

# The Harvest Herald

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Presented by BLUE HILL CO-OP  
Winter 2019

## Wintertime at the Blue Hill Co-op



Kevin Gadsby  
General Manager  
Co-op Owner since 2016

With the end of 2019 rapidly approaching, I thought it best to take a moment to reflect on this past year and the major achievement for Blue Hill Co-op. 2019 is the year our Co-op Owners brought to fruition our amazingly successful fundraising campaign, enabling us to make the monumental move from Ellsworth

Road to our beautiful new storefront on South Street. It's the year we crossed over 2,000 Owners. It's also the year we received

a very generous grant from the Anahata Foundation that fully covers the cost of our solar array, with installation by ReVision Energy currently underway. Did you know that ReVision Energy is a 100% employee-owned B-Corp?

We are thrilled to partner

with ReVision on this very exciting project in the continued development of our new South Street location.

Perhaps you've heard the news that we hired Max Mattes as our new café manager. The aroma drifting through the corridor on a daily basis brings back-office staff out front each day with excitement to see what landed on the food bar. Customers too come in daily to see what the menu holds. Max

comes to us most recently from Deepwater Brew Pub in Blue Hill and has been a vital part of Edible Island on Deer Isle/Stonington.

Max has many great ideas and is full of inspiration about the many ways we can enhance and continue to develop our café offerings (read more on pages 3 and 11). Stop in today to see, smell, & taste what's cookin' from the Co-op Café.

In other news, we recently sent out a letter to our Co-op

Since opening the doors on July 27, we have grown each month at around 35% compared to monthly sales at 4 Ellsworth Road.



ReVision Energy installing solar array - Photo courtesy of ReVision Energy

community looking to gather ideas, encourage contributions, and foster collaboration from area artists in an effort to add warmth to our new Co-op space. The response has been great. We have many creative and talented people that wish to contribute to the continued evolution of Blue Hill Co-op. Stay tuned for future developments.

Continued on page 2

### In this Issue:

Wintertime at the Blue Hill Co-op pg. 1 & 2  
By The Numbers pg. 2  
Ownership at a Glance pg. 2  
The Co-op's "A Guide To" Series Grows pg. 3  
New Co-op Faces pg. 3 & 4  
Coming Events pg. 4  
2020 Change For Good Recipients pg. 5  
2020 Full Moon Dates & Names pg. 5  
Chocolate Spotlight: Tony's Chocopolony pg. 6  
The Seeds of Spring pg. 6  
Honoring Local Featuring Balfour Farm pg. 7  
Art in the Café pg. 7  
Grocery in Winter pg. 8  
Winter Cooking pg. 8  
Learn About Classical Homeopathy pg. 9  
Crossword pg. 9  
A Check in With Health & Wellness pg. 10  
The Café Future pg. 11  
Candidate Bios pg. 11  
Saving with Co-op Tags pg. 12  
Best of #bluehillcoop pg. 12



## By the Numbers

Business has been booming! Here are some of the numbers from this quarter.

CAFÉ MUFFINS: 3,516

CHICKEN SALAD SANDWICHES: 891

TINDER HEARTH BREAD: 807 LOAFS

RED GRAPES: 1,319.81 LBS

CRIMINI MUSHROOMS: 244.11 LBS

FRESH GROUND PEANUT BUTTER: 232.39 LBS

RAW PUMPKIN SEEDS: 193.04 LBS

PARMIGIANO-REGGIANO: 48.28 LBS

## Ownership at a Glance

NEW OWNERS  
THIS QUARTER: 93

TOTAL ACTIVE OWNERS: 2069

EQUITY THIS QUARTER: \$9,300

Did you know that 56% of our owners are fully vested? This means that they have paid their full \$200 of equity.

Wondering how much of your equity is left? Ask a cashier the next time you're at the check-out.

*Continued from page 1*

One of the many things that have kept staff busy these past few months is evaluating our pricing storewide, which is a high priority. As I have communicated to many, there were some technical glitches in our point-of-sale system as we migrated from the old to the new, the effect of which was a pricing scenario based primarily on the old store rather than the new, larger store. One of the advantages of a bigger space is the increase in product selection that increases sales volume. The increase in sales volume will ultimately translate to better prices on the shelf. The more products we sell requires more purchasing by departments. Greater purchasing volume creates greater purchasing power. Greater purchasing power creates better pricing for us and ultimately better prices for all our customers. Since opening the doors on July 27, we have grown each month at around 35% compared to monthly sales at 4 Ellsworth Road. This growth rate equals an average of over \$3,500 in additional sales each day. Total sales in August grew by \$140,958 ending at \$543,995; September grew by \$108,691 with total sales at \$386,234; October grew by \$93,553 finishing at \$350,235 and November resulted in a growth rate of 42% with sales at \$309,319; up

from \$218,011 in November 2018.

We have updated shelf-tags across the store that reflect lower prices. These lower prices typically range from .20 cents less to over \$1.00 less depending on the item cost and target department margin. We also use a variable margin system



*Catherine Nevin, wearing a batch of updated price shelf tags  
Photo by Jennifer Coolidge*

within departments enabling us to offer staple items such as milk, butter, and bread at lower prices. Please be patient with us as we continue to make these changes. We are also working on increasing Co-op Deals (green tags) and Co-op Basics (purple tags) offerings, both of which offer significant

savings to our shoppers. Co-op Deals is a bi-weekly sales event on select items throughout the store. Co-op Basics is a program that provides select brands at everyday low prices, many of which rival any grocery retailer. While we continue to work toward better pricing for you, we are asking

op, as both programs offer significant savings on many popular items throughout the store (read more on page 12).

It's become obvious that our customer base has grown since opening the doors. We are currently pushing toward 2,100 Owners. In addition, there are many non-owners who shop daily. We see new faces each day. This is great news and has always been one of the objectives of expansion. In August, we received an additional 2,406 customers compared to August of 2018. In September, we welcomed 2,718 more customers, and in October, that number swelled to 3,280 additional transactional customers compared to October 2018. November saw a growth of 3,043 transactions. We saw record-breaking sales the two days prior to Thanksgiving. Sales on Tuesday, 11/26, were \$23,722 – the second-highest day of sales since Grand Opening Day. This is a welcoming trend, and one that we hope carries through the coming year.

Many, many thanks to our incredibly supportive Co-op community and dedicated staff that has made all of this possible. May blessings of peace, safety, and abundance be yours as we enter a new decade, and may Blue Hill Co-op continue to prosper and grow.

Your Co-op GM - Kevin



# The Co-op's "A Guide To" Series Grows



Kipp Hopkins  
Marketing Manager  
Co-op Owner since 2006

Last autumn, I put together a simple poster to hang near the produce department. "A Guide to Winter Squash" featuring my own artwork of all the best varieties of these winter classics. Little did I know that a year later, we would have bags, towels, aprons, cards, posters, and a calendar featuring the various "A Guide To" editions.

It all started with the posters, which at first were no more than decorations for the store. After requests from customers, they are now available for purchase. Next, we got cotton tea towels printed, which have been very popular. The aprons, which are made from the tea towels by Martha, our General Merchandise Buyer, soon followed. As I write this article, we're eagerly anticipating the arrival of a reusable bag made with recycled plastic and printed with our Guide to Apples. We're also waiting for greeting cards.

