address a need for good produce. Over the following 40 years, it has evolved into a market & Café that stocks high quality organic and local food. By forming a Cooperative, Co-op members were taking responsibility for solving the problem at hand (lack of good produce and then a lack of organic and local products) rather than expecting some other entity to solve it for them.

Contrary to popular belief, the Co-op is not a nonprofit. The Co-op was incorporated as a business in 1979. For any retail establishment in Blue Hill to have survived this long is no small feat. To have done so and grown to be a \$2.6 million enterprise is a testament to the Cooperative business model and the time and effort put forth by it's dedicated members.

*Continued on page 2*

### Social Responsibility

The Co-op plays a role as a supporter and champion of healthy eating choices, and as a economic engine.

In 2014, the Co-op made donations four local food banks, Healthy Peninsula, Halcyon Grange, Blue Hill Public Library, MOFGA, Next Step, The Simmering Pot, the Peninsula Free Health Clinic, hospice services and more.

By employing people year round and spending money locally the Co-op is making a tangible contribution to the economy and thus the stability of the local community. In 2014, your Cooperative spent over \$950,000 within 25 miles of Blue Hill! Imagine the difference that makes locally. 30 employees receive pay that they in turn use to pay taxes, buy food, pay rent or mortgages, and frequent local businesses such as auto

repair shops, restaurants, plumbers, builders, and medical professionals. Over 100 Maine based vendors sell products to the Co-op. Several extremely local vendors sold in excess of \$25,000 worth of products to the Co-op last year.

By stocking and emphasizing the importance of organic and local foods, we provide a source for these items 12 hours a day, seven days a week. By having done so for many years and thus proving its viability as a business endeavor the Co-op has inspired others to sell, grow, and make similarly wholesome food.

The Co-op has furthered the cause of healthy, sustainable, organic food in the Blue Hill peninsula community, and done so in a way that pays head to the values listed above.

# THE BOARD OF DIRECTORS

## BOARD OFFICERS & MEMBERS

Mia Strong, *President*

Jim Picariello, *Vice President*

Hadley Friedman, *Staff Position*

Keith Herklotz, *Treasurer*

Aaron Dority

Diane Bianco

Jerome Lawther

Richard Paget

## BOARD MEETINGS

The Co-op Board meets on the third Tuesday of each month at 6:30pm in the Café. Board meetings are open to the membership. The next Co-op

Board meetings will be held on

*April 21st, May 19th and  
June 16th.*

## BOARD DEVELOPMENT COMMITTEE

Chair: TBA. *This committee is charged with recruiting new board members and maintaining board stability over time. This would be a great position for the person who knows everyone.*

## ELECTION COMMITTEE

Chair: Allison Watters (allisongwatters@gmail.com, 359-2425). *This committee sees the most action around the time of the annual meeting, and is concerned with the proper running of the voting process. And just think - you'll know the election results before anyone else!*

## FINANCE COMMITTEE

Chair: Keith Herklotz (treasurer@bluehill.coop, 374-5492) Member: Bob Sullivan. *Perhaps numbers and business have always been your forte. Consider joining this committee which looks carefully at the co-op's financial health through profit and loss statements, balance sheets and budgets.*

## OUTREACH COMMITTEE

Chair: TBA. *This committee's purpose is to create connections within the community that foster understanding of the Co-op's mission and design educational programs and events that anchor the Co-op's mission to the community.*

## CAPITAL CAMPAIGN COMMITTEE:

Chair: TBA. *This committee is charged with putting together a funding package for relocation.*

## RELOCATION COMMITTEE

Members: Mark Deeny, Mia Strong, Jim Picariello, Leslie Cummins, Tim Seabrook, Bruce Stahnke. Chair: Aaron Dority (aaron@bluehill.coop). *People with grant writing and fundraising experience would be helpful on this committee.*

## JOIN A COMMITTEE!

To join a committee (and to receive a 10% Working Member discount), please email board@bluehill.coop

# WE'RE ON THE MOVE

BOARD OF DIRECTORS: MIA STRONG, JIM PICARIELLO, HADLEY FRIEDMAN, KEITH HERKLOT, AARON DORITY, DIANE BIANCO, JEROME LAWTHOR, RICHARD PAGET

The Co-op will soon be relocating! The exciting new location is on South Street, across from the Bay School and to the right of Mainescape.

For years, the Co-op has been physically limited in what it can offer community members such as better prices, variety of products, and the number of people it can comfortably serve. After long consideration and research, the board has determined that the move is financially feasible and that a majority of members are in support of the Co-op's relocation. For some, the idea of this change is difficult: we want to keep our identity and our intimate shopping environment – nostalgic for the buying-club days when we shivered together and scooped out flour from sacks in barns and backs of trucks. For many, this change has been more than ten years in waiting: (Bump) "Excuse me..." (Bump) "Oh, hello, excuse me..." (Bump) "Oh no, that was my fault, excuse me..."

But it's time for our Co-op-caterpillar to metamorphosize into the Co-op-butterfly of its ultimate potential.

That is to say, the new place is going to be freakin' awesome. By now you have probably heard about the larger indoor/outdoor café space with all its expanded prepared food offerings. Or the parking lot, large enough to provide parking for everyone all year long. How about the larger produce department, deli, meat, and seafood departments? Not on Section 11y will they allow us to offer more diverse products, the Co-op's prices will ultimately be lower and we'll be in a better position to purchase more food from local farmers, fisherman, and suppliers, which will put more money back in our local economy. As it is now, we already put almost a million dollars back into our local economy, yearly.

So how does a larger retail space which sells more products make prices lower? Infrastructure. If we have larger freezers, refrigerators, and grocery storage space in the back, we're in the position to buy larger portions at a cheaper price. The more the Co-op buys from its distributors, the lower their prices are to us. It's straightforward math which is written right in our contracts. The same would go for purchasing from local food producers, especially if we can guarantee a certain amount of sales ahead of a growing season, be that for root veggies or entire sides of meat. We can't do that now because our current warehousing area is smaller than many of your bedrooms.

In recent years, the Co-op has done well reaching out to our community, but we do have to face the fact that the greater community, as a whole, still does not shop at the Co-op. And they wonder, "What is that mysterious store on the corner? I

think that's where they sell that weird, health food." You may think I'm joking, but the new store would allow us to have a kind of community reset, kicking off a renewed outreach with a store which might look more inviting to those who are accustomed to a "conventional" storefront, but will wow and impress everyone, member and non-member alike. A store for the entire community.

*A Co-op is  
as strong as its  
members*

And we need your help. We need members willing to make large and small loans (as in money you will get back). We need to hear from folks who would be willing to work on a Fundraising Committee, making calls

and helping to organize. And we even have opportunities where members can actually invest larger amounts for shares in the Co-op, which should make returns over time and is ultimately an investment in our community and local economy.

