

# THE HARVEST HERALD

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



## MANAGER'S REPORT: THE CO-OP FAMILY CONNECTION

*By Mark Deeny, General Manager*

The changing of the seasons and preparations for winter always bring to mind the passage of time. Where did the summer go? Could it be possible that my son is nearing high school age and I am 50 years old? Can it be true that the Co-op is now 40 years old?

It seems there are parallel maturation processes occurring. The ageing of individuals associated with the Co-op and of the Co-op itself from buying club to storefront, to a position of established hub in the community.

One of my favorite things to see is when parents come through the Co-op with their grown children who are home to visit. There is no mistaking the pleasure and happiness on the faces of the parents as they enjoy spending time with their now adult children. The son or daughter is obviously happy too. Happy to be back in the store where they once ran around attacking ankles with a miniature shopping cart. As the family makes their way through the store they run into friends who cannot believe that young people can get so big and good looking in such a short time. Information is exchanged about what college they attend or what new job they have in this city or that country. Smiles all around and hugs for everyone. Often, the children are introduced to us with a quick note they too worked at the Co-op years ago. Food, family, and the simple repetitions of life can be a ready source of comfort and joy.

One of my favorite Co-op anecdotes (as related to me by a regular customer) involves a former Co-op manager

jokingly saying that he's going get a tare weight on that kid when they come in the door so he can weigh them at the register to see how much product they ate while shopping with mom. That child learned about good food and the happiness that can be had by munching a good local carrot or apple here at the Cooperative that you all have sustained.

On the other end of that time continuum is the baby boomer walking slowly through the store with their ageing parent. The roles are similar, the parent happy to be with their child and the child happy to introduce their mom or dad to the staff and friends. Explanations of what the Co-op is and remarks as to the popularity of organics and local food can be heard.

Just as the proud parent was once a young buying club member helping to bring good produce to town, the now multi-million dollar Co-op was once an upstart idea disrupting the status quo of how things work around here.

Old time Co-op members will often speak of the growing process that the Co-op has undergone over the years. As the Co-op grew larger in members, sales, and complexity it became necessary to take on common business practices and policies. Sometimes these changes meant trading in pieces of the democratic process in an effort to bring about efficiencies or flexibility. Co-op members may have felt a need to commit to certain principles such as organics because it was deemed "the right thing to do". Some of the changes may seem

*Continued on page 2*

## THE NEWSLETTER TEAM

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## 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. Letters may be edited for style, not 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*

*Continued from Page 1*

obvious in hindsight; paying the staff, using a computerized inventory system, hiring a bookkeeper, and so on. But, each choice came with its own amount of hand ringing and discussion.

Often, it can be difficult to make these changes because it requires time, explanations, and lots of discussion. In other business models the owner would simply do what they thought was best or an edict would come down from the Corporate office. In a Cooperative, time must be spent to show the need and confirm the assumptions in an effort to convince Board Members or staff. Though cumbersome at times, I find this process forces a depth of thought that might otherwise be skipped in the name of expedience. That rounding off of the edges can produce a better outcome. On the other hand, not making improvements because someone thought of a negative residual affect can stifle good ideas whose net benefit might well outweigh the duly noted concerns.

In either case, the individual or the Co-op, the maturation process isn't always pretty or smooth. Individuals make mistakes in public and in private just as the Co-op might miscalculate or fail to take notice and disappoint at times. But neither can get from where they began to where they are now without going through the growth process.

Viewed from a perspective of some distance the process and the outcomes are a force to behold. Just as that parent smiles proudly as they show off their grown child, you all should wear that proud smile for what you have grown and nurtured in the form of this Cooperative!

# 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 from 6:30-9:00 p.m. in the Howard room at Blue Hill Library. They are open to the membership. The next Co-op Board meetings will be held on January 20th, February 17th, March 17th.

## 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.*

## BOARD AD-HOC COMMITTEE:

## 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

# STAFF PROFILES

By Allison Watters

I caught up with Hannah the day before she was set to depart on maternity leave for several months. With her hands on her rounded midsection and speaking in a periodic and unexpected Scottish lilt, she told me about her work at the Co-op.

Hannah is the Marketing Coordinator at the Co-op, which entails doing a lot of thinking about how to improve how the store looks to its customers. She designs all the advertisements for the store, writes brochures and organizes store promotions. She is behind the Co-op's online presence on its website and on Facebook. She has also been working on merchandising improvements such as creating clear and consistent price labeling for products on the Co-op's shelves.