As the artist behind these guides, I love all these iterations. But, I have to say, my favorite is the calendar, which arrived quite recently. It features four brand new guides that were created especially for it. As far as I know, this is the first year that the Co-op has produced our own calendar. I had a lot of fun formatting the calendar (I swear I'm

human), including as many holidays as possible and making sure the full moons were clearly marked. Each month also includes information about the category of the guide. For instance, did you know that stone fruits are also called drupes? Or that the pomelo is one of the original citrus fruits? As a massive nerd, I love this kind of stuff.

The guides are as follows: January/Citrus, February/Peppers, March/Mushrooms, April/Onions, May/Edible Flowers, June/Leafy Greens, July/Stone Fruit, August/Melons, September/Apples, October/Winter Squash, November/Root Vegetables, December/Holiday Foods.



With 2020 looming and the holidays upon us, check out all the "A Guide To" options in the Co-op gift section, just inside the entrance, to the left.

# New Co-op Faces



Allison Watters  
Co-op Owner since 2006

Max Mattes,  
Café Manager

A self-described "lifer" in the food service industry, Max Mattes is enormously excited to bring his skills and talents to the Blue Hill Co-op as Café Manager. He comes to us from his work with Ingrid Bengis, a nationally-known distributor of seafood in Stonington, Maine, and from Pilgrim's Inn on Deer Isle. He has also worked with Edible Island, where he introduces school-age kids on Deer Isle to the joys of cooking, empowering them to create their own meals.



Max Mattes  
Photo by Kipp Hopkins

This job is an excellent fit for Max as he looks to make connections with the local community through the food that he presents. On a day-to-day basis, Max is looking to keep the Grab & Go stocked with a wide variety of choices, and to continue filling the new hot bar with a consis-

tently delicious array of options. Creating recipe and meal plans for customers will make it even easier for people to answer the question: What's for supper tonight?

Max believes that the café's seventy-seat restaurant holds a myriad of possibilities for the future. He wants to hold more community events there, and the possibility of a liquor license for the space, as well as renting it out to other area groups have been floated as well. In the meantime, Max has been carefully thinking about how to serve the existing customer base best while reaching out to a new demographic in the area. He will continue prioritizing local and seasonably-prepared products, and welcomes a dialogue with the community about where the café goes from here.

Nolan Razler Conn,  
Grocery Buyer

New to the area but not to the service industry, Nolan has quickly made himself indispensable to the customers of the new Co-op. He is officially a grocery buyer but has been particularly tasked with increasing the Co-op's purchasing of local goods overall. Nolan also heads up the meat department at the new store with its extensive fresh meat case. He is proud to bring some guid-

*Continued on page 4*

## Co-op Board Officers & Members

President: Mia Strong  
Vice President: Jim Picariello  
Secretary: Susan Snider  
Treasurer: Tim Tunney  
Diane Bianco  
Jerome Lawther  
Edie Dunham  
Aaron Dority  
Deborah Evans  
Jen Traub  
Paul McNulty

Board Meetings are held on the third Tuesday of every month at 6:30. They are either at the Blue Hill Library in the Howard Room or at the Blue Hill Co-op in the café.

## The Newsletter Team

Managing Editor: Kipp Sienna Hopkins  
newsletter@bluehill.coop  
Art, Images, and Layout: Kipp Sienna Hopkins  
Advertisements: Jennifer Coolidge  
Contributors/Writers: Co-op Staff & Working Owners

### LETTERS TO THE EDITOR

We welcome input. Please send letters to: Letters to the Editor, Blue Hill Co-op, PO Box 1133, Blue Hill, ME 04642 or email them to newsletter@bluehill.coop. Letters may be edited for style, not for content, and should be brief. Please include your name, address, and phone number.

### DISCLAIMER

The Blue Hill Co-op serves a diverse community. It is within the vision of this co-op to strive to embrace diversity and to meet as many needs as possible. Opinions and viewpoints shared within this newsletter are neither endorsed or disregarded. Editorial content is intended for informational purposes only and is not intended to diagnose, prescribe, recommend or offer medical advice. Newsletter articles do not necessarily reflect the opinions of the board, staff, management, or Newsletter Team. Advertisements will be sold at the discretion of the Advertising Coordinator who reserves the right to refuse and edit submissions.



Are you an Owner?  
Do you like to write?

Article submissions by Owners can go towards Working Owner Hours. Contact Jennifer Coolidge for more information.

[ownership@bluehill.coop](mailto:ownership@bluehill.coop)

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## Coming Events

Find out more at [facebook.com/bluehillcoop](https://facebook.com/bluehillcoop)

### Co-op Movie Series - *Bag It*

Friday, January 10, 2019

7:00 PM - 9:00 PM

Blue Hill Public Library - Blue Hill

### Love our Owners Membership Drive

February 1st-29th, 2020

### Co-op Movie Series - *The Living Change*

Friday, February 14, 2020

7:00 PM - 9:00 PM

Blue Hill Public Library - Blue Hill

### Co-op Movie Series - *The Public*

Friday, March 13, 2020

7:00 PM - 9:00 PM

Blue Hill Public Library - Blue Hill

*Continued from page 3*

ed thought to what sorts of local meats to stock there. Nolan's driving philosophy is to keep this section of the store as local as possible, and he is wholly committed to supporting small-scale ethical practices and farmers whose animals range free on pasture. He has continued to work with those farmers who have supported the Co-op for some time, as well as forging new relationships. He is excited to help area farms create more profitable enterprises and emphasizes farm visits as part of his work.



Nolan Conn

Photo by Kipp Hopkins

So what can you find in the meat section of the Co-op these days? Nolan regularly stocks a variety of fresh cuts of beef, veal, lamb, pork, and chicken. He has also searched out some farms further afield in the state to supply the Co-op with such rarities as bison, boar, and yak meat. All of these items are available frozen as well.

Nolan is excited to continue the trajectory of growth that the Co-op is currently enjoying. He is also particularly interested in developing some plans to provide the Co-op's customers with a better selection of seafood options in the future.

### Jaci Emerson, Bookkeeper

Born and raised in Illinois, Jaci grew up the child of a business owner. Her first accounting

experience was helping her father with his monthly customer billing. While serving in the Navy as a Storekeeper, she was assigned to the former Navy base at Winter Harbor, Maine, where she met her husband. They were transferred shortly afterward, and Jaci returned to school, obtaining an AAS in Accounting while working as a bookkeeper for several businesses, including a multi-million dollar company. After raising their children in the midwest, the pair were on the lookout for an opportunity to move back to the state. In 2018 they got their chance and settled on the outskirts of Ellsworth.

Soon after the couple returned, Jaci learned of the opening for the Co-op's bookkeeper position, so they visited there and enjoyed lunch. Jaci decided to apply, and with her thirty-five years of experience in the field, was welcomed



Jaci Emerson

Photo by Kipp Hopkins

to the staff. Her current tasks involve the daily balancing of the cash drawers and making deposits. She also processes all the invoices in the system, pays the bills, and manages the payroll for what is currently about fifty-five employees. Additionally, she's evaluating accounting practices and streamlining the financial activity that has made the transition from the old store's accounting software to the new facility's systems.

