

Silver City Food Co-op Garbanzo Gazette

It's MAD!

Volume 20

✦ Your Monthly Newsletter ✦

July 2020

Co-op Hours:

Mon. - Sat.
9 am - 7 pm

Sunday
11 am - 5 pm

575•388•2343
520 N. Bullard St.

LOOK INSIDE!

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**YOU
ARE
WHAT
YOU
EAT**

• SCFC: Adapting & Thriving •

Moving Things Around on the Sales Floor:

You may have noticed that some things have moved around in the store. Our Grab 'n' Go Deli items are to your right as soon as you walk in the front door, and many of our breads can now be found at the end of the Produce section. Our Bulk Oils and Vinegars can now be found at the end of the Bulk section. There are many other moves in the works as we look to freshen things up a little bit and introduce some new changes to the layout of the sales floor. Can't find what you're looking for? Just ask....we're always glad to help!



Special Orders:

In March, the grocery industry saw a significant increase in purchasing, and the Co-op was no exception. The increase we saw was so large, in fact, that our largest distributor instituted weight restrictions on our purchases. Our response to these restrictions was to temporarily discontinue the placement of individual special orders, which allowed us to keep our in-store inventory up. We'll dip our toes back into the special order world beginning on August 1st. Starting on that day we will accept special orders again and see how it goes. If we are able to maintain adequate levels of in-store inventory, then special orders will remain an option for members going forward.



History of the Co-op:

Former Board of Directors President Susan Van Aucken has written a lovely history of the Co-op. As we look ahead to our future it is important to make sure we remember to honor our past.

SCFC history is on pages 8 & 9.



Curbside Pickup Program:

As many of you know, in March we introduced a new Curbside Pickup Program at the Co-op. While this program has seen some moderate success, we hope to see it grow further. Since its inception this past March we have seen that roughly two percent of the Co-op's sales are being generated from this program, and we encourage you to take advantage of this easy to participate-in program. More information on the Curbside Pickup can be found on the front page of the Co-op's website:

www.silvercityfoodcoop.coop



By Mike Madigan

Return of the Hungry Burrito!:

We are excited to announce the return of the Hungry Burrito. This fan-favorite from the Market Café is now available (on a first-come first-serve basis) in the Grab'n'Go cooler. It's a delicious mix of fresh ingredients that will leave you wanting more. Stop by the Grab 'n' Go section and try one today.

See page 10 for more Grab 'n' Go info.



• *A sign of the times* •
By our artist Annabella

1929 member/owners strong and counting . . .

Silver City Food Co-op

established 1974



www.silvercityfoodcoop.coop
575.388.2343

Store Hours
Mon-Sat 9am-7pm
Sunday 11am-5pm

Vision Statement

Promoting the inherently healthy relationship between food, community, and nature.

Seven Cooperative Principles

- Voluntary and open membership
 - Democratic member control
- Member economic participation
- Autonomy and independence
- Education, training and information
 - Cooperation among co-ops
 - Concern for community

Kevin Waters
General Manager

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Submit letters, articles, or items of interest to:

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Not Watered Down



By Kevin Waters



Work on the expansion project continues to progress. As stated previously, a lot of good work has been done to get the Co-op close to a final decision to seek financing for a remodel of 907 Pope Street. The purchase of a building in the range of square feet that makes sense, with adequate parking, in a strategic location, at a very good price set the stage for the work that has continued. Initial design and testing work took place, and the community was engaged and highly in favor of the project.

One of the last boxes that needed to be ticked took place in early March, in the form of a market study that returned a highly favorable result. A market study by G2G research projected first year sales at the highest initial increase from 2019 sales that has ever been considered for this project, followed by projections of maintaining nearly double digit increases in the ensuing three years. These projections confirmed the general premise of the relocation releasing unrealized demand for the Co-op's goods and services. Prior to updating the pro-forma and business plan, and taking this study to financial organizations to seek funding, there were still some unanswered questions. As the largest project in the Co-op's history, it is important to go into it with the highest possible level of detail in projecting possible cost/revenue scenarios. Information that would help improve this detail:

- Department level financials for the store. Labor costs for departments have not historically been measured at SCFC. This information is important whether the Co-op moves or not, for the purpose of properly allocating resources in the store. For the case of relocation, to accurately model different scenarios in terms of department sales and contribution margin, this information is critical.