After a childhood in Stonington, she attended Loyola University in New Orleans graduating Cum Laude with a B.A. in Visual Arts. Hannah eventually made her way to the University of Dundee in Scotland where she got her Master's in Sustainable Design and met her husband, George. After living there for a number of years and traveling the globe, the two have settled into a house they have purchased in Stonington. They welcomed their first child this fall and look forward to their upcoming trip with their newborn to Scotland for the holiday season. In addition to her Co-op position, Hannah works at Haystack Mountain School of Crafts as the Community Programs Coordinator.



## Hannah Barrows

*Marketing Coordinator*

You may recognize Melanie's face as it used to smile and wave from behind the wheel of a truck with the words "Blue Hill Disposal" on it. That was the business she ran with her husband Vaughn for eight years. They sold it recently and nowadays she sits behind a desk at the Co-op and serves as bookkeeper, though she is still prone to a wide grin.

Melanie came to the Co-op from Blue Hill Disposal, she started her Bookkeeping duties at M.E. Astbury & Sons construction. Now she's an expert at figuring out what the Co-op must pay for sales taxes, completing a weekly payroll, and keeping bill processing running smoothly. She prides herself on being able to pay most Co-op vendors within just a few days and admits proudly that she's a stickler for keeping the checkbook balanced to the penny.

When Melanie isn't crunching numbers at the Co-op she enjoys ice fishing, four wheeling and sewing. She once did all the costumes for George Stevens Academy's Drama Department and does a bit of quilting as well. When her daughter got married she sewed the wedding gown as well as the five brides-maids dresses. After that, she admitted, she was done playing around on her sewing machine for a spell. Melanie is the proud mother of three and welcomed her first grandchild in December, 2014.



## Melanie Leach

*Bookkeeper*

Amazingly enough, Robin has been working in the same small kitchen in the Co-op Café since...before it was even the Café. She was first hired as a deli chef when the bakery "Pain de Famille" was housed in the current Café space. Then she followed that business to another downtown location where she worked for a total of ten years. When the business folded in 2010 she was briefly out of work as a cook until she started in the Co-op Café in May of 2011.

Robin works the early shift at the Co-op, arriving long before most of us are awake and making sure there are fresh muffins and baked goods for breakfast when the Co-op opens. She also gets a jump on preparing more fresh deli items for the take out case. "Food is my passion. I love cooking," she says. She is also very focused on nutrition, health and wellness.

In 2012 Robin completed a nutrition and health coaching degree online through the Institute for Integrative Nutrition in New York City. She is now a certified health counselor. A woman of many degrees, Robin also holds a reflexology certification and is currently going to school for a degree in occupational therapy as well. Let her know if you are interested in a home reflexology appointment since she is eager to build her client base. The mother of two grown boys, one of whom is a senior at George Stevens Academy, she is also grandmother to twin 2 year-old girls.



## Robin Van Buskirk

*Café Staff*



# AN UPDATE ON RELOCATION

## *To Keep You Informed*

The Co-op Relocation Committee continued to meet throughout 2014. In that time, the committee explored funding options, firmed up a cost estimate, and provided the Board of Directors with updates and information. The Committee is made up of Board Members Mia Strong, Jim Picariello, and Aaron Dority; Co-op members Leslie Cummins, Tim Seabrook, and Bruce Stahnke; and General Manager Mark Deeny.

- This fall, the Co-op completed the purchase of 5.5 acres of unimproved land on South Street from the Kimball Petty Charitable Foundation. This property is situated between Mainescape and Napa on the east side of Route 175.
- The purchase price was \$146,000. The Co-op used reserve funds to form a 55% down payment, and financed the remaining 45% through Bar Harbor Bank & Trust.
- Gary Friedmann & Associates of Bar Harbor is in the process of interviewing potential investors in an effort to establish a fund raising feasibility estimate. Potential investors will be asked to indicate the probability of their support for making a loan to the Co-op or investing money with the hopes of earning a dividend in the future. This estimate should be ready by February of 2015.
- In February and/or March of 2015, the Relocation Committee and the Board of Directors will pour over the Fund raising Feasibility Estimate, the Project Cost Estimate, and a Financial Pro Forma provided by Cooperative Development Services of St. Paul, MN. The Financial Pro Forma attempts to use market study sales projections and past financial results to determine just how much debt a new larger Co-op can handle.