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# 2020 Change For Good Recipients



Jennifer Coolidge  
*Ownership Coordinator*  
*Co-op Owner since 2004*

In the past, the Blue Hill Co-op limited the donations to 1% of our Full Moon sales each month. In 2016, we adopted the donation-at-the-register program. Change For Good, gives patrons the ability to round up their purchases to the nearest dollar, up to any denomination they choose. That money is gifted to organizations that work to improve our local communities. This allows for an increase in our potential contributions to local recipients and gives our Co-op patrons the ability to have a direct hand in donating to organizations they believe in. Since the beginning of this year, up to the end of November, our patrons have raised \$1,719.08 for these fantastic organizations. We are truly blessed to be in such a generous community.



needs are still high. Here's who we have coming up:

*January: Covenant Community Land Trust*  
*February: Island Health & Wellness Foundation*  
*March: WERU*  
*April: Cottontail Cottage Animal Rescue*  
*May: The American Legion Duffy Westcott Post 85*  
*June: Blue Hill Heritage Trust*  
*July: Tree of Life Food Pantry*  
*August: Island Food Pantry*  
*September: Hancock County 4H*  
*October: Simmering Pot*  
*November: New Surry Theatre*

You'll notice some thing new near the registers. The receiving organization will have an informational table explaining how they serve the community and how they will use the donation. Let's see if we can increase our contributions in the following months when we have less support from our seasonal community, but the

*December: Brooksville Free Public Library*  
*January: Down East Community Partners*  
*February: Peace Ridge Sanctuary*  
*March: Ellsworth Public Library Loan Forgiveness*  
*April: MOFGA*  
*May: Nichols Day Camp*  
*June: Shaw Institute*  
*July: Mano en Mano*  
*August: Mable Wadsworth Health Center*  
*September: The Magic Food Bus*  
*October: Nibezun*  
*November: Tree of Life Food Pantry*  
*December: Emmaus Homeless Shelter*

Thank you for your continued generosity. Those pennies really do add up!



## 2020 Full Moon Dates and Names

**January 10th Full Wolf Moon:** In January, the snow blankets the world in stillness. The howling of the wolves can be heard clearly, moving across the frozen landscape. When the Algonquin tribes named this moon, wolves were still common in New England.

**February 9th Full Snow Moon:** As winter approaches its close, but temperatures remain cold, the snow piles high. Many Algonquin tribes used this as inspiration for this moon's name. Some tribes called it the Hunger Moon, as hunting could become scarce at the end of winter.

**March 9th Full Worm Moon:** When the snow begins to melt, and the earthworms start stirring, it is a sure sign of spring, a welcome event after a long winter. Other names include Crow Moon, Crust Moon, and Sap Moon. Early European settlers called it the Lenten Moon.

**April 8th Full Pink Moon:** One of the first flowers of spring is the pink-hued ground phlox, awakening the brown landscape. Other names also honored the early signs of spring, such as Sprouting Grass Moon, Egg Moon, and Fish Moon on the coast.

**May 7th Full Flower Moon:** As the old rhyme states, April showers bring May flowers. As more plants bloom, the world transforms with a colorful palette. This moon has also been called the Corn Planting Moon and the Milk Moon.

**June 5th Full Strawberry Moon:** The warm June weather brings wild strawberries, a delightful treat. It's a good idea to pick as many as you can while the season lasts. This is the only moon called the same thing by all the Algonquin tribes.

**July 5th Full Buck Moon:** In July, bucks begin to grow antlers, distinguishing them from the female deer. This moon has also been called Thunder Moon, thanks to the frequent lightning storms that New England experiences in the summer heat.

**August 3rd Full Sturgeon Moon:** In the Great Lakes region, Sturgeon are most easily caught in August, inspiring this name. The August moon is also often tinted red, leading some Tribes to call it the Red Moon. Other names include Green Corn Moon and Grain Moon.

**September 2nd Full Harvest Moon:** Many of the staple crops of the Algonquin tribes, such as corn, squash, rice, and beans, are ready to harvest at this time. The light of the full moon also enabled crops to be gathered late into the evening. Traditionally the name was given to the full moon closest to the equinox.

**October 1st Full Hunter's Moon:** As the autumn begins, the deer are at their plumpest. The leaves are falling, making animals easier to spot. It is an ideal hunting time.

**October 31st Full Blue Moon:** Since the moon is on a 28-day cycle, sometimes a month will have two full moons. The extra moon is called a Blue Moon. Hence, once in a blue moon is pretty rare. Since the occasional occurrence of an extra full moon in a calendar month doesn't change the hue of the moon, it's unclear where the name came from.

**November 30th Full Beaver Moon:** As winter comes on, beavers are busy preparing their lodges for winter. It was the time to trap beavers and acquire their furs for winter. It's an excellent time to hunker down and get ready for the cold months to come. Some tribes called it the Frosty Moon.

**December 30th Full Cold Moon:** December brings colder days and the longest nights of the year. Thus, this moon was called the Cold Moon by some tribes and the Long Night Moon by others. English settlers tended to call it the Moon Before Yule.



# Chocolate Spotlight: Toney's Chocolonely



Kipp Hopkins  
Marketing Manager  
Co-op Owner since 2006

With all the different chocolate varieties available at the Co-op, sometimes it can feel a little overwhelming. Don't get us wrong; there are worse things to be overwhelmed by than chocolate. But, oh, the agony of choice. With the holidays upon us, we'd like to bring your attention to the hefty, brightly-colored, creatively named Tony's Chocolonely.

Not only is the chocolate delicious and the packaging fun, but the company is making the world a better place, one bar at a time. They've made it their mission to stop slavery in the chocolate trade. If you're thinking, surely, slavery is illegal? You'd be entirely correct. Unfortunately, the chocolate

trade is dominated by a few giants who keep a chokehold on the price of cocoa. This forces farmers to live in poverty and has created a situation where child labor and slavery can take root. Currently, there are slaves and children, growing cocoa in West Africa illegally. Tony's Chocolonely is all about putting an end to this.