The Co-op is a company (a C-Corp, in fact) which is owned by its members. How great is it that the community can run and leverage the power of a legal corporate entity? The Cooperative business model is a strong one and has shown historically to weather economic downturns while other businesses suffer. The Blue Hill Co-op has grown and flourished financially over its many years of existence while other local businesses have come and gone.

Mark Deeny, the Co-op manager, and the store staff have been making fantastic changes to the way we discount items. Between the Co-op Deals and the monthly Bonus Buys there are so many ways to save. When you speak to your friends about the Co-op, ask if they are a member. If they're not, invite them to join and save.

A Co-op is as strong as its members (for so many different reasons) so wouldn't it be great if everyone who shops at the Co-op became a member? Did you know that nearly half of the Co-op's revenue comes from non-members? That's a lot of people who are not getting the discounts they deserve!

Please keep an eye out for information and notes outside in the display cases on the deck. And if you are looking to find out how you can help, please email the Co-op Board at [board@bluehill.coop](mailto:board@bluehill.coop)

And take a look at our Relocation Info Pack: <http://bluehill.coop/prospectus.pdf> to learn more about the specifics of the Board relocation plan.

# NOTES FOR A HEALTHY FOUNDATION

DAVID WALKER, HABA MANAGER



Good health begins with healthy digestion, which of course means first of all eating good, wholesome, and nourishing food. As we age, however, our digestive systems can become compromised by too much intake of refined foods, antibiotics and non-steroidal anti-inflammatory drugs (NSAIDs) like Ibuprofen, Aspirin or Tylenol, and too little Omega-3 oils, essential enzymes and beneficial bacteria. If we eat genetically modified (GM) food, we also introduce glyphosate, a Monsanto patented antibiotic found in Roundup, an herbicide that is systemically incorporated into GM plants.

Leaky Gut Syndrome is a common problem related to a compromised gut, as is Irritable Bowel Syndrome (IBS), colitis, ulcerative colitis and acid reflux--all of which can have very serious long-term consequences. With Leaky Gut Syndrome, undigested proteins pass through damaged intestinal lining. The body registers these proteins as foreign to the system, thus triggering allergies and sometimes autoimmune responses.

***80 percent of  
our immune  
response resides in  
our intestines***

The good news is that our intestines can heal and rebound given the right nutrients and proper cleansing. The results can include improved absorption of nutrients, increased immunity, and a

better mood. Even serotonin, essential for healthy mood, can be negatively impacted by improper digestion.

So what's the best way to begin? If you suffer regularly from bloating and gas, one solution is the use of bitters--two droppers with meals. The bitter flavor on the tongue triggers receptors in the gut, which in turn generate the enzymes and proper acids necessary for good digestion. Bitters, used since ancient times, can also cleanse the liver. The Co-op now carries excellent organic bitters by Urban Moonshine of Vermont. Compared to some, these economically priced bitters are \$5 per ounce when purchasing an 8.5 ounce bottle.

For more serious problems like IBS and ulcerative colitis, healing of the gut lining is essential. Also available at the Co-op, Abzorb by HCP is a relatively new and already well-received product which is delivered to the duodenum through special encapsulation. The duodenum is the first portion of the small intestines where food is deposited after its initial stop in the stomach, and where primary digestion occurs. As we age, bile builds up on the lining, acidity levels increase, and efficiency plummets. Absorb uses enzymes to dissolve bile buildup while adding ozonated magnesium to restore proper alkalinity, and specialized probiotics essential to the duodenum's functioning. Increased energy, basic zest for life, mood, and immune function

can all improve with a vital duodenum.

Also crucial for the lower intestinal wall health is L-glutamine. This powder, when combined with mucilaginous herbs like slippery elm and marshmallow root, is crucial for the healing the lower intestines. IntestiNew by Renew Life and GutShield by Solaray both contain high levels of L-glutamine, a non-essential amino acid. Combining with a good-quality fish oil, such as WholeMega by New Chapter, Nordic Naturals, Renew Life's Critical Omega, or Now's Ultra-Omega 3, are crucial for reducing inflammation in the gut lining and throughout the body.

Enzymes are used for virtually every function the body performs and can sometimes radically improve digestion. Enzymes in the gut and throughout the body decrease with age. Fermented foods like sauerkraut, kimchee, kefir, yogurt, and kombucha tea, all bring enzymes into the gut and are available from local and national brands at the Co-op. Sometimes concentrated enzymes taken in capsule form with meals are also necessary. These enzymes are available in very high doses through Renew Life, World Nutrition and Now Foods.

Probiotics are more widely appreciated. Our "microbiome" contains 10 times the number of bacteria than cells in the body. Dysbiosis, a microbial imbalance, occurs when the ratio of beneficial to pathogenic bacteria becomes less than optimal. An imbalance can result in compromised digestion and create a perfect breeding ground for infections. There are many kinds of probiotics containing beneficial bacteria at the Co-op, from the high end to the modest. The most potent, Renew Life's Mega Potent, contains 40 strains of beneficial bacteria with a 150 billion count. A more modest and less expensive option is Nutrition Now's PB 8, containing 8 strains of probiotics with a 14 billion count. Probiotics are also present in the fermented foods listed earlier.

Finally, proper fiber intake is crucial for healthy digestion, providing sufficient bulk, removing excess cholesterol, feeding the healthy bacteria, among other roles. Renew Life's Skinny Gut Acacia Fiber an easy option, as is chia, flax, or hemp seed, or psyllium. Unlike Psyllium, acacia is less thickening, lessening the chance of congestion. Experts recommend between 20-35 grams of fiber a day.

The renowned Osteopathic Doctor Joseph Mercola (mercola.com) echoes what is the overwhelming consensus among experts in the field of natural healing: that 80 percent of our immune response resides in our intestines. Maintaining a healthy balance of bacteria, enzymes and a healthy intestinal lining supports this optimal immunity. In short, investing in your microbiome is the wisest way to improve overall health.



# STAFF PROFILES

By Allison Watters

A self-described poet, Adam was happy to talk about his chosen pursuit with me, though he admitted it wasn't preferable to describe himself in conversation. He can be much more descriptive putting words to paper, he noted smiling.

After a childhood in Lexington, Virginia he found himself drawn to photography and poetry in grade school. He was the winner of a prestigious writing competition but eventually made his way to photography school in Boston at the New England School of Photography. Though the more straightforward and less subtle customs of New Englanders took a little getting used to, the school was affordable. While there he took classes in fine art, black and white, fashion and product photography, honing his craft and gradually learning to appreciate the city.