- A more detailed analysis of the competitive marketplace. While the G2G study accurately described a "weak" competitive marketplace, the level of detailed analysis of both grocery stores, and restaurants (prepared foods) was not present in the study. Regardless of the absence of a like to like competitor, it is important to understand the size of the competitive pie, and then extrapolate out what share of that pie the Co-op can possibly garner after a largescale project. Every trip to Albertson's and Wal Mart confirms that there is significant organic food business going to those stores in Silver City.

- More detailed estimates of project costs with up to date real world data.

- Detailed menu of potential "upgrades" to the basic project design, and a cost benefit analysis of what those upgrades would generate in revenue.

All of the above bullet points are in the process of being assembled into the updated business plan and pro-forma, which are very close to presentation. All of the background

work is done, the research is done, and the numbers are being crunched and different scenarios are being modeled. I can address generally the takeaways from what has been gleaned so far.

That is, this project pencils out. Making broad assumptions about project costs and potential revenue increases from the remodeled facility, even a somewhat conservative scenario still results in operating profit that is able to cover cost of financing. Taking the G2G projection for sales in the first year of operation, reducing it slightly, at a historic average margin, a reasonable labor figure for an expanded store, and reasonable operational cost, this still results in net operating profit that covers the cost of financing for most scenarios. There is a high likelihood that labor and margin improvements would be part of an expanded store, and that these are conservative estimates.

The different measures for calculating these financing scenarios for cost of financing the project are a cost per square foot that is on the low end for moderate retail with average finishes and normalized construction costs, up to a high end for moderate/complex retail with custom/specialty equipment and finishes with normalized construction costs and allowances for unforeseen site issues.

Further modeling with small business loan terms and payback time frames, we have a low end to a high end for monthly financing costs for different versions of the project. As stated above, for an overall analysis of this project, a conservative case scenario still sees a net profit that is able to cover the payback.

The estimates for the sales gains for the project, based on the secondary market study analyzing the competition, actually project higher than the gain for the first year that the G2G study does. That's a starting point, some of the additional components that will be presented for consideration, in addition to the baseline increases from expansion:

- a dramatically expanded prepared foods presentation that may represent 25% of store sales
- adding additional revenue streams not currently part of the merchandise mix (i.e. organic/natural large animal feed and garden supplies)
- designing a prepared food department that would have dual use as small business incubator kitchen and education space, resulting in a significant cost decrease for prepared foods expansion, one of the biggest cost drivers.

The takeaway right now at this point before the presentation of the full pro forma and business plan, are that all signs point to the Pope Street expansion project being a fully viable and sensible project. ❄️❄️❄️

it's still MAD !!
June/July
10% OFF

excluding mark-downs
maximum discount 25%

Special Orders *Only*
in Supplements and Bulk Herbs

*any 2 days
of your choice*



New Mexico Premium Compost

While Supplies Last!