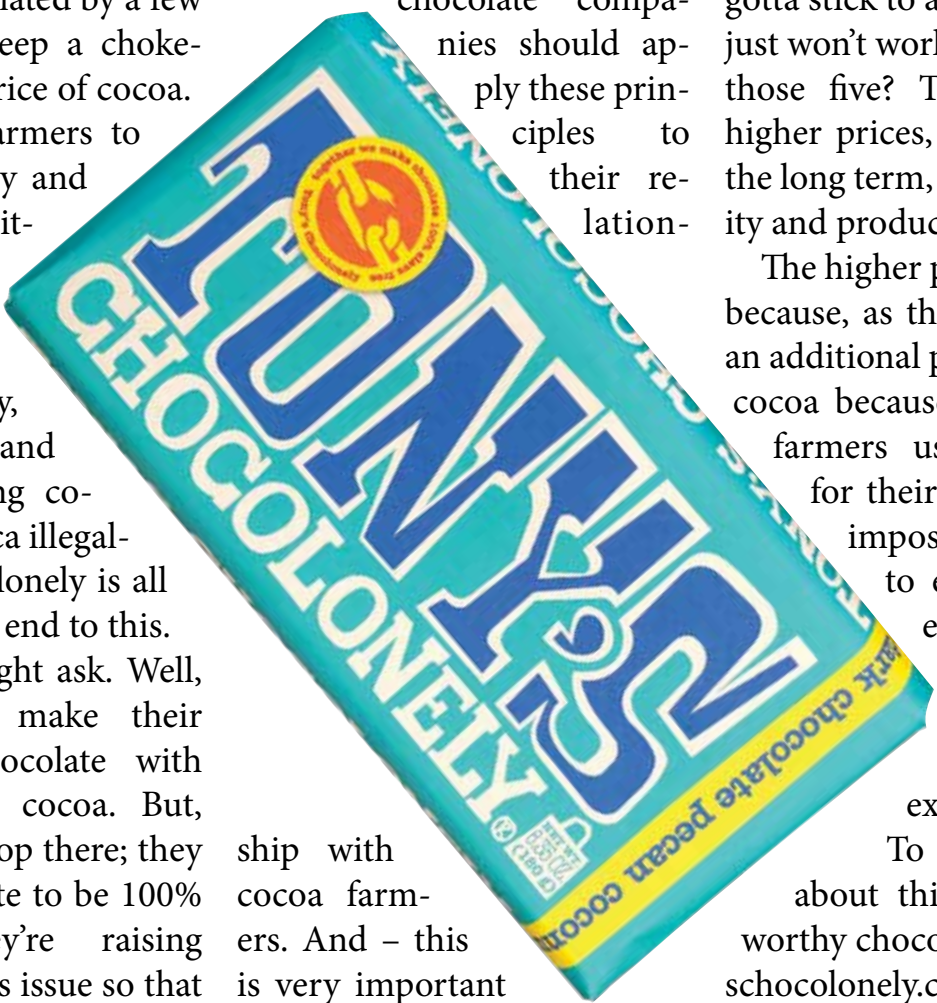
How? You might ask. Well, first off, they make their scrumptious chocolate with 100% slave-free cocoa. But, they don't just stop there; they want all chocolate to be 100% slave-free. They're raising awareness on this issue so that together we can halt it. We'll let them explain a bit more. "Our rules of the game for slave-free cocoa is based on 5 sourcing principles. We believe that all

chocolate companies should apply these principles to their relationship with cocoa farmers. And – this is very important – the rules will only work if you use all of the principles together. So, picking out 2 or 3 and doing your own thing is not an option. You

gotta stick to all 5, otherwise it just won't work." And what are those five? Traceable beans, higher prices, strong farmers, the long term, and better quality and productivity.

The higher price is essential, because, as they say, "We pay an additional premium for our cocoa because the price that farmers usually get paid for their cocoa makes it impossible for them to escape the poverty gap. They don't even earn enough to cover their expenses."

To find out more about this delicious and worthy chocolate, go to [tonyschocolonely.com](http://tonyschocolonely.com). We've got seven flavors in two sizes. Stop in and try some!



## The Seeds of Spring



Matthew Tunnessen  
Produce Manager  
Co-op Owner since 2012

The holidays we are currently in the midst of are generally about finding some light in the present darkness. So, in produce, as we settle in for the long winter, we have recently brought in our collection of seeds for the new year.

I enjoy bringing in seeds

from Hudson Valley Seed Co. because their beautiful packaging is wonderful to enjoy now for their artistry while their contents speak of hope for the coming year.



In addition to their seed packs, gift boxes, and note cards, this year, they are introducing Wildflower Seed Shakers. These are designed to sow beautiful meadows of pollinator flowers easily.

They come in four different varieties: Bee Friendly, Bird Lovers, Colorscape Meadow, and Shady Meadow, and most varieties are based around perennials so the fields will continue to develop year after year. Each seed shaker plants 100 square feet and contains up to 20 flower varieties and features artwork packaging by artist Cynthia Cliff.

### Blossom Studio & Gallery

58 Main Street (side entrance)

Facebook & Instagram [BlossomStudioandGallery](https://www.facebook.com/BlossomStudioandGallery)

Winter Hours: Tuesdays thru. Saturdays 10 to 2



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Joanne LaCarrubba Steenberg

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# Honoring Local Featuring Balfour Farm



Robin Byrne  
Cheese Manager  
Co-op Owner since  
2002

Livestock raised with the most love produce the best cheese and charcuterie. Our local farmers know this better than most. They know this as a way of life.

We invite you to visit our cheese and charcuterie island to see the growing number of farms, dairies, and food producers represented there.



Heather and Marylou  
Photo by Kipp Hopkins

Back in November, Heather Donahue and her mother Marylou of Balfour Farm in Pittsfield, Maine offered a demo

of their wonderful cheeses. Heather and her husband Doug own and run Balfour, a MOFGA Certified Organic farm that raises Normande cows. For nearly twenty years, the Donahues have been farming. Currently, the farm has twelve cows and sits atop rolling pastures. As one of Maine's rare farmstead creameries, it supplies all the milk for the products it produces: yogurts, raw milk, aged cheeses, fresh cheeses, and other cultured products. And to think it all started with a couple of chickens, one pig, and one cow!

The herd at Balfour Farm is comprised of Normande and Normande crosses. Normande cattle are a dual-purpose breed and can be used for both milk and beef production. They most often have colorful patches on the ears, nose, and eyes, the distinguishing marks of the breed, which makes them fun to look at!

By pasture raising Normande cattle, it produces a milk that is rich in butterfat



Proverbs the cow - Photo courtesy of Balfour Farm

and proteins, noticeable in the golden color of all of their products. This creates a higher-than-usual yield for cheese-making. We can thank Heather and Doug for pasture-raising and grass-feeding so we can enjoy their products full of local love! A little treat of organic grain at milking time, which is once per day in the morning, is another way they work a little love into the magic!

Not much goes to waste on a small farm. For instance, the whey from the cheese-making gets added to the pig feed, and

the pigs are rotated through woodland areas to help clear brush and undergrowth to prepare new grazing areas for the cows. It's a beautiful relationship Heather and Doug have with their animals, land, and customers.

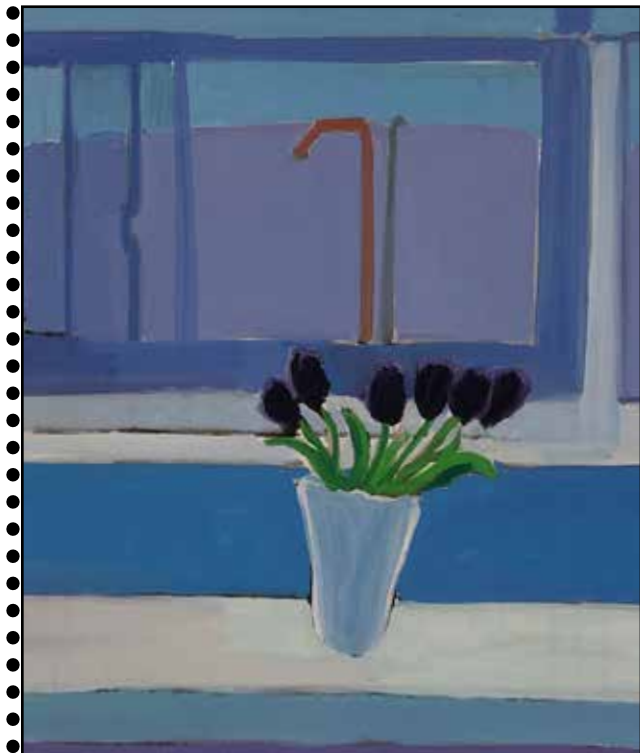
Currently, we are stocking Balfour's award-winning aged Gouda and aged Smoky Ghost Cheddar.