Since he has family on the Blue Hill Peninsula, he began to visit the area when he began living in Boston in 2011. He always enjoyed his trips north of the city. He sees a lot of the Shenandoah Valley in the landscape of the peninsula. Before too long he moved here and found his way to the Blue Hill Co-op. Adam has always been a believer in healthy living and eating and working at the Co-op was a good fit. He currently serves as cashier and stocker three times a week.

Who knows how long Adam will stay at the Co-op? His long-term goals are to be a successful commercial photographer and a published poet. Look for him in print soon!



**Adam Sisler**

*Cashier*

If you have visited the Café in the past couple of years, it is likely that Cat's wide and beaming smile greeted you. She's always happy welcoming customers to the Café and interacting with them when they come looking for food. She also loves to cook at her off the grid straw bale home in Penobscot, though since she is vegan admits she cooks a little differently than when she's in the store.

A Caribou native, Cat traveled the East Coast and elsewhere, living in Michigan for a time happily enjoying her peripatetic lifestyle. "I just wasn't ready to settle down," she admitted. She has held a number of jobs in the food service industry from preparation to waitressing. In Ann Arbor she once worked as one of a two-person team running a 24-hour diner.

There soon came a time, however, when she wanted to be closer to family and she came to this area to find a job in a co-op close to her sister in Orrington. There was a job opening at the Blue Hill Co-op that she was excited about but she didn't have a car at the time. She was so thrilled at the possibility of working there, however, that she bought a car just to get to the interview. When she drove down Pleasant Street and saw the water ahead of her she knew it was the perfect place for her. "It just felt like home when I came into the store." And that was that.



**Cat McNeal**

*Cafe Staff*

Linda has a perfect balance in her life. A morning person by nature, she opens the store three mornings a week and loves the cheerful interactions she has with Co-op customers. Then when her workday is over she goes home to her cozy house in Penobscot and settles at her spinning wheel to immerse herself in her spinning.

Spinning is Linda's passion. She is the owner of Northern Bay Handspun Yarns, a small business that she started to sell the gorgeous hand-dyed, handspun yarns she produces. Although most spinners work with wool, Linda instead spins exotic fibers from silk, cashmere, bison, bamboo and even qiviut (the soft wool of the muskox). Her vibrantly colored yarn and knitted items can be found for sale on the window next to the registers at the Co-op as well as at J&B Atlantic in Ellsworth and numerous artisan shows in New England.

Before moving back to Maine fifteen years ago, Linda lived in Idaho for twenty years where she met her husband Rick and they started their family – having two daughters, one now in Denver the other teaching English in Taiwan. Along the way back to Maine, Linda earned a Master's degree in Divinity from the Quaker Seminary in Richmond, Indiana. She loves traveling the western U.S. with her husband in their Volkswagen Westfalia, named Stella. She taught 7th and 8th grade in Penobscot for seven years before settling into her spinning career and working as a cashier at the Co-op.



**Linda Friemuth**

*Cashier*

*Photos contained within this newsletter provided by Sandy Cohen at sandysnaps.com.*

# PEOPLE DETERMINE THEIR POWER TO CHANGE MATTERS

BY STEVE BENSON

One morning in February, I drove to Augusta to participate in the 21st annual “Changing Maine Gathering,” called “We Do Have the Power! Local Organizing against Corporate/Industrial Projects,” sponsored by Resources for Organizing and Social Change, centered in Monroe, Maine. I wanted to learn how people were organizing successfully to protect their rights and safety in Maine.

By the time I found the Randall Student Center of UMA, about 300 people were being welcomed by Read Brugger, a 350.org activist from Freeport. He quoted Marshall Ganz on how inertia, fear, self-doubt, isolation, and apathy get in the way of people using their willing energy to contest wrongs and protect their communities. Ganz had suggested motivations to overcome that reluctance: urgency, hope, anger and solidarity.

Blue Hill’s own Bonnie Preston offered a sort of keynote address on the principle and use of Home Rule. Over the past four years she has worked closely with Heather Retberg of Quill’s End Farm to draft a Local Food and Community Self-Governance Ordinance and pass it in Penobscot and another in Blue Hill.

They found Maine is one of three states with the strongest Home Rule laws, particularly since these laws were strengthened in our state Constitution in 1969. Maine towns can alter or amend their charters or laws regarding any matter not already constrained by state law, and the results hold up so long as courts don’t find them to be in conflict with underlying state law. Our state Constitution says that such conflict is the state’s responsibility to prove. And it says, in its Bill of Rights, that “all power is inherent in the people,” and that they have an inalienable right “to institute government and to alter, reform or totally change the same when their safety and happiness require it.”

Bonnie commented that “one core purpose of local control is to establish the principle that the people who live in a place should have more rights about what happens in that place than a corporation who wants to make money in that place. Home Rule law and the Maine Constitution support that idea, and so should our legislature.”

Whereas federal farming regulations have gradually

been adjusted to apply best to large-scale factory farming, Maine’s Department of Agriculture was originally set up to preserve the family farm and quality food production in Maine. So far, although corporations have sworn to challenge local ordinances that frustrate their plans, they rarely do; more often, they decide to move their projects elsewhere. State courts have shown reluctance to decide on or contest such local ordinances. Legislators and town councils have avoided affirming the force and tenability of these ordinances.

Rather than focusing on state legislation to support community self-governance, Bonnie has found that the best way to strengthen self-governance is to use it. “If you pass something in your town, it will spread to others. The more it spreads the more power we have. Good faith efforts,” she said, “usually make a big difference in building consensus, unity, and replicability.”

Logan Perkins, a Bangor attorney active with Maine Earth First! since 1999, recruited everyone for a hands-on exercise involving human knots of eight to ten people trying to disentangle themselves to create a simple circle, without letting go of each other’s hands. Whew! Then she canvassed the goals, strategies and tactics we’d used to try to do this. Whew! She pointed out how confused the resulting lists were, mixing up the three categories. Logan urged organizations to work hard to define these categories in their planning, to reduce conflict, redundancy and distraction from their efforts and to focus on achievement.

Next followed a panel of eight activists, each telling a five-minute story about how they had joined with others to contest the intrusion of large corporate players against their local or regional communities’ needs and interests. They told of building community strength to eliminate pesticide use, to block trainloads of dirty oil and to preserve fishing grounds.

They told about defending their towns from becoming toxic burn-sites for construction waste, pressuring fracked oil cargo trains to shift routes out of state, developing cross-generational awareness of water table exploitation, and raising a town’s awareness to contest a liquid petroleum storage tank. In a responsive give and take with the panel, we were reminded of Maine’s long history of progressive legislation and reminded that other

states look to us for optimal approaches to using citizens' power.

***people who live in a place should have more rights about what happens in that place than a corporation***

After a delicious donated lunch, we broke into workgroups to focus on topics the previous stories had raised. I chose to hear more from Heather Retberg, who had spoken of her defense of traditional farming practices through a local ordinance passed in Penobscot in 2014.