**\$8.59 ea
1 cubic ft.**

Silver City Food Co-op Staff

<i>Judith Kenney</i> outreach/GG	<i>Leah Chastain</i> merch. specialist
<i>Dougan Hales</i> produce/bulk	<i>Marchelle Smith</i> deli
<i>Kate Stansberger</i> supplement buyer	<i>Joy Kilpatrick</i> receiver
<i>Jake Sipko</i> produce manager	<i>Elysha Montoya</i> wherever needed
<i>Carol Ann Young</i> office/GG	<i>Judy Kenneally</i> deli
<i>Jeanné Miller</i> herb buyer/produce	<i>Christine Dalmedo</i> produce/grocery
<i>Becky Carr</i> dairy buyer	<i>Hina Rainbowchild</i> wherever needed
<i>Jess DeMoss</i> POS manager	<i>Annabella Gomez</i> wherever needed
<i>Misha Engel</i> frozen buyer	<i>Melissa Yarbrough</i> wherever needed
<i>Jenny Morgan</i> office	<i>Tuan Tran</i> wherever needed
<i>Marguerite Bellringer</i> finance manager	<i>Clorissa Holguin</i> wherever needed
<i>Kim Barton</i> POS	<i>Eric Brown</i> wherever needed
<i>Michael Sauber</i> grocery	<i>Vynce Bourné</i> wherever needed
<i>Doug Smith</i> grocery buyer	<i>Kevin Waters</i> gm
<i>Lee Ann Miller</i> cashier	<i>Carolyn Smith</i> deli manager
<i>Tinisha Rodriguez</i> HABA buyer/POS	<i>Anjelica Anaya</i> wherever needed
<i>Mike Madigan</i> am	❄️❄️❄️

Kitchen Meditations

Summer

Watermelon Infused Water

Easy and refreshing!

Ingredients:

The amounts below are for a pitcher full, but you can use smaller quantities for your personal water bottle.

- 2 cups watermelon (cut into chunks or use a melon baller to make neat little spheres)
- 1 cup other fruit (berries are especially nice)
- Water
- Optional add-ins: fresh basil, mint and lime slices

Instructions:

Cut or scoop out watermelon and place all ingredients in the container of your choice.

Fill with water and enjoy!



Watermelon Beet Smoothie

Yields 2 two-cup servings

Ingredients:

- ½ medium beet, chopped
- 1 cup chopped watermelon
- 1 banana, peeled
- ½ cup coconut water
- 1 cup plain kefir
- ½ lime, peeled
- 2 tablespoons honey
- 1 teaspoon vanilla extract
- 2 tablespoons protein powder of choice (optional)

Instructions:

Place all ingredients in a blender and whirl until smooth
A high-speed blender is very helpful for this recipe



Talk About Herbs

Garam Marsala

Garam Masala, popular in India, is a mixture of warming spices. Recipes for masalas vary between regions and even cooks, depending on household and individual preferences. Recipes can be passed down through families, a matter of pride in the area, and each cook strives to make the best Garam Masala. A blend from northern India, where Garam Masala originated, often has only black pepper as a hot element, focusing on aromatic and sweet spices. This mixture will be quite mild, and any heat in the dish will come from adding hot peppers. The farther south you go in the country, the hotter Garam Masala is likely to be, as red chiles are likely to be part of the blend.

It's interesting to note the Ayurvedic properties of Garam Masala. The word "garam" means "to heat the body" and these warming spices are believed to elevate body temperature in Ayurvedic medicine. When there is not enough heat in our bodies, we can become sluggish and may be slow to remove toxins. Other benefits of Garam Masala may include boosting immunity, promoting weight loss, aiding digestion and lowering inflammation.

The Food Co-op carries Garam Masala from Frontier Co-op in the bulk herbs department. It's a rich, slightly sweet organic blend that delivers authentic Indian flavor. Give it a try for seasoning veggie burgers, squash soup, kitcheree, or for a different take on baked beans.

The Frugal Co-op Chef

Easy Corn Salad

Sweet summer corn, crisp cucumbers and juicy garden tomatoes combined in a light vinaigrette.

- 3 cups corn kernels (about 4 cobs of corn)
- 1 cup cherry tomatoes
- 1 cup diced cucumbers
- ¼ cup diced red onion
- 3 tablespoons olive oil
- 3 tablespoons apple cider vinegar
- Salt and pepper to taste
- 1 tablespoon fresh parsley
- Fresh basil or dill (optional)

Instructions:

- Boil or grill your corn. Once cooked, remove kernels from corn.
- Combine all ingredients in a large bowl and toss gently.
- Season with salt and pepper to taste.