Enjoy the season to the fullest and eat more cheese!

## Art in the Café

### SEPTEMBER

Jane McNichol



### OCTOBER

Phil Chase



### NOVEMBER

Keith Herklotz



Interested in having your artwork exhibited at the Blue Hill Co-op?  
Contact Kipp Hopkins at (207)-374-2165 or [marketing@bluehill.coop](mailto:marketing@bluehill.coop)



# Grocery in Winter



John McClement  
Grocery Manager  
Co-op Owner since  
2018

December salutations from the “trenches” in the Grocery Department here at the Co-op! We made it through the fall and Thanksgiving madness without too much scarring, and we’re now ramping up to celebrate Hanukkah, Christmas, and Kwanzaa and pack the store with earthly delights to make your celebrations memorable.

Almost four months of navigating the uncharted waters of the Grocery Department at the new store have been challenging, exhausting, exhilarating, confusing, eye-opening, absurd, hilarious, and somewhere in there, a bit comforting! Coming from a satellite of the restaurant industry where the majority of the food produced was from scratch, it’s been a fascinating exploration of the hundreds of products available that promise to make your life a little bit easier and ever-so-much-more-delicious all at once! Who knew there could possibly be so many flavors of organic salad dressings or quick-cook rice variations? Teas to enhance every mood and help treat every ailment known to man! Protein bars that will not only get you through until your next meal, but may also assist you to slim down or bulk up along the way, and will easily fit with your choices. Vegetarian or vegan, following a Keto, Paleo, DASH, Flexitarian, Mediterranean, MIND or TLC diet, gluten-free, sugar adverse, salt-avoiding, fiber-fixated or just plain tuckered out from trying to figure out and adhere to the diet that is best for you! AND... Is there any way that the ingredients lists could be printed a bit bigger or more boldly so you can actually read what’s inside that mystery package?

Ahhh, the world of “Triple B’s and a C” (that’s boxes, bags, bottles, and cans for all you uninitiated...). It has spurred me on to develop a new hobby, which is trying to track the corporate ownership of a number of brands carried at the store. Somewhere along the way in the last 20 years,

corporate America heard the battle cry “There’s gold in them thar foods!” and original organic brands that first appeared in the 1970s and too many others from later periods have been bought and traded back and forth among some of America’s biggest food titans such as Con Agra, Mondelez (Kraft), General Mills, Unilever, Nestle and a host of other mega-companies. Is it bad? Not necessarily, as these companies are, for the most part, adhering to the purity of the original product. The danger comes from their lobbying power in Washington, where the rules and regulations for determining what foods can be labeled organic keep getting watered down to accommodate their quest for more money. I call these foods “corporganic,” and I’ll keep you posted on their journey through the halls of government and Wall Street. Co-op food police? You betcha!

The high point of the last few months has been getting to know our local producers, and working on getting more local products in the store. The proof is in the pudding as so many of these products have or are developing a strong fan base, and we all seem willing to pay a few cents more to have these special foods in the store to support a truly local food economy. The word is out as I almost daily field calls from producers who would like to have the fruits of their labor featured on our shelves.

I’m looking forward to the slower days in the new year when I can properly source more products from close by and across the state.

Happy Holidays and best wishes for the New Year from the Grocery Department!



# Winter Cooking



Susan Longacre  
Co-op Owner since  
2006

Hi everyone! We’re on the holiday island between Thanksgiving and Christmas. For some, it is busy, and for some, it is busy, busy! So let’s take a deep breath and create a few simple “food joy” dishes, a buffet-worthy treat (or for game time), a couple of sides, and a Christmasy salad.

Cooking and chopping with Elvis Presley Christmas songs playing is perfect for this betwixt and between time of year! First, my Grandmother’s onion dip. The best I have ever had with raw veggies or potato chips (it was created back when you could get Charles Chips). But I like it with the avocado oil ones. Put some cream cheese in a bowl. Now here’s the surprise feature, add some half and half slowly, to just thin it a bit, mixing with a fork till it’s all smooth. Then add sour cream, 2:1 cream cheese/sour cream. The final touch: grate a freshly cut white onion into a bowl on a fine grate, so it becomes juice. Then, about a 1/8 tsp at a time, stir into cream cheese mix and taste, You are aiming for a new flavor, barely oniony but changed from cream cheese. You’ll know it when you get it. Enjoy!

A simple side for any meal, boil some water in a pot with dried or fresh chopped mint, and then add green peas. Once boil starts, turn off and let sit for 10 mins, then drain and serve.

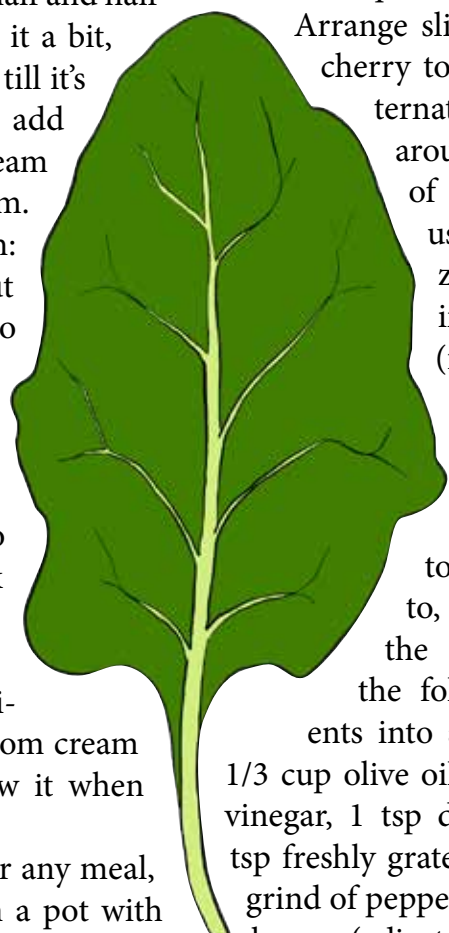
With our local farmers still giving us great potatoes, this recipe for roast peppercorn rosemary potatoes is excellent. Just chop potatoes into one inch or less size, put in a bowl with olive

oil and smashed peppercorns ( I use a plastic glass on wax paper to do this). Take fresh rosemary and snip with scissors finely. Add to potatoes and stir to coat. Roast at 350 degrees for 30-45 mins, occasionally turning to prevent burning. Sprinkle on finely grated pecorino romano if you wish, to serve. Yum!



Finally, we have one of my favorite salads, which is good with anything. I call it Special Spinach Salad with Mustard Dressing. Almost fill a wide bowl with fresh spinach. Chop cherry tomatoes in half and place face down around the outside of the spinach, like red half-moons, every inch or so. In the center, mound up some feta cheese (lots if you like it). In the middle of that, put sliced black olives (tons if you’re a fan). And finally, the surprise ingredient...sliced pears ( thinly sliced in a bowl with lemon squeezed over them).