Heather shows hard-won practical political sense as well as plainspoken human connectivity. Bob St. Peter first suggested considering local ordinance, as an alternative to contesting the state's rules, which were beholden to those set by the national Department of Agriculture. A local ordinance can be promoted to come up for a vote at a town meeting either through convincing the town's

governing authority to sponsor it, or through obtaining petition signatures from 10% the number of the town's voters in the last gubernatorial election.

Heather allied with Bonnie Preston and Larissa Reznick, an environmental planner, to research and work out this idea, motivated by a serious concern that small farms are at risk of being disappeared through sporadic enforcement of standards set by and for large-scale corporate farms. This idea won wide appeal once people learned what it was meant to do.

At present, eleven Maine towns have passed such local food ordinances, and more likely will. Town meetings are becoming livelier forums for addressing questions of energy and environment, as well as local food. Bonnie and Heather also have contributed to an array of articles covering Home Rule and Local Food in this winter's issue of Justice Rising, free on line at <http://www.thealliancefordemocracy.org/pdf/AfDJR63.pdf>.

## SMILE AND SAY "CHEESE"

Hello Blue Hill Co-op community,

It is with great pleasure that I tell you I am now in the position of Cheese Buyer here at the Co-op!

Some of you may remember me from my years of cooking and managing in the Co-op Café. I took a bit of a break and I'm happy to say "I'm back!"

While my background has given me a lot of experience with food, there is still so much for me to learn about cheese. My predecessor, Beth Dickens, has paved the way for me by researching and bringing in delicious cheeses, many of which are produced by local farms following sustainable practices! This is something I plan to continue. In fact, we are now stocking a fresh ricotta from Lakin's Gorges Cheese located in Rockport, Maine. Tide Mill Farm's organic milk is used in all of the cheeses they produce. Look for more of Lakin's Gorges cheeses in the cheese case in the coming months.

Sonnental Dairy from Smyrna, whose many cheeses we stock regularly, has informed me that the Baby Swiss they make will not be available again until June. This is due to the type of milk the cows produce during this part of the year. In the meantime, I have stocked a more traditional Swiss style cheese – Ammerlander - from Germany. It's the same Swiss cheese the Café uses in their superlative sandwiches, side dishes and entrees. It's a sweet, nutty and mild cheese perfect for snacking and cooking. While it's not a locally

produced cheese it is delivered by one of our favorite local distributors, so we are still keeping local dollars in the loop!

There are a few cheeses, olives, and preserved vegetables I plan on rotating in and out to keep things interesting.

For instance, if you haven't already done so, check out the new Antipasto Olive Mix in the case chock full of 3 kinds of olives, sweet peppers, garlic and large caper berries! Do keep in mind that the Co-op stocks a wide and delicious variety of wines, beers, crackers, fresh breads and produce to pair with all of these fantastic cheeses.

Bear with me as I learn the ropes of the department, computer system, and tricks of the trade. And while I will do my best to make everyone happy, we all know that is not 100% possible, so maybe I should just say "I'll do my best!"

See you around the neighborhood!

Cheesefully yours, Robin Byrne



***We are now stocking a fresh ricotta from Lakin's Gorges Cheese located in Rockport, Maine.***



# OUR COOP: A TREASURE TROVE OF VEGAN FOODS

BY EDEE HOWLAND

This article isn't so much a "how-to" or a "why-to" about being a vegan, and certainly not a comprehensive treatise, but just a "hello" that if you're a vegan and like to shop at the Co-op, you are not going to starve, my dear! All my life I've loved delicious food. In college my older sister was an inspiration to me with her Julia Child books and a subscription to Gourmet magazine. I have a big organic garden and really enjoy making scrumptious food. For some years, before becoming a professional homeopathic practitioner, I was a chef. I prepared and ate pretty much everything enthusiastically and with a fair amount of sense of adventure.

During my forties, I was mostly a vegetarian although I ate some fish and chicken. At age 50, I decided to become a vegan. Two strong influences were taking a three-day class at the elegant Millenium vegan restaurant in San Francisco. The other was seeing an intense, searing film on the topic of animal rights at the Institute for Humane Education, here in Surry, Maine.

If you are exploring the idea of becoming a vegan, three questions that often come up are: Will I be able to have enough protein? Will everything taste crummy? Will it be a lot of extra work to prepare meals?

It's easy to have plenty of protein as a vegan. You can make dishes that are tantalizing, as well as just good for you. People who eat dinner at my house say they'd never realized a vegan meal could be every bit as tasty and satisfying as the meals they were more accustomed to. I recommend the books *The China Study* and *Whole* by T. Colin Campbell, Ph.D. to learn about how much protein humans need. It seems clear that eating moderate amounts of protein is best for us.

People want to know about eating "complete proteins", those that contain all the essential amino acids, the building blocks for the proteins our bodies are made of. Frances Moore Lappe addressed this in her book, *Diet for a Small Planet*, published in 1971. Since then we've learned that our bodies know how to assemble the needed proteins – making it unnecessary to eat them all at the same time.

Nuts and seeds – pumpkin, sesame, sunflower -- are a great source of protein, minerals, and fiber. Our Co-

op has a wide variety, both in the bulk area and in the cooler. Are you trying to "eat local" as much as possible? While most nuts are not from Maine, they are a good, sustainable food. The Co-op also has an impressive array of nut butters and "milks". Some are certified organic and others are not.

Chia, hemp and flax seeds are a good source of protein and omega-3 fatty acids, also called essential fatty acids. We need to eat them since we don't produce them. It's best to soak chia seeds (found for sale in the bulk department) in the refrigerator before eating them to have the nutrients be available to our bodies. Hemp seeds can be found in the cooler section and some are on the shelf, packaged in a way that keeps them fresh without refrigeration. Flax seeds should be kept refrigerated because their oil is delicate. The Co-op has flax seed in the cooler. You can grind flax seed (use a spice or coffee grinder) and add it to a smoothie, sprinkle it on oatmeal, or use the whole seeds to make a warm drink that's pleasant-tasting and very good for you.

Another good staple are all the beans, legumes. The Co-op has many different dried beans. Some need to be soaked before cooking, but some, such as the brown lentils, French green lentils, and red lentils, cook quickly without presoaking.

It can be fun to "travel the world" with meals at home, by finding recipes with a Mexican flavor (such as black bean or pinto bean soup), or a curry made with chickpeas (garbanzo beans), or an Italian white bean soup. Beans can be used to make hummus and all sort of wondrous, deliciously seasoned appetizer dips and spreads for crackers and sandwiches, too. Just about every spice you need to dazzle-up a spread, the Co-op has, in the bulk section in large jars. Canned beans may be used too for quicker preparation.