If you wish to have your thoughts heard on this subject, please email questions to [board@bluehill.coop](mailto:board@bluehill.coop) and/or attend the Board of Directors meetings that take place on the third Tuesday of each month from 6:30 to 8 PM in the Howard room of the Blue Hill Library. The next meetings are scheduled for January 20th, February 17th, and March 17th.



Board President Mia Strong and General Manager Mark Deeny purchasing the land from Kimball Petty .

# EQUIPPING YOURSELF FOR TRAVEL WITH SELECTIONS FROM THE CO-OP

*By: Edee Howland*

I returned in late fall from a glorious trip I helped lead for people to swim with the wild spinner dolphins in Hawaii. Preceding that, there were two other trips I made in October. I was in Memphis for a nutrition conference, and in Massachusetts for a homeopathy course with a wonderful teacher from Modena, Italy, Massimo Mangialavori. It's hard to leave Maine in the late part of the fall season, with such beauty surrounding us and such a particularly gorgeous fall we had this year. I was grateful the Co-op had many items useful for a traveler, especially one who wants to use natural, health-enhancing, non-toxic products and eat wholesome foods. I wanted to be relaxed, alert, and able to make the most of the experience.

I hope noting some of these items may be helpful for any of us in nomad-mode. Here are the things I looked to the Co-op for.

On the first day of travel, I pack an apple, grapes, carrots, and celery, especially if I'm driving or taking the bus to Portland or Boston. One of the packaged vegetable broths is pretty good in a cup or with a straw, even at room temperature. Sometimes I'll bring a sandwich from the Co-op deli or one of the deli's prepared foods such as hummus or sauteed greens, whichever one looks tantalizing and yummy. With the stress of preparing for travel and the excitement, I look for foods that are not too rich.

In Memphis I stayed in a hotel, with long hours attending the conference. Some of the breaks for meals were short, with fairly long lines to wait for purchasing food. Knowing this, I planned ahead. I shipped in a priority mail box, foods I could snack on. I included nuts, dried fruits, such as dried Goji berries (a blood cleanser, source of antioxidants, good energy source), and organic oatmeal I could add water to. Nature's Path makes dry organic oat meals that come packaged in single serving cups. I also like the delicious cafe-made Niconosh Bars, dried raw nuts and dried fruit combined in a brown rice syrup. These snacks, in small packages, are handy on the plane, too. (Isn't that a movie, "Snacks on a Plane"?). If you eat nourishing food while traveling, it will help you with maintaining stamina and with keeping your immune system strong. Almost all the foods sold on the airplanes are processed foods, most provided by the large corporations the airlines conduct business with.

When travelling to Hawaii I packed skin and tooth care products. The Co-op offers a good selection of shampoos, sunscreens, and bug repellents. Did you know that simple olive oil and coconut oil are moderately effective sunscreens and might be better than

the new sunscreens made with nano-particles? There's been no testing of the nano particle safety on our skin. Calendula salves are very healing if you've had some sunburn. I look for body care products with no paraben or sodium laurel sulfate. Why? Because we absorb about 70% of anything we put on our skin, and these chemicals are carcinogenic. The Maine based website [preventharm.org](http://preventharm.org); and [safecosmetics.org](http://safecosmetics.org) are great resources for more information. While these items are available in Hawaii, they are typically more expensive there. If I have room, I take along some healthcare items, if I can package them in a way that meets the TSA requirements. When heading to Hawaii I check a bag with my wet suit, snorkel, and fins. This gives me a chance to include some salves and tinctures. I like Avena Botanicals Immune Tune, Heal-All salve and, for sore muscles, Firefly Balm. I take Calendula Succus a safe, natural antiseptic, clove oil for a tooth pain, and a small bottle of the Bach Flower, Rescue Remedy. This gentle, safe support can be used to soothe any general upset, emotional or physical. (Dr. Edward Bach was a British physician, and developed the flower essences. His perspective was that emotional distress precedes physical illness, and each flower essence addresses a particular emotional imbalance. Rescue Remedy contains several of the flower essences.

Since I am vegan, I take along a vegan protein powder for making a simple smoothie good for a transportable, source of energy. I just add water and stir or shake it in a small container that I bring with me. The one I use has a good amount of fiber and that helps aid digestion while traveling. I also add NOW brand Brewer's yeast, available at the Co-op. Lastly, I add a pinch of the ayurvedic tonic, Ashwagandha, made by Avena Botanicals. (It's a loose powder).