Arrange slices between the cherry tomatoes, so it alternates pear/tomato around the outside of the bowl. I also use thawed frozen peach slices instead of pears (fresh peaches are best but hard to get this time of year). Something to look forward to, though! For the dressing, throw the following ingredients into a jar and shake. 1/3 cup olive oil, 2 tbs red wine vinegar, 1 tsp dijon mustard, 1 tsp freshly grated onion, a large grind of pepper, and a splash of lemon (adjust overall amounts for the size of salad). Pour over the salad to serve. I like to dress it at the table so everyone can see the festive handiwork. One thing is for sure; this salad won’t get lost in the shuffle. A Happy Merry Creative Holiday to you all!





# Learn About Classical Homeopathy



Edee Howland  
Practitioner in Classical Homeopathy  
Co-op Owner since 2014

One of the most enjoyable and effortless ways to learn is, for me, watching a documentary film.

If you might be interested in exploring the subject of what classical homeopathy offers for healing and maintaining health, there are several excellent films.

Classical homeopathy is a 200-year-old system of medicine used throughout the world. It can be used to address injuries, minor acute, short-term conditions, and severe illnesses.

To use homeopathic medicines, called “remedies,” you can work with a practitioner, and you can also learn and apply quite

a lot, safely, with a good reference book and a little guidance—especially for short-term minor illnesses. Often people will participate in a study group over years.

This modality of holistic healing is effective, affordable, and fascinating, either just to read about or to see in action.

Our Blue Hill Co-op has a good selection of the remedies most frequently used in classical homeopathy.

A recent documentary film about classical homeopathy is *Just One Drop*. It tells, with clarity, a little about some of the principles of classical home-

opathy, and shows how remedies are made. The most compelling parts of the film show a few individual cases, interviewing people who decided to experience the benefits that homeopathy can stimulate the body to bring about. It’s quite a different perspective from that of conventional western pharmaceutical and medical practices. We can gain an understanding that remedies really are catalysts, promoting self-healing, showing our organism that it can heal and re-balance.

An aspect of homeopathy

that I didn’t fully realize when I first went to a practitioner was that the remedies treat not just the physical complaint one may have, but also the whole person — helping a person regain the mental and emotional state that is the most strengthening and functional for them and feels the “truest” for that individual.

Classical homeopathy is effective in treating animals, too, and is used sometimes to help with the health of commercial livestock. You might enjoy seeing the short video on youtube,

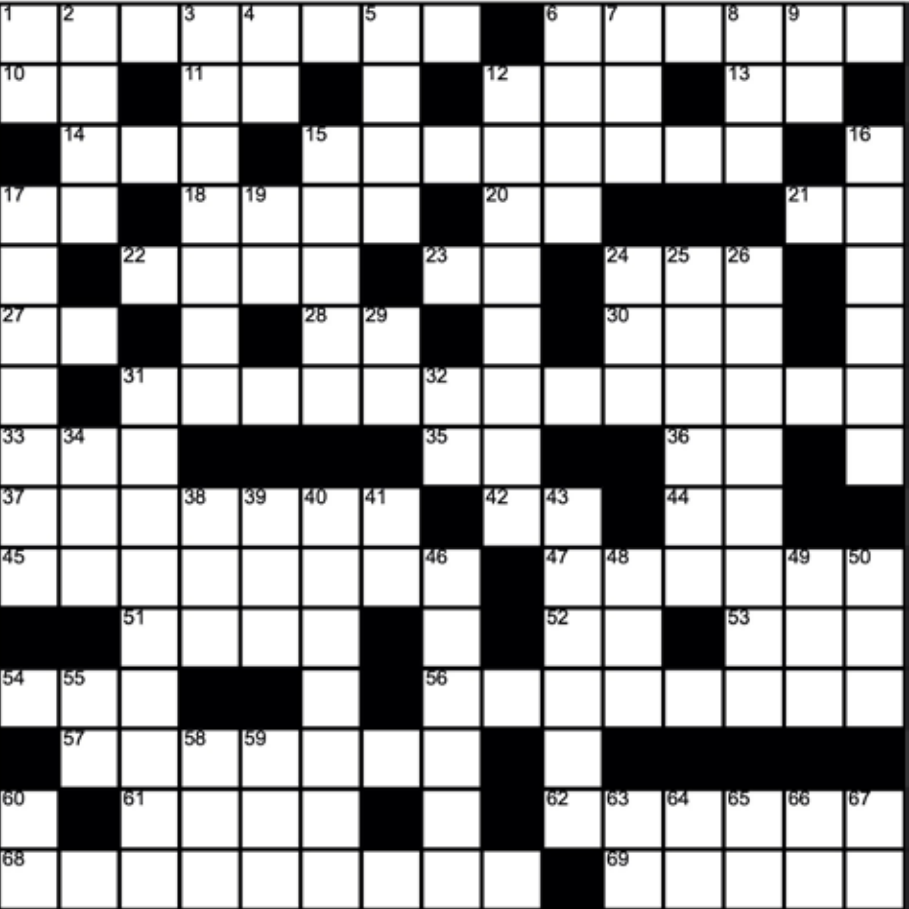
“Homeopathy for Kiwi Cows,” from New Zealand.



Alterations  
Alterations, repairs.  
I make almost any clothing.  
Anne Walker 374-5749

## Blue Hill Co-op Winter Crossword

by Kipp Sienna Hopkins



This puzzle has a lot of Co-op themed answers but also some other stuff. When a clue has “we, us, or our” it is referring to the Co-op. To see the completed puzzle, go to pg 11 or [www.bluehill.coop/answers](http://www.bluehill.coop/answers)

- Across**  
1 Pumpkin pie seasoning  
6 Knitted skullcap  
10 “\_\_ Boheme”  
11 “Ante meridiem”  
12 Yield to gravity  
13 Scottish for “one”  
14 Yoga essential  
15 Downhill racer  
17 Saudi Arabia’s country code  
18 Hot winter meal  
20 Maseru its capital (abbr.)  
21 Intelligence measure  
22 Hamilton’s nemesis  
23 Verb  
24 To endure (archaic)  
27 Sound of sorrow  
28 “I know” (abbr.)  
30 Teutonic war deity  
31 Father Christmas  
33 Hippie’s expletive  
35 West coast county (abbr.)  
36 “Inner Power” in Taoism  
37 A foreboding  
42 Per (Abbr.)  
44 Any “thing”  
45 Day of resolve  
47 Pressed lunch  
51 G-men and T-men  
52 3.1415926535...  
53 A horse color  
54 Rapper prefix?  
56 Most pleasantly warm  
57 Hen of the woods  
61 A cheeky German  
62 Santa’s ride  
68 Prohibition oasis  
69 Truly cool pad?
- Down**  
1 Aluminium (abbr.)  
2 Teacher of the dharma  
3 Japanese citrus  
4 “Post meridiem”  
5 A sanitary for chickens or health-foodies?  
6 Helps at checkout  
7 Found in 5 down  
8 British grandma or Indian bread  
9 “That is to say” (abbr.)  
12 The longest and shortest  
15 City with a shroud  
16 Flatten a gourd  
17 One is abominable  
19 Otherwise  
24 Greek airport code  
25 A B vitamin  
26 The present time?  
29 Gold purity unit (abbr.)  
31 Unique crystal  
32 Not yes  
34 An honest POTUS  
38 Deliberately stain  
39 Suffix for dirt or blood  
40 Romanian tennis pro  
41 Grams (abbr.)  
43 Macintosh and McIntosh  
46 Swashbuckling arms  
48 Ambition or goal  
49 13th Greek letter  
50 Savings entry  
55 Messaging format  
58 Institute of Electrical Engineers (abbr.)  
59 Disapproving interjection  
60 Me and you  
63 Caesar’s 51  
64 For instance (abbr.)  
65 Prefix for legal or logical  
66 Strategy game  
67 Singular Santa laugh