The Co-op has many forms of soy available; fresh tofu and tempeh both made in Maine, are some of the best I've ever eaten. Dried organic soybeans and frozen edamame, too. You can find prepared soy foods, in the cooler and in the frozen food area. I personally aim to eat mostly whole foods, but the soy sausages and Tofurky are very tasty! Miso, made from fermented soybeans, adds flavor and nutrients to all sorts of dishes. Add a dab to your salad



The Co-op has a tempting selection of beautifully made miso. Nutritional yeast and miso are useful to add a cheese-y flavor to many dishes.

We get protein from grains too, along with minerals, a variety of nutrients, and fiber. If you are gluten-free, you can use polenta (organic, at our Co-op, which I feel is important because of the GMO concerns), quinoa (whole seeds and as a flour), buckwheat flour and whole buckwheat, too. (Buckwheat is not actually a grain! It's a member of the rhubarb family, and is rich in rutin, a great strengthener of the walls of our blood vessels).

Oats are another protein rich grain. The Co-op has rolled oats grown in Maine, which have not been steamed and therefore considered raw. I often soak it and eat it raw. There are also whole oats, steel-cut oats and oat bran, in bulk, and packaged oat milk, and oat flour. If you soak whole oats a little longer, you can eat them raw too. Take a gradual approach in trying this, so that it's easy to digest. In addition to being cooked, hard red winter wheat, can be grown into wheat grass. You can juice the grass in a special wheat grass juicer, or snip a bit on anything you're eating, or just chew a little every day or so. Frozen wheat grass and a wheat grass powder are sometimes available. Spirulina, also available in powdered form, provides protein too. It's not a top contender in flavor, but very nourishing. Add just a teaspoon to a smoothie – you won't know it's there.

You can also find fresh organic corn tortillas, and a variety of frozen tortillas to use as "wraps". Ezekiel bread, made with sprouted grains, is in the freezer. There are also all sorts of pasta from buckwheat and wheat, brown rice, artichoke, and more. My favorite brand for the gluten-free pasta is Bionaturae.

Seitan, in the cooler section, is a good source of protein and minerals, for those who eat wheat. If you are a vegan and reduce grains a lot, be attentive to your mineral intake, because grains, especially whole wheat, are an important source for minerals.

If you like to bake, the Co-op carries a powdered egg replacer. There are several other ways to substitute for eggs in baking, too, such as using soaked ground flax seed. What about butter? I use coconut oil, olive oil, and grapeseed oil when I want just mild flavor. Red palm oil is on the messy side. For sautéing, I use sparing amounts of a rich vegetable broth. It also adds flavor. The Coop has packaged, prepared vegetable broth, vegetable broth concentrate in a jar, and two powdered vegetable broths in the bulk department.

The "cheese transition" is often a hurdle for people

interested in a vegan diet. The Co-op carries several vegan cheeses. The Daiya brand tastes very good. These vegan cheeses can be just what you need. Two cookbooks that have "no-cheese" sauces that are really good are The Uncheese Cookbook by Joanne Stepaniak, and Forks over Knives by Del Sroufe. Cashew nuts and tahini are going to be your pals to create these flavors.

Often vegans' loved ones are concerned about vitamin B12 deficiency. We need B-12, and the Co-op has it available in many supplements. It is also added to most of the plant-based packaged "milks" such as almond, rice, or coconut milk.

Lastly, a good digestive system with beneficial bacteria in the intestine, is good for immune function. Fermented foods help these bacteria thrive. The Co-op has an excellent selection in the cooler, many of them made in Maine – sauerkraut, carrots, kimchi. The Co-op also carries, in bulk, soft white winter wheat berries, for making a fermented beverage called Rejuvelac. This is a good natural probiotic. If you make it correctly, which is easy to do, it tastes great!

If you are looking for inspiration for creating vegan meals, you'll find an abundance of delightful websites. A few I enjoy are [www.fatfreevegan.com](http://www.fatfreevegan.com) (and, I often add some coconut oil or olive oil to her concoctions); [www.thekitchn.com](http://www.thekitchn.com); [www.plantpoweredkitchen.com](http://www.plantpoweredkitchen.com); and [happyherbivore.com](http://happyherbivore.com)

For further information on how to be a healthy vegan, see the website [www.theveganrd.com](http://www.theveganrd.com) and [www.veganhealth.org](http://www.veganhealth.org).

## ART IN THE CAFÉ

THE NEXT TIME YOU'RE HERE, STOP IN THE CAFÉ AND VIEW THE WORK FROM OUR LOCAL ARTISTS OF THE MONTH. UPCOMING SHOW INCLUDE:

**APRIL: MIXED MEDIA ARTIST  
MARK BALDWIN**

**MAY: MULTI-MEDIA ARTIST  
BARBARA JOY**

**JUNE: PHOTOGRAPHER  
STEPHEN GREENBERG**

# MAKING THE MOST OF YOUR CO-OP MEMBERSHIP

BETH DICKENS, MEMBERSHIP COORDINATOR



When we sign-up for our Co-op memberships, we are given a pamphlet explaining the benefits of our decision. Yes, we are supporting the local economy. We get access to local products. We take comfort in knowing our informed purchase dollars are helping shape the business decisions of the companies we support. Beyond that do we see a financial benefit? Because after all, while money does not buy happiness, it does make many aspects of our lives easier when we have it.

The Co-op has a system in place to track member spending. No we don't keep tabs on how much chocolate you buy, but we do keep tabs on how much you spend throughout the year. At the end of profitable years the Board of Directors looks at how much members have spent and may opt to give back some of that money in the form of patron dividends. The key is, in order to get credit for your annual purchases, you need to provide your member number each and every time you are at the register. Those quick trips in for a cup of coffee can add up. Numbers can be hard to remember, but most of us on our good days can remember our last names which a cashier can easily use to pull up your account and record your purchase. You can always request extra scan tags, if you wish.

Now you may be using your member number every time you shop, but there is still more that can be done to help you save. Every two weeks, or so, the Co-op introduces new sale items in the store, many of which are found in the Co-op Sales Flyer. Co-op Members and non-members receive these sale prices at the register. However, the monthly Bonus Buys, designated with bright pink sale tags, are prices reserved for members only. In any given month you can find Bonus Buys in most departments. I personally try to take advantage of both sales by stocking up on items I might need anytime, such as canned beans and stewed tomatoes. My kids love when Annie's Mac-N-Cheese goes on sale! And, I have been known to treat myself to a case of sale-priced GT's Kombucha.