For a bit of homeopathic first aid (as a homeopathic practitioner, that's my preference), I pack Arnica, Hypericum, Rhus Tox, Ruta, Nux Vomica, Phosphorus, and Ledum\*. For motion sickness I buy powdered ginger, and pack it into clear capsules. The company Highlands makes a homeopathic motion sickness preventative, that is a combination of a few different homeopathic remedies. This works well, if you haven't had time to read a little to select one remedy. There are several different homeopathic remedies that treat motion sickness, and to choose the right one, you go by the symptoms you're experiencing. One of the main advantages of using a homeopathic remedy to prevent motion sickness is that it doesn't make you drowsy.

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If I'm feeling sort of "deluxe", I pack some small, individually-packaged lemon-scented hand-wipes. The Co-op has several different kinds of these. They can be so refreshing if you're tuckered out.

These were all items that gave me a reassuring sense of self-reliance while "on the road". If you have additional ideas, I hope we all can compile information.

Our Co-op actually brings us a few items from the Big Island, in Hawaii. Fresh turmeric and ginger, come from Hilo, and the spirulina the Co-op carries is from a Hawaiian facility that has been in operation for quite a long time. This year I met a few vendors at the farmer's market, whose herbs and teas I hope we may soon have at the Co-op.

\*A quick run-down on the use of these homeopathic remedies:

Arnica for a bad bruise, fall, or injury; Hypericum for a cut on the hands or feet; Rhus Tox for a sprain or strain; Ruta if Rhus didn't help much (Ruta likes cold on the injured part); Nux vomica for food poisoning; Phosphorus for severe bleeding; Ledum for insect bites.



# WORKERS UNITE

## WORKERS TAKE OVER THREE LOCAL BUSINESSES AT OWNERS' INVITATION

*By: Steve Benson*

October 10 was a lovely Friday evening in Blue Hill. Upstairs in the library, Leslie Cummins of 5-Star Nursery, a founding dynamo of the Blue Hill Co-op and still going strong, spoke on behalf of Alliance for Democracy Downeast to introduce Rob Brown, Director of the Business Ownership Solutions program at the Cooperative Development Institute (CDI), and Alan White, who has worked thirty-three at Stonington's Burnt Cove Market grocery.

White is now board president of the Island Employee Cooperative (IEC), the largest worker cooperative in Maine and the second largest in New England. Between the two of them, they told assembled co-op buffs about the successful buy-out of three mom-and-pop Stonington businesses, owned since September 1971 by Vern and Sandra Seile. On June 11th this year, over 40 employees became the owners of those businesses as members of the IEC.

The IEC now owns the Stonington businesses Burnt Cove Market, which also has a gas station, and V&S Variety and Pharmacy, as well as a The Galley in Deer Isle. As an employer of over 50 workers in a

community of about 2,500 with a workforce of about 1,300, this is a major employer. It now dwarfs what the Bangor Daily News remarked as the only two other Maine worker co-ops, namely Crown of Maine, an organic food distributor in North Vassalboro, and Local Sprouts, a cafe and catering business in Portland.

Brown, a native Mainer who created the Business Ownership Solution Program within his role at CDI, began connecting as a guide and mentor to the Deer Isle-Stonington workers in September 2013, after the Seiles broached the buy-out possibility to key staff. They had sought help from Mark Sprackland of Independent Retailers Shared Solutions Cooperative, who created with them a very detailed comprehensive business plan, and put them in touch with Brown. CDI is the USDA designated Rural Cooperative Development Center in the Northeast and provides technical assistance, strategic planning, and other development services to cooperatives of all kinds throughout New England.

A nine-member committee met repeatedly over the next nine months, spending thousands of unpaid hours

between them on phone calls, meetings, research, creating articles of incorporation, comparing, drafting and vetting by-laws and negotiating with bankers, accountants, and employees while keeping wholesale vendors and other stakeholders in the loop as to progress toward a deal. The IEC's new employee-owners elected much of that committee to become its board of directors.

White avowed that they had learned a lot and still have a lot to do. An advisory panel, including Vern Seile, lenders, wholesalers, and other interested outside parties, also serves to counsel the board, without decision-making authority, to help keep the IEC pointed toward success and allied with other businesses it depends on.