# A Check in With Health & Wellness



David Walker  
Health & Wellness Buyer  
Co-op Owner since 1989

Hurtling headlong into winter, I write as our first serious snow of the season crawls steadily toward the Blue Hill peninsula. People are scrambling to stock up on what they need, and that includes great cold and flu preventers. The legendary Chinese formulation called Yin Xiao (by Solstice) or Rapid Immune Response (a liquid extract by HerbPharm) are both great options. The locally-made tincture, Herbal Zing (Avena), is also fantastic. Or the Ayurvedic Immune Lift (Organic India), that contains organic fermented Amla, one of the richest sources of Vitamin C on Earth, and two types of fermented Tulsi, otherwise known as Holy Basil. My personal favorite is a dropper full under my tongue of Rapid Immune Response (containing Horseradish, Echinacea, Golden-seal, Spilanthes, Black Elderberry, Ginger, and Yarrow)--and then another two hours later.

On another note, this morning, a regular Co-op customer wanted advice concerning hot flashes and mood swings. I remembered another customer's story from years ago. She spoke of extreme mood swings, and said she sometimes found herself uttering things that "seemed like they were coming from another person." And they weren't things she wanted to repeat! I then recommended New Chapter's Estrotone, a combination of organic Chaste Tree (otherwise known as Vitex), Black Cohosh, Schizandra, Rosemary, Evening Primrose Oil, and ginger. For years now, that customer has reordered Estrotone in the larger size. And so, of course, I recommended it again. Now I await feedback. And so the feedback loop circles around.

Estrotone works as all traditional herbs work: by synergistically impacting multiple pathways that influence hormones, body chemistry, and energy flow. These are up or down-regulated through a complex feedback system that has to do with the fundamental intelligence of our body at the most profound cellular and energetic levels.

Not thirty minutes after my first encounter this morning, was another significant one, this time with a man. He was feeling increased energy and a change in bowel habits that he attributed to his use of an interesting supplement put out by HCP, called AbZorb. As the ancient sci-

ence of health known as Ayurveda has long put forth, gut health is central to one's entire health. And AbZorb is a very distinctive supplement because it combines specific beneficial bacteria with particular enzymes and, lastly, ozonated magnesium. Taken on an empty stomach, it bypasses the stomach's acids due to its enteric coating and then works its magic on the duodenum. This is where the body does its primary absorption of nutrients. It is also what becomes compromised due to the build-up of bile and the tendency to become overly acidified, which in turn predisposes it toward harboring non-beneficial bacteria. The enzymes clean out the bile, and the ozonated magnesium alkalizes, while the beneficial pro-biotics populate the duodenum with what it needs to carry out the miraculous job of transforming matter into energy.

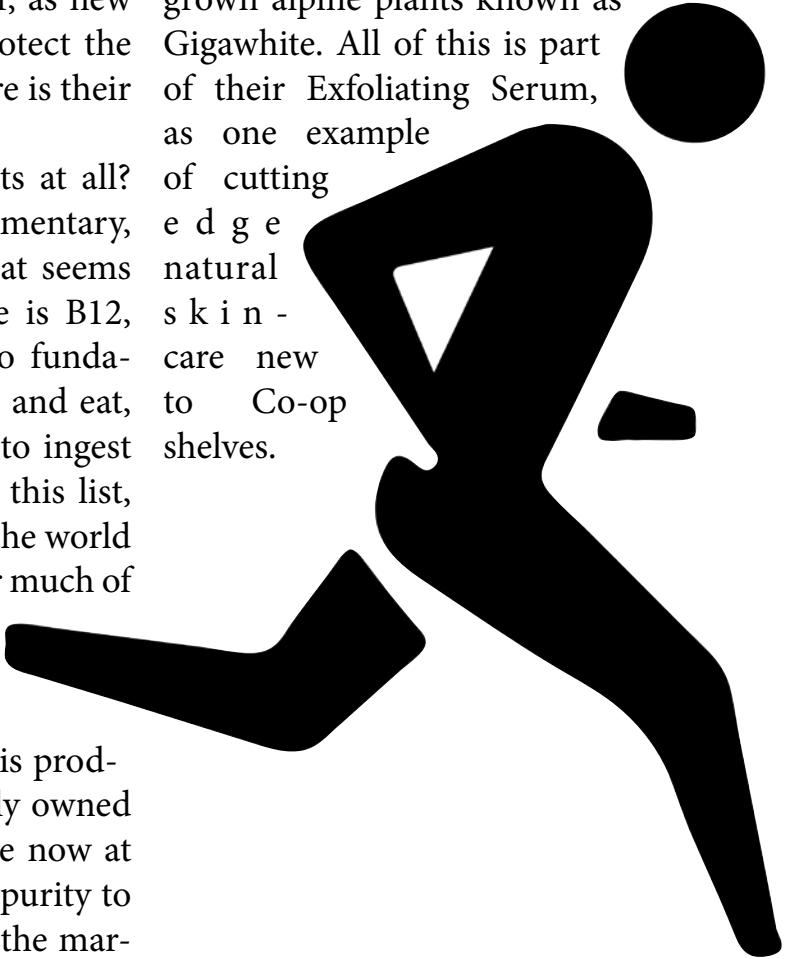
Because so many have compromised gut health due to, among other things, the glyphosate that is in the RoundUp sprayed and absorbed systemically on too many non-organically grown plants (glyphosate is a patented antibiotic!), building back gut health is a dynamic field. Vital Flora is relatively new to the Co-op's shelves. A company started by the nationally known gut health expert Brenda Watson (who founded, then sold Renew Life), Vital Flora has taken a diversity of strains to a new level, offering sixty different verifiable and distinct beneficial bacteria, at a count of sixty-billion. They offer both shelf-stable and refrigerated. It is no longer true that the refrigerated are superior, as new moisture-resistant containers protect the bacteria from harm, and moisture is their greatest threat.

Do we even need supplements at all? According to the recent documentary, *Game Changer*, the only one that seems really crucial to modern people is B12, even among meat eaters, due to fundamental changes in how we farm and eat, and the fact we no longer tend to ingest dirt! I might add Vitamin D to this list, for all those who live in areas of the world where sunlight becomes scant for much of the year. The Co-op now sells, in fact, a completely vegan D3, that's made from Lichen, in both a 2,500 and 5,000 IU dosage. This product is made by the independently owned NutriGold, which is another line now at the Co-op, and one which takes purity to one of the highest standards on the mar-

ket. *Game Changer*, (Netflix) looks at how a radical shift away from animal products jettisons some of the most amazing athletes on earth into staggeringly new levels of performance. It is a fascinating documentary for vegans, or anyone considering a plant-based dietary switch.