Pre-orders are where Co-op members can get some of their biggest savings. While anyone can order products by the case, only members can get those item with for a minimal mark up of 14%, compared to the 40% mark-up for non-members. So, how does that translate into potential savings? Let me give two examples. In our Bulk Department, we sell Fiddler's Green fresh milled Organic Corn Meal for \$1.89 lb. We buy this directly from the company, and a 25 per lb. bag

costs the Co-op \$25.25. With a 14% mark-up, a Co-op Member can preorder that same product for \$28.79, or \$1.15 per lb. In our Grocery Department, we sell Native Forest canned (13.5 oz.) Organic Coconut Milk for \$3.39 each. United Natural Foods, Inc. lists this item for \$31.19 for a case of 12 cans. Add 14% to this price and a Members cost is \$35.56, or \$2.96 a can\*. Saving like these can be found in every department. Plus, there are many items that we just don't carry, as you may have noticed that our small store is packed to the rafters as it is. In those cases, if you can find the item in our order catalogs and the vendors have them in stock, a department manager can preorder it for you with the same 14% markup applied. So, preordering makes more items available to you. Preordering items by the case adds a little more cost up front to your weekly grocery bill, and does require a little bit of storage space at home, but when done smartly it can save money in the long run. If the pre-order process is new to you, our staff will be happy to walk you through it.

***Pre-orders are where Co-op members can get some of their biggest savings.***

Using all these measures together is the key to real Co-op savings. Not to mention that when you consistently put good, healthy food into your body the long term payoffs can translate into a healthy body and better quality of living.

\*Please note that prices provided above reflect those available at the time this article was written and may not match prices available to you at the time of publishing.

***Looking to reduce the amount of paper mail you receive?***

You can opt out of receiving the Co-op Newsletter in the mail and go electronic! Just provide us with an email address. Want to receive the newsletter both ways? We can do that too. Give it a try. If you change your mind, we can always change it back.

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# PRODUCE REPORT

ANDY FELGER, PRODUCE MANAGER



It's still cold as this is being written, but the days are longer and spring is coming soon! We had a great winter with more local produce carrying us through the winter than ever before. By focusing on certified organic produce grown as locally as possible we have really been able to keep a good supply of quality organic produce and to keep a lot of money in Maine's economy.

The winter and early spring months can still get lean for local kale, parsley, cilantro and celery. These come from away, far away. The quality suffers as western growers switch from desert to mountain growing regions and the price goes up.

However, as of January 22nd, we still had local produce from several area farms. On our peninsula, King Hill Farm provided us with ten different crops: carrots (loose and 3# bags), Chioggia beets, red beets, parsnips, rutabaga, turnips, daikon, black Spanish radishes and watermelon radishes! Old Ackley Farm kept us supplied with red onions and some yellow onions. Horsepower Farm supplied us with potatoes, onions, garlic and, soon, carrots as well. Five Star Nursery provided apples through January.

***We had a great winter with more local produce carrying us through the winter than ever before.***

This winter, we have done more than ever before to find sources for certified organic Maine produce when our farmers here on the Peninsula run out. Crown of Maine has, through Terranian Farm, provided some of

our celeriac and shallots; Checkerberry Farms has grown some of our squash and celeriac; and at Misty Meadows potatoes, current MOFGA farmers-in-residence Phoenix and Megan of Sandy Meadows Farm have supplied us with cabbage, while Nature's Circle Farm has supplied us with squash as well. It's great to get so much Maine food! (But, avocados still come from Ecuador. There are limits to our Maine climate, after all.)

Recently I read a wonderful article from MOFGA Certification Services (the organic farm certification organization that has grown out of MOFGA). The question they posed was "Why buy certified organic produce?" It is a good question. Maybe you know someone who grows produce locally that is not certified organic. It may be that it is just as "organically grown" as certified organic produce. It is great to be able to support your neighbors. However, when the scale increases a little and

food changes hands from grower to seller to consumer, or grower to middle man to seller to consumer, organic certification has several benefits. So, why buy certified organic produce? All certified organic produce is verified.

The "certified organic" label tells you that the foods you purchase have been certified as organically grown by an independent third party. Someone has studied the farm and the operation to verify that the USDA's set of minimum guidelines for certified organic growing are followed.

The independent third party, which in Maine is often MOFGA Certification Services, conducts annual inspections. They visit the farm, walk around, check receipts and compare that to what they see, look at farm plans, crop rotation records, sales records, etc., to make sure all adds up. This adds an additional layer of assurance that the food you are buying has been grown to organic standards.

Certified organic farms must document all crop and soil inputs and develop soil fertility and pest control plans to manage unexpected problems without resorting to prohibited materials. Certification assures that the grower understands organic farming practices. It also assures that the farmer uses these practices such as crop rotation, green manuring, using organic seeds when available, etc.

Organic certification mandates that farmers follow practices that reduce impacts on our environment, our communities and ourselves. Everyone knows that organic food is healthier for our bodies. It is also healthier for our farm workers bodies as they labor growing food, as well as our soil, air, and water, the very resources we need to preserve to continue to grow healthy food.

So when shopping at the Co-op, look for the green produce price tags that say: "Local Organic" with the MOFGA logo displayed on them. Red labels indicate certified organic from away; and blue labels indicate local but not certified organic.

***The "certified organic" label tells you that the foods you purchase have been certified as organically grown by an independent third party.***

# BULK DEPARTMENT UPDATE

AMY COPPAGE, BULK MANAGER



**W**e added many new items in bulk over the winter. **Earth Friendly Ecos:** Free and Clear Dishmate. The dish washing fluid by Bio-Pac that we used to carry seems to have changed their formula, and we were not satisfied with the quality. I've been quite happy with the Ecos products I've tried, and pre-order the bulk laundry soap for myself. It has been difficult to find 5-gallon sizes of many soaps and shampoos; and even when companies make that size, it's often not available from the warehouse that distributes to our area. In the case of Ecos, I'm ordering directly from them, which thankfully is still a good deal.

**44 North Coffee:** More varieties. It's so satisfying to work with beans of such wonderful freshness and quality, as well as a company that is such joy to work with. Note that some varieties such as Ethiopian, Royal Tar and Sumatran, are regulars, but other varieties we will rotate as they are available depending on the season.

**Local dried beans:** We carry Marifax, Jacobs Cattle, and King of the Early. These are subject to supply levels from our distributor and may not be available all summer, but we will keep them as long as we can.

**Grandy Oats:** The organic maple roasted cashews are a big hit!

**Tierra Farms:** Organic Very Berry Mix (with 6 Kinds of dried berries), Organic High Peaks Trail Mix (my new favorite, probably due to the white chocolate bits), and Organic Maple Toasted Coconut Chips (a customer favorite). Note: Tierra Farms is an entirely gluten-free facility.