Employee-owners elect members of the board (currently 5 women and 4 men) who decide the big questions. Each worker's share is of equal value in a vote, while patronage dividend amounts will be proportional to hours worked over the year. Some employees have chosen not to become members and there is no pressure to do so. Employees who have been with the company beyond a probationary period can begin to buy ownership shares through biweekly paycheck deductions of \$50 until they've reached a full share price, currently \$6,000. Any patronage dividends for those still building their ownership stake will get rolled into its cost until it's fully paid. A tougher sacrifice than this may be waiting to implement a health insurance plan until the Affordable Care Act regulations clarify rules for businesses with over 50 employees.

As reported in a news article at Community-Wealth.Org, "Only 30 percent of family-owned businesses, like the Seiles', survive to the next generation. When these businesses are closed or sold to outside investors, communities lose wealth." With the transition to a worker-owned co-op, jobs remain far more secure than after typical business purchases, since these, as White pointed out, can lead to automation and pay reductions, among other destabilizing interventions to bolster the bottom line, while profits tend to leave the community that generates the income. As they contemplated transition, the average worker in these three stores had been employed there 22 years. Similar jobs would be difficult if not impossible to find nearby.

Brown cited the IEC's response to "succession planning" for a small business's owners' retirement as representative of a growing trend nationally. He reported getting feelers from three other large Maine companies considering this option. I was struck by the coincidence that just a week earlier, dropping into a café in New Haven, CT, for a late lunch with my son, I saw a headline in the Yale Daily News: "Elm City Market Sold." At leisure to read casually, I found out that the community's three-year-old consumer food Co-op had just gone belly up, unable to keep up its rent and loan payments, despite a burgeoning owner-membership of 2,200. The Webster Bank, which had provided the market's initial loan, had announced auction plans to 300 potential bidders and selected a new company formed of existing staff with the support of a local philanthropist and his LLC investment fund. Thus, even a consumer co-op might convert when it has to into a worker-owned co-op, in order to remain faithful to consumers' health and service interests while focusing on workers' needs along with the sustaining bottom line.

White remarked on how encouraging and supportive of one another the customers and workers have been, as the new corporation has taken hold. "Some workers," he said, "have been totally transformed" in their dedication and commitment to high quality work and service. Some folks at the Blue Hill library gathering remarked on powerful changes they saw in the workers themselves, in a new warmth, zeal and solicitousness in relations with customers. Co-ops build cooperation and may help one another thrive along with those they serve.

S o u r c e s :  
<http://www.truth-out.org/opinion/item/26160-workers-in-maine-buy-out-their-jobs-set-an-example-for-the-nation>  
<http://bangordailynews.com/2014/06/18/business/stonington-employees-buy-3-stores-creating-largest-worker-co-op-in-maine/>  
<http://community-wealth.org/content/small-island-big-cooperative>  
<http://yaledailynews.com/blog/2014/10/03/elm-city-market-auctioned-off/>



# SLEEP

## HOW MUCH IS ENOUGH?

*By Catherine Princell, MS RN*

Everyone needs sleep to lead a healthy life. According to the Centers for Disease Control and Prevention, inadequate sleep is linked to a number of health conditions including obesity, depression and diabetes. The amount of sleep an individual needs for optimum daily performance varies by age. A younger person needs more sleep to function well than an older person.

A baby from birth to two months needs 10.5 to 18 hours a sleep each day. At around two months, the need for sleep goes to a total of 14 to 15 hours throughout the day between feedings, until the child is 12 months old. Toddlers between the ages of one and three require 12 to 14 hours of sleep each day. They will not get this amount of sleep at one time. Young toddlers are likely to take two naps each day, while older toddlers may take one nap, but sleep longer at night. Keeping toddlers on a sleep schedule will help to ensure they are getting an adequate amount of sleep. Children three to five years old should get between 11 and 13 hours of sleep per day. Since most kids in this age group stop taking naps, the majority of their sleep will need to be done at night. Children age five to 12 should get between nine and 11 hours of sleep at night. This need for sleep makes appropriate bed times very important for children in this age group.

As children enter their teen years, their need for sleep decreases and, according to multiple sources, adolescents should get roughly eight to nine hours of sleep per night. Although teens regularly seem to need more sleep than that and are more likely to want to sleep in, they are also more likely to stay up later, which can cause the need to sleep during the day.