Jake's July Produce Picks

A Brief Guide to Watermelon



How are watermelons grown and harvested?

Watermelons favor an abundance of sunshine and loose, well-drained soil. The three most important things needed to grow watermelons are sun, bees and water (lots of it) and, if all goes as planned, crops are ready to harvest within 3 months. Watermelons, grown commercially, are handpicked and cut from the vine. As they pick them, harvesters look for a pale or buttery yellow spot on the bottom of the watermelon, indicating ripeness. After the cutters come pitching crews who pitch the fruit hand-to-hand to load into trucks. Lastly, back at the packing shed, they are inspected for quality, washed, and separated according to size.

Nutrient dense and hydrating, and oh-so-sweet, watermelons are the perfect summer fruit. As temperatures rise, watermelon is an excellent way to quench your thirst. A two-cup serving is loaded with potassium that may help with water balance in the body. See our Kitchen Meditations page for Watermelon Infused water or a Watermelon Beet Smoothie, two recipes to keep you cool and nourished this summer.

Choosing a Watermelon

Look the watermelon over. Is it firm, symmetrical and free from bruises, cuts or dents? Lift it up. At 92% water, the watermelon should be heavy for its size. Turn it over. Look for a creamy yellow spot on the underside of the watermelon (called the "ground spot"). This is where it sat on the ground and ripened in the sun.



We have corn on the cob!

Corn

Nothing says summertime quite like corn on the cob. Read on for some enlightening facts about this unique and important food.

- Corn originated in Mesoamerica where it has been an essential part of the human diet for thousands of years. Today, it is cultivated on every continent except Antarctica.
- Corn is known by the word "maize" in most countries. "Maize is a Native American word meaning "sacred mother," or "giver of life."
- Corn is a domesticated grass that does not exist in the wild.
- An ear of corn is part of the flower of the plant and an individual kernel is a seed.
- There is one strand of corn silk for each kernel of corn.
- Corn is a delicious food that's also good for your health. It's high in potassium, iron, zinc, magnesium, phosphorus and selenium. It also provides folate and vitamins C, E and A.
- Most corn produced in the United States is not eaten by people. 46% is used as feed for animals. Another 30% is converted to ethanol, and 12.9% is exported.



Becky's July Dairy Pick

Forager Project Sour Cream

Forager Sour Cream is a smooth and tangy plant-based, non-dairy food that gives any dish a rich, velvety quality, usually only found in foods that contain milk. Does it taste exactly like regular sour cream? No. It has a slightly different taste and is not quite as thick, but you might like it better! Many people who are transitioning to a plant-based diet, find that their tastes change along with the foods that they're eating. Clean foods leave the body-mind feeling lighter and more alert.

Forager is cultured for a more authentic flavor and a pro-biotic boost. It's made with coconut and cashews and has half the calories of dairy sour cream, 30 calories per 2 tablespoons. Fresh-tasting and mildly tart, this dairy-free sour cream goes quite nicely on and in almost everything, from a simple baked potato to tacos and enchiladas, from pasta to spicy curries. Enjoy a dollop on your favorite dessert. Vegan foods that are simply prepared with wholesome ingredients can be a valuable addition to your diet.

CO-OP Community

Co-op Community Donations

The Co-op donated to or collected donations on behalf of these organizations:

**SASS
KURU**

We would like to thank the members who give generously each month with donations to the Food Pantry through the Food Co-op's "Chili" program.



Thank You Co-op Volunteers!

Many thanks to these member volunteers for their May service.

**David Burr • Jane Papin
Susan Van Auken • Sue Childers
RJ Jones**



Calling for Guest Writers!

Do you love your Co-op?
Do you want to help get
the word out
about the issues
facing the Co-op?

We would love your help writing articles for the Garbanzo Gazette!

Members, if interested please email
judith@silvercityfoodcoop.coop

Three hours earns a 15% Volunteer Discount



RAIN CHECK

Sorry we are out.
Lettuce make it up
to you!