**Chai Wallahs of Maine:** In addition to their wonderful Assam Chai we now carry Chaga Chai!

**Meristem Herb Co:** We now carry a line of packaged looses tea blends.

## Other great products now in bulk:

- Organic maple syrup granules
- New varieties of organic teas from Zhen's Gypsy Tea
- Organic black lentils
- Organic peanuts; this has been a bit like a bulk holy grail, seeming to be an almost mythical product. We're keeping our finger crossed that they stay available.

In other bulk news, new local vendor, Turning Wheel Farm in Bowdoinham, is providing us with organic Ashwagandha root grown using and biodynamic methods. We'll possibly be getting other med herbs from them as well.

In more sobering news, we saw significant price increases in some bulk items over the winter. Due to excessive freezing temperatures in Turkey during the growing season last year, approximately 90% of the Turkish apricot crop was lost, and this has meant availability issues along with a big price increase. We'll be continuing to watch for the best quality apricots we can get at the best prices. Organic hazelnuts were affected as well, and Tierra farms plans to switch to Canadian grown hazelnuts, which are great quality and are now a competitive price.

Almond prices continue to rise due to a drought in California and increased demand from China. This has driven prices up on almonds, almond butters and many products containing almonds. Tierra Farms and Grandy Oats both have had to raise the price of their granolas for this reason, and there have been a number of dried fruit price increases.

Lastly, a note on bulk sale items: In the Co-op Deals sale flyer you'll periodically see items on sale that you won't find in our bulk department. We try very hard to pick the best offerings from the choices given, but it's not usually practical to bring in a new item for just the duration of the sale, and we make substitutions to try to make sure we're still giving our customers some good deals. There are cases too when they advertise items on sale that we do normally carry but we don't put on sale due to the quality of the sale product. For example, organic walnuts and organic cranberries go on sale periodically, but are available from vendors other than our vendor Tierra Farms. The sale walnuts offered, for instance, are halves and pieces (as opposed to Tierra's whole halves), are not as fresh and contain quite a lot of walnut "dust". It's frustrating, but again we try to offer other items on sale to make up for this. And keep in mind that we can usually pre-order a sale flyer item.

*Turning Wheel Farm in Bowdoinham, is providing us with organic Ashwagandha root grown using and biodynamic methods.*

# GROCERY UPDATE

Many Ways to Save

I hope everyone had a comfortable winter season here in Maine and elsewhere. Here is some information from the grocery department you may find useful when shopping at the Co-op. Be sure to take advantage of the Owner Bonus Buys, highlighted using pink sale tags and the Co-op Deals, using green and white sale tags. Also, take advantage of the coupons in the Co-op Deals flyers located at the front of the store. When you combine using these sales and coupons with the Full Moon Sale, the savings throughout the store can be significant. Have fun saving and shopping at your Blue Hill Co-op store.

Best Regards,  
Michael Luciano



## THE NEWSLETTER TEAM

Hannah Barrows & Beth Dickens, *Managing Editors*  
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### Columnists/Writers:

Marge May, Catherine Princell, Edee Howland, Steve Benson, & Co-op Staff

## LETTERS TO THE EDITOR

We welcome input. Please send a letter to: Letters to the Editor, Blue Hill Co-op, PO Box 1133, Blue Hill, ME 04614, or to [info@bluehill.coop](mailto:info@bluehill.coop). Letters may be edited for style, not content, and should be brief. Please include your name, address, and phone number.

## DISCLAIMER

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# EXERCISE: FRIEND OR FOE?

BY CATHERINE PRINCELL, MS RN

After a long winter, exercise may not be at the top of your list of things to do on a regular basis. The most common barrier to a regular physical activity routine is the lack of time. Work, family obligations and other realities of daily life often get in the way of our best intentions to be more active.

Being physically active is important to prevent heart disease and stroke, reduce blood pressure and cholesterol levels, reduce the risk of getting diabetes, manage diabetes if you have it, manage obesity and also is a great way to reduce stress levels. To improve overall health, the recommendation is at least 150 minutes per week of moderate exercise or 75 minutes per week of vigorous exercise (or a combination of moderate and vigorous activity). Thirty minutes a day, five times a week is an easy goal to remember. You will experience benefits even if you divide your time into two or three segments of 10 to 15 minutes per day.

For people who want to lower their blood pressure or cholesterol, the recommendation is 40 minutes of aerobic exercise of moderate to vigorous intensity three to four times a week. If you want to lose weight, any activity that makes you move your body and burn calories will help. Consider taking the stairs, parking farther away from an entrance, or taking extra laps around a store while you are shopping.

Let's get back to that barrier, the lack of time. Part of our perception of time relates to the rush of the day and the fact that we don't look at what we are doing very closely...who has time for that? One way to overcome the "no time" barrier is to take a look at your daily schedule. Monitor your activities for one week and identify at least three 30-minute slots you could use for physical activity. Select activities that are nearby and can fit into your home or work routine. Walking in your neighborhood, climbing stairs at your office or exercising while you watch TV are all good options. I take laps around the office building where I work when the weather is nice and laps inside the office building when the weather is bad.

Another barrier that appears when the exercise word is mentioned is lack of motivation, energy, or both. This one requires planning to overcome. Schedule physical activity for specific times/days and "check" it off your list or calendar each time you complete it. For many of us, if we don't schedule a time for specific exercise, the day is gone before we realize it! Determine what time of day you feel more energetic and try to fit activity into that time frame. It can take a while to build a new habit, so be patient. One way is to try to exercise around the same time each day. Once it becomes a habit, you'll miss it if you skip a session, and that is a good thing!

Find a way to exercise that best fits your personality. If you are a social person, maybe an exercise class is for you, or a friend to walk with you, or a group of folks who share your goals to

both improve health and have fun! If you prefer having time to yourself, walking or jogging alone might be better.

Set realistic goals. If you don't live near a gym, it will be hard to develop a habit of going to the gym. If you are not a morning person, that 6 AM boot camp class may not be the best choice. It's OK to break up your physical activity into short segments. The American Heart Association recommends 30 minutes a day of exercise most days, but if that seems too hard, try three 10-minute workout sessions. You could do a quick calisthenics routine when you wake up, take a brief walk after lunch at work and if you stop to shop for groceries on the way home from work take extra laps around the store. I have even walked in place in my office while on the phone. There are many ways to fit exercise into your life and it doesn't have to be expensive!

That brings us to another barrier, setting unattainable goals. If you are not a regular exerciser it may not be a good idea to attempt a five-mile hike as your first activity. If you have never done weight training, those 10 pound hand weights might be too heavy to think about lifting 10 times in a row. Also, that advanced Yoga class may be a stretch if you have never done many flexibility exercises. Start slowly and help yourself be successful as that keeps the motivation level up. A 5 minute daily walk can gradually grow to 30 minutes before you know it and that keeps the activity at a safe level as you build the endurance to exercise longer. Look for chances to be more active during the day. Walk instead of taking the elevator or take 10-15 minute breaks during the day for walking or some other physical activity. I deliver messages in person as often as I can so that I walk to a co-worker's office.