The average adult needs between seven and nine hours of sleep. For best results, the seven to nine hours should be attained at one time. Getting the sleep all at once allows you the time you need to go into deep sleep, which enables your body to be fully rested. Sleeping in small spurts prevents the body from fully resting and will lead to feeling tired regularly. Are you sleepier than you think? About half of Americans have difficulty sleeping at least occasionally. Half of the adult population sleeps less than 8 hours per night, and about 20 million Americans get by on 7 hours or less!

Are you sleep-deprived? Do you have trouble falling asleep or experience frequent awakening during the night? Do you awaken too early and unable to get back to sleep; or do you awaken without feeling refreshed? These are not normal sleeping patterns. All are

symptoms of insomnia. The consequences of not getting enough sleep can include: daytime fatigue, impaired mood, depression; decreased ability to concentrate, problem solve, or make decisions; and increased risk of injury and driving while drowsy. Studies have shown that compared to normal sleepers, people who experience chronic insomnia suffer from impaired immunity, are subject to more illnesses and require longer recovery times.

How do you know if you are sleep deprived? A good way to find out is to keep a sleep diary. If you find that your sleeping patterns fit the description of insomnia, it might be time to look at your lifestyle to see if there are changes that you can make that might help you sleep better.

A basic step is to establish a regular bedtime and get up at the same time every day. Avoid naps, particularly in the late afternoon or evening. Daily exercise is an important sleep enhancement tool, but not too late in the evening. It is better to exercise during the day. Decrease caffeine consumption. For some, it may have to be completely eliminated. Nicotine is a stimulant and should be avoided, especially close to bedtime. Although alcohol is often thought of as a sedative, it can increase the number of times that you awaken in the latter half of the night. If your sleep isn't restful, alcohol may be the cause. Another cause of sleeping problems can be eating too much. A heavy meal close to bedtime may make you feel less comfortable as you try to settle down to sleep. On the other hand, going to bed hungry can be just as disruptive to sleep. Drinking too much of any beverage too close to bedtime can increase the number of awakenings because of the need to urinate during the night, especially as you grow older.

Create a sleep-promoting environment that is quiet, dark, cool and comfortable. A relaxing bedtime routine can make it easier to fall asleep such as reading, listening to music, soaking in a warm bath or meditating. A good night's sleep is not only refreshing, it is also critical for good health!

R e f e r e n c e s :

Web MD Sleep Disorders Center  
National Sleep Foundation  
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# PRODUCE REPORT

*Andy Felger, Produce Manager*



As winter approaches we look forward to the return of King Hill Farm root crops. This year, King Hill Farm is back with their excellent selection of winter roots. If you are interested in the best carrots in the world, look no further than their 3 lb. bags of carrots and loose carrots. But don't pass up their red beets, Chioggia beets, parsnips, turnips, daikon and rutabaga this winter. King Hill has also added two new vegetables: Nero Tondo black radishes and watermelon radishes. Nero Tondo is an heirloom Black Spanish Round Radish also known as Noir Fros Rond d'Hiver (*Raphanus sativus* L. var. *niger*), that traces its history back to the 16th Century and maybe further. Introduced commercially in France as early as 1824, the roots have a globe shape 2-5 inches in diameter. The dusty black skin gives way to a very crispy white flesh with a pungent, peppery taste. A quick online search of black radishes shows a variety of medicinal benefits, none of which I can attest to, but including: Black Radish Root creates a tonic effect on the respiratory system; Egyptian workers apparently used Black Radish as a remedy for cough during the construction of the pyramids. Eating black radishes supposedly activates liver cells, and is a powerful natural liver detoxifier. Radishes, especially black ones, contain a unique phytochemical called MIBITC that is even stronger than the much-lauded anti-cancer compound sulforaphane found in broccoli.

Many claims also say that, in addition to its cleansing qualities, black radishes are rich in vitamin C, B vitamins, and sulfur. The radish root can also be crushed and used as a poultice for burns, bruises and smelly feet. What I can attest to is the powerful sinus clearing effects of this spicy radish. They are hot! If you like daikon you will love Nero Tondo black radishes. Give them a try!