We now have rainchecks to give our member/owners and customers better service!

Round Up Donation Program

The Silver City Food Co-op invites you to "Round Up." This means as a customer you can round up the balance of your total purchase to the nearest dollar, thereby donating that amount to a local non-profit. Donation recipients change every month. Information can be obtained at the cash registers when you check out. Many thanks to our cashiers who make this program work so that we can all give to our community.

Round Up for July

Quetzalcoatl

Quetzalcoatl serves the community by conveying the healing traditions of the Maya and Naga Maya (curanderismo and Ayurveda) through the school for healers known as the Escuela de Curanderismo.



To empower people to heal themselves through natural therapies we have a botanical garden of the medicinal plants from these traditions. We will teach underprivileged communities how to grow and use these plants and give them the seeds to do so. In that way we will empower people to heal themselves. Please look through our website at shamansgathering.com.

**May
Round Up
\$1026.00**

Spay/Neuter Awareness Program of Silver City/Grant Co.

Thanks to everyone who rounded up for SNAP during the month of May. The \$1026 donated will go a long way towards financing our organization's goal of spaying/neutering more animals this year than the 189 we helped last year. To date we have helped 3000 animals have a better quality of life as well as kept many hundreds from being euthanized. We could not do this work without the help of all four vets in the county, so thank them when you see them.

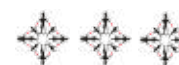


Hopefully SB 57, The Pet Food Spay/Neuter Bill will be fully funded in a few years and our services will no longer be needed. Until then, please keep donating and spread the word that we are here to help as well as Halt-A-Litter funded through the PAWS Thrift Store.

Round Up for August

Mimbres Valley Health Action League

The Mimbres Valley Health Action League (MVHAL) is committed to improving the well-being and health of the local community through events that bring residents together. They sponsor the monthly mobile food pantry, the annual fall Harvest Festival, the local elementary school's vegetable garden, the weekly Mimbres Farmers' Market, and the monthly production and distribution of the Mimbres Messenger newsletter.



Summertime Summertime ~ and the livin' is easy

Cooking and dining outdoors

are simple summer pleasures that people everywhere enjoy. Tempting aromas from the grill and eating in the open air are just too enticing to pass up as summer comes into its own. There's also less kitchen prep and cleanup. Who wouldn't want that? The Co-op has everything you need to create your own brand of this special warm-weather satisfaction. While you enjoy your favorite hot dogs and burgers on the grill, don't overlook the fruit and veggie coolers as a source for some healthy options, like grilled carrots or summer squash. Peaches, pineapple, melons, figs, avocados and bananas are also deliciously prepared outdoors on the grill. Enjoy all your outdoor adventures!



Weber Grill Giveaway!



Win this Grill!!

Entry forms are available to fill out
at the display in the front of the store.
Entries will be accepted through July 15th.



MAD June, July

Two Days of Your Choice

receive **10% off your purchases!**
(Excluding mark-down items
25% maximum discount)

Be sure to tell the cashier **BEFORE** they start ringing up your purchases that you are using your MAD discount!

Member Appreciation Days (MAD) are offered 4 times each year, and are yet another way to save money at the Co-op.

Memberships are only \$20/year and you can recoup your membership by shopping just one MAD.

**We will happily carry
your purchases
to your vehicle,
wherever you're parked!**



Produce Compost Guidelines

This is a free service provided for our customers. We are not able to honor "special" requests for specific produce in bags and keep this service free. Please note:

- First come, first served
- One bag per person, please
- Scraps are bagged randomly as produce is processed
- Best days for compost are Tuesday & Thursday