In the beginning keep a record of your activities and build a reward in for the weeks that you meet your goals. Don't get discouraged if you stop for a while. Start again gradually and work up to your old pace. Regular physical activity can relieve tension, anxiety, depression and anger. You may not only notice a "feel good sensation" immediately following your physical activity, but most people also note an improvement in general well-being over time as physical activity becomes a part of their routine. Without regular physical activity, the body slowly loses its strength, stamina and ability to function well. People who are physically active and have a healthy weight live about 7 years longer than those who are not active and are obese. Just one more thought... have some fun. If exercise is always perceived as "work" it can become a foe very easily. I like to keep exercise as my friend, how about you?

## References:

American Heart Association, American Diabetes Association, American College of Sportsmedicine

# RELOCATION REPORT

BY AARON DORITY

This winter on more than a few snowy days, when traveling 45 minutes over snowy roads to work just didn't seem wise, I've opted to park myself at a table in the Co-op's cafe, sip a hot coffee, enjoy a walnut-peach or ginger muffin, or sometimes smoked salmon on a bagel, and catch up on writing. Of course, this is always the place to see my fifty closest friends: the carpenter filling up a mug, the mother and her two kids coming in from sledding, the couple catching up over sandwiches by the windows, the friendly Co-op staff, and many others who had the same idea as me. It's no surprise, given the traffic in this community-hub, that the cafe is one of the most profitable departments in the Co-op.

On more than one occasion, I've run into friends elsewhere, the library for instance, then walked into the cafe at the Co-op only to see the same people again. Sometimes though, I just want to grab a quick bite and head out - something that's nearly impossible in the summer with the throng of customers hovering around the bottleneck at the deli. So, you ask, when will we be able to enjoy this new cafe in the new Co-op that everyone is now talking about? And, what are all of you board members doing to move this store down the road?

Well, thank you for asking! A lot has happened in the past year and a half: architectural design work, store layout, a fundraising feasibility study, member surveys, and of course the purchase of a 5.5 acre parcel on South Street where we will build the new store. Thank you to all of you who have helped to get us to this point (this isn't exactly a new idea - just ask a few former board members from 10 or so years ago), and thank you to all of you who will help us finish the work that we have collectively (cooperatively?) begun.

Selecting from our talented pool of local architects, our board voted to hire Stahnke and Kitagawa of Brooksville to develop the plans and drawings that meet the needs of the business and our member-owners. Bruce Stahnke engaged civil engineers, Department of Transportation officials, Co-op department managers, and many, many others in the development of a concept design that the board is now very excited about. The result? A nearly 12,000 square foot footprint design with roughly 11,000 square feet of south facing roof space that will maximize our photo-voltaic solar system in pursuit of our net-neutral energy consumption goal.

Throughout this process, Bruce consciously and deliberately pursued a design that fits our community - not simply an out-of-the box store design that you might encounter just about anywhere. Our membership and our staff and board made it quite clear from the beginning that the quirky feel of the Co-op is something that we want to pack up and bring with us to South Street (minus the cramped, cart-bumping congested

feeling described in the BOD article).

How exactly we do this is as much an art as a science. When all is built and opened for business, we want a store that attracts a growing membership, offers an inviting experience, sells healthy, locally-sourced, organic, GMO-free food, and turns a profit doing all of this.

*As we continue to tweak plans and crunch numbers, we invite you with your energy and enthusiasm to participate in the process.*

So, how do we get to that point? That's what we asked Gary Friedman, a fundraising consultant who has worked with numerous local nonprofit organizations when they raised money for expansions. If the people who live and vacation on the Blue Hill Peninsula believe in and strongly support the philanthropic missions of places like the Bay School, the library, the hospital, and other nonprofits, we reasoned that our community will also support the cooperative mission of our business - the same way they support the other mainstays of our community.

Of course, while a 501(C)(3) may receive tax-deductible contributions, the power of food co-ops like ours to raise capital and expand resides in large part in our membership. While conventional grants and loans exist, and we'll certainly use them, we'll also need our existing and new members to help us achieve our fundraising goal. All successful capital campaigns start with a feasibility study, and that is what Gary Friedman is doing for us right now. The short survey that you all received helps inform this process. What we've heard from the community so far is very encouraging.

As we continue to tweak plans and crunch numbers, we invite you with your energy and enthusiasm to participate in the process. There are six committees working behind the scenes for the Co-op, including the Relocation and Capital Campaign committees which tie-in directly with the move to our new location. If you want to join a committee (and receive a 10% working member discount), please contact the Board of Directors.

Finally, we are also encouraged that our business has been growing, 7 percent in the past year, which is more than double most conventional grocery stores. The cooperative model generally, and our store specifically is in great shape. Now, you and I and all of our 49 closest friends who enjoy that coffee and a bagel, warm soup or hearty sandwich at the Co-op cafe together can feel confident in our local business with a big vision that is finally much closer to reality.

## SCENES THAT ARE BRIGHTEST.

(FROM "MARTANA.")

William Vincent Wallace.

*Andante.* 0. 92

1. Scenes that are brightest May gleam, While hearts which are the best And eyes that  
 2. Words cannot scatter the thoughts of fear, For tho' the matter, They mock the

A. B. C. D. E. F. G. H. I. J. K. L. M. N. O. P. Q. R. S. T. U. V. W. X. Y. Z.

loves us How sad they seem With none do love us How sad they seem

Artwork by Jessica Harris, Cafe Staff

## WEEKLY CAFÉ LUNCH SPECIALS

MONDAYS: Pizza  
 (Vegan Options)

TUESDAYS: Quesadillas  
 (Meat, Vegetarian, & Vegan Options)

WEDNESDAYS: Grilled Sandwiches  
 (Meat, Vegetarian & Vegan Options)

THURSDAYS: Reubens  
 (Meat, Vegetarian, & Vegan Options)

FRIDAYS: Burritos  
 (Meat, Vegetarian, & Vegan Options)

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 Maine, 04472

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2015 FULL MOON SALES  
 10% Off All Day for Co-op Members.

Saturday, April 4<sup>th</sup> • Sunday, May 3<sup>rd</sup>  
 Tuesday, June 2<sup>nd</sup> • Wednesday, July 1<sup>st</sup> • Friday, July 31<sup>rd</sup>





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Mark Deeny,  
*General Manager*

**Store Hours:**

7am - 7pm Monday - Saturday

8am - 6pm Sundays  
(Starting April 1st)  
7am - 7pm

(207) 374-2165  
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