On the other side of the aisle, the Co-op's new line of Alaffia is becoming increasingly popular. A mission-driven company that funnels profits into good works in Africa, Alaffia offers very clean products at an extremely good price. One example is their 12 oz Coconut and Papaya Face Lotion with SPF15 rating, or Alaffia's Coconut and Kpagnan Butter Night Cream--both which sell for only \$7.89. And good to know that purchases are supporting, since 2006, "distribution of 8,253 bikes to students, 34,640 students given school supplies, the building of 2,161 school benches, funding of 4,832 births, planting 59,775 trees, donating 24,927 pairs of glasses, and constructing 12 schools, as of January 2018." Alaffia's entire line of products is made with "Ethical Trade, Hand-crafted, No Synthetic Fragrance, Vegan, No Animal Testing, Paraben-free, and Biodegradable," using traditional West African coconut and shea butter.

A fun and clinically advanced new addition to our body creams is the Mad Hippie line, which uses stem cells from "the rare Swiss apple with powerful antioxidant and skin rejuvenating properties," as well as the interesting blend of organically grown alpine plants known as Gigawhite. All of this is part of their Exfoliating Serum, as one example of cutting edge natural skin-care new to Co-op shelves.





# The Café Future



Max Mattes  
*Café Manager*  
*Co-op Owner since 2019*

Let me introduce myself and share my excitement at being the new manager of the Café! Working at the Co-op is a dream job for me that draws on what I know best and gives me the opportunity to expand in new and exciting ways. It was more than

deli business, hand-forming, and baking up to three hundred loaves of bread per day. I also had the joy of working with James Beard Award winner Rob Evans at Goose Cove Lodge. When an opportunity presented itself at Pilgrim's Inn, I took over as chef. I ran the kitchen there for eight years, forming a valuable and lasting friendship with owners Tony Lawless and Tina Oddliefson. Through my connection with Ingrid Bengis, I

human beings. When I think of my fondest culinary memories, I think first of the dishes my mother fed me, the smell of homemade ketchup simmering on a summer afternoon. I think of the dinners I made my own two children every night for years and the exchange of love and care that occurs every time a parent feeds their child. It is this spiritual energy that I believe is just as important to food as ingredients and techniques, and it's what I try to bring to every dish I prepare at the Co-op. The customer experience should include more than delicious, authentically prepared, accurately labeled food; it must also include a friendly hello from the counter staff, perhaps someone remembering how you like your eggs cooked or a quick answer to a request for something unusual, and above all the sure knowledge that we are glad you chose to dine with us.

The areas I have focused on during my first few weeks here at the Co-op are the hot bar and the "grab and go" case. The dishes in the hot bar are prepared to a restaurant standard and are replenished typically every half hour throughout the day. The choices change daily, and there is always something for all dietary preferences. Vegans, vegetarians, and omnivores can swing through for lunch or package a meal to take home and

feed the family for dinner. The Grab & Go case selections have been expanded, with many more options for sandwiches and prepared cold foods that can be put together for a meal on the go or heated up in our café. We have added a house-made bone broth, a wicked "Hellish Relish," and a rotating assortment of other house-made items that will continue to expand in the coming months. Responding to popular demand, we have brought back Reubens on Thursdays, switched our panini over to sliced Borealis bread, and will soon have quesadillas back on the menu. I am enjoying getting to know what people want, and I look forward to continuing the conversation, both through comment cards and in-person (I'm always happy to chat).

Plans for the future include making the café counter layout more intuitive, adding a daily "build-a-bowl" station that draws from world cuisines, as well as making the café dining room available for community events, pop-up restaurant nights, and instructional seminars. The community has done a wonderful job of creating this amazing building, and it is now my job and pleasure to fill it with food and activities that honor the space and intention.



*In the Café Photo by Kipp Hopkins*

forty years ago that I took a job washing dishes at Immaculata University in Malvern, Pennsylvania, and I've been involved in food service one way or another ever since. I regularly traveled throughout my twenties and worked the front and back of the house in dozens of restaurants, striving to increase my knowledge and improve my skills. In 1996 I moved to Maine to be near my family and for five years ran Ingrid Bengis' seafood business. Providing scallops, lobster, monk, halibut, cod (remember when we had abundant groundfish in Maine?) to the absolute best chefs in the country was an education and a privilege. The level of excellence they expected forced me to seek out the best fishermen the area has to offer and to quickly learn how to fit into a small island community. I eventually opened my own seafood business and continued supplying top-tier chefs for the next decade. During this time, I leased and ran Penobscot Bay Provisions, where I learned the retail

became Educational Director for her non-profit organization Edible Island, which seeks to provide real-world culinary skills to local youth that will prepare them for jobs and healthy futures. Teaching regular cooking classes to students aged 8-18 has been one of the most rewarding projects of my career. Now that Edible Island has come under the umbrella of the Healthy Island Project, I have high hopes for their future. In addition to the technical knowledge I developed along the way, I came to realize that hospitality is a mindset and a culture that can bring out the best we have to offer each other as



*Hot Bar lunch Photo by Kipp Hopkins*



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# Saving with Co-op Tags



Kipp Hopkins  
Marketing Manager  
Co-op Owner since 2006

We all like to save money on our weekly shopping, and heck, healthy food can add up. If you're working with a limited budget, there is an easy way to save on hundreds of quality items at the Co-op. All you have to do is keep an eye out for our sale tags. There are a lot of them, and they're color-coded to let you know precisely how long you can expect that item to be at a reduced price.



First off is the purple tagged Co-op Basics. NCG (National Co-op Grocers) created this program to offer everyday essentials for shoppers. As an NCG co-op, we can take advantage of the low prices they negotiate with producers. Co-op Basics are perennial, meaning you can count on the same low-priced items every time you shop. Some of our big sellers in this category are Equal Exchange Coffee in the Bulk Department, Field Day pasta, paper products, canned vegetables, dressings, and more; Organic Valley milk; Seventh Generation diapers; Yogi teas; and more!



The next tag to look out for is the Owner Bonus Buy pink tag. These deals are on a month-long cycle and are available just for our Co-op Owners. Every month there is a selection of items from most departments. The full list of the month's selection is available on our website at [www.bluehill.coop/whats-on-sale](http://www.bluehill.coop/whats-on-sale).



Another program offered through NCG is the Co-op Deals green tags. These change every two (occasionally three) weeks and include items from almost all the departments. Often, if you're shopping on a Wednesday, you'll come across our

dedicated Working Owners, LedaBeth, and David, putting up the tags for the new Co-op Deals. You can find info on the new Co-op Deals items on our website, where we post the flyer produced by NCG. However, the flyer only shows a selection of the items available that cycle. The best way to find out what you can get is to browse the aisle and look for the green tags.



This is one cycle's worth of tags for Co-op Deals  
Photo by Kipp Hopkins



Flash Sales are a new addition to our savings selection. When you see this blue tag, you know that this is a limited time sale. Often it's only a day or two. Grab these discounts while they last.



The orange tags are important to look out for because they're your last chance to get an item before it is discontinued. This might be the manufacturer discontinuing it, or it might be a slow-selling item that we're replacing with more popular products. These sales only last until the like item is gone. It's a great way to get a deal, just don't get too attached.

# Best of #bluehillcoop

If you want your photos featured in the Harvest Herald, share them on Instagram using #bluehillcoop or tag us using our handle @bluehillcoop. You can also tag us on Facebook. Here are a few of our favorites from this quarter!



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@beehivedevelopment