Watermelon radishes are another bright new vegetable in King Hill's line-up. Also known as Roosevelt or Red Meat, they are an heirloom Chinese daikon radish. If you are looking for a classic, spicy daikon flavor try the Nero Tondo black radishes. Watermelon radishes have a very mild, only slightly peppery flavor with some sweet notes. Its flesh is tender, crisp, succulent and firm with a beautiful pink and magenta interior like a watermelon. Watermelon radishes can be served fresh or cooked, hot or cold. They go well with fennel, apple, cheeses such as feta and chèvre, butter, cream based dressings, vinaigrettes, bacon, white fish, cucumbers, mild salad greens, cooked eggs, noodles such as soba and udon, citrus, cilantro, mint and tarragon.

Try either radish with some King Hill carrots in the following ferment recipe for a wonderful salad, sandwich, or side dish addition to any meal:

## **Ingredients:**

1/2 lb. carrots sliced in thin rounds or thin match-like strips.  
For the pretty-factor, I like doing thin angled rounds (I do carrots with watermelon radish because the colors are so nice and you can see them better.)

1/2 lb. watermelon radishes – cut same as carrots  
3 Cups warm water  
3 TBSP distilled or rice vinegar  
2-3 TBSP sugar (if you want sweeter pickles, reserve some of this sugar from the first preparation step)  
2 TBSP salt

Empty jar(s) depending on size. You want to be able to cram all of the cut veggies into it/them and get the lid on.

## **Preparation:**

1. Put the carrot and radish in a bowl and sprinkle them with sugar.
2. Massage the carrot and radish. You heard me right, just nice little squeezes for a couple of minutes. Why? Because they've had a hard day. I kid. Because the sugar helps the water in the veggies release and makes the veggies shrink a bit. They should get a little more "bendy" and a little puddle should develop at the bottom of the bowl. Admittedly, this step is easier if you do matchstick cut... just be careful not to completely snap your rounds if you do rounds. Nothing terrible will happen...you will just have funny little pickles.
3. Rinse the veggies.
4. Cram them into a jar or jars. You want a little bit of room at the top.
5. Pour the vinegar and salt over the veggies.
6. Put a little more sugar on if you want (I don't...there's usually some sugar left in/on them, post massage and it's enough for me).
7. Pour the water in to cover whatever isn't yet.
8. I usually turn the jars back and forth for a light shake.
9. Put the jars in the fridge for at least an hour...use within the week (I have used mine for a couple of weeks but I don't know if that's a great recommendation).
10. If you want, you can put some red chili flake in the pickling liquid, for bonus zest and prettiness.
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# BLUE HILL CO-OP

## MEMBERSHIP F.A.Q.

**Do you have to be a member to shop at the Co-op?**

No, everyone is welcome!

**If you become a member, do you have to work?**

No.

**How can I save money by joining the Co-op?**

1. Full Moon Sale (10% Off).
2. Bonus Buys (pink signs).
2. Pre-Orders at low prices.
4. Patronage Dividends.

**What are the values based reasons to join the Co-op?**

1. Support Local.
2. Support Organics.
3. Strengthen our Community.

**How many members does the Co-op have?**

1,450 and growing.

**What is the total \$ amount needed to become a fully paid member?**

\$200.

**If you wish to make payments, what are the terms?**

\$20 per year keeps you current.

**Can a business be a member of the Co-op?**

No, you must be an "Individual".

**Can a couple be a member of the Co-op?**

No, one person is the member; the other is an affiliated shopper who does not get a vote.

**If I stop making payments for a few years can I get back in for \$20?**

Yes.

**If I have my equity \$ refunded, can I get back in for \$20?**

No, you must come back in at the level you were at when you pulled your money.

**How does it help the Co-op to have more members?**

The Equity strengthens the Balance Sheet and provides financial stability.

**Is the Co-op a non-profit organization?**

No, the Co-op pays Corporate Income taxes. But profits are not our motive.

**What are the three parts of a "triple bottom line"?**

People (community, workers, how people are treated).

Planet (the environment and sustainability issues).

Profits (did we take in more than we spent?).





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## WEEKLY CAFÉ LUNCH SPECIALS

MONDAYS: Pizza

(Vegan & Gluten Free Options)

TUESDAYS: Quesadillas

(Meat, Vegetarian, & Vegan Options)

WEDNESDAYS: Wildcard!

Check our Facebook to see what's cooking!

THURSDAYS: Reubens

(Meat, Vegetarian, & Vegan Options)

FRIDAYS: Burritos

(Meat, Vegetarian, & Vegan Options)



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