Success Story of a Little Food Co-op in Southwest New Mexico

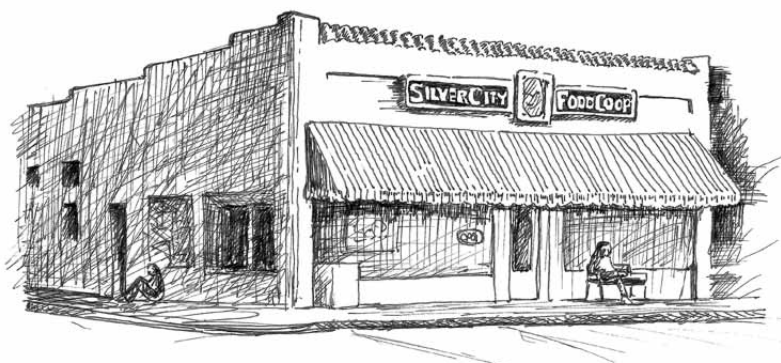
The Silver City Food Co-op History

By Susan Van Auken
June 2020

Early Times - The 1970s

In 1974 a number of folks in Silver City joined many people across the country wanting access to healthier food. These Silver City folks ordered food together, and then some of them drove to Tucson to pick up the bags of whole grains and beans and cases of canned goods. Back home, the orders were split up, and then everyone picked up their share. Within a year, others wanted to join, so a “storefront” was opened in the back of David and Susan Berry’s house, at 511 North Bullard, right across the street from our current building. A committee ran this buying club, and shopping was restricted to members.

In 1977 the buying club moved to a more visible location, at 108 East Broadway, and opened the store to non-members. Jim Goodkind was the manager, food deliveries came once a month, and sales were close to \$26,000 that year. A few years later the buying club took a big step and incorporated as a non-profit corporation under New Mexico state law and became the Silver City Food Co-op.



Growing Pains - The 1980s

The early '80s brought cash-flow problems, growing pains, and difficult times. The manager, Ed Anthes, along with co-op member Pamela Patrick, brought the co-op out of this low time. By 1984 Pamela was manager and sales had reached \$76,000. Still staffed mainly by volunteers, the co-op was now able to put a few workers on payroll.

In 1985 the store moved to its current location, 520 North Bullard, a prominent place in the center of downtown. Sales soared during this exciting period, to \$240,000, and the forward-thinking board, manager, and members of this young co-op took a leap of faith in 1989 and bought the building. Old and in need of upgrading, the building was refurbished over the next couple of years, when electrical problems were corrected and many other improvements were made.

Big Changes - The 1990s

To comply with new regulations for repacking bulk food, the co-op added a kitchen. Also during the early '90s an IRS ruling changed how co-ops across the country could operate. Compensating volunteer workers through a discount on products was no longer allowed, so after eighteen years of depending on volunteers, the co-op’s staff was now composed of only paid employees.

By 1995 a second checkout counter and a new walk-in cooler had been installed, and a major roof replacement completed. The biggest concern of the co-op at this time, though, did not involve the building or equipment, but problems caused by a new neighbor across the street where the Hub is now. This small plastic factory released chemical emissions, which caused a variety of difficulties for workers and shoppers at the co-op. Litigation took two years, and eventually the factory moved. Sales at the co-op had continued to grow, however, reaching \$650,000 by 1996.

In 1997 Kathleen Wigley, who had worked with Pamela for three years as assistant manager, took over as manager. She directed a big remodeling push for two years, increasing the retail space, installing another walk-in cooler, an administration office, and the current kitchen. By the end of 1999, the construction was completed, and the retail sales space available was 2,060 square feet.

By the close of the 1990s, the co-op was nearly a million-dollar business and the need for a more effective working relationship between the board of directors and the manager had become apparent. Many co-ops in the country, experiencing similar challenges, decided to adopt, as our co-op did, a new method, called Policy Governance, which clearly defines the roles of both the board and the manager.

Steady Growth - The 2000s

In 2000 the members of the co-op made a big change by reincorporating as a cooperative association under the New Mexico state laws. The Silver City Food Co-op was now truly a co-op.

The decade began with sales just under \$900,000, and during the next five years sales kept increasing. Double-digit profits during these years allowed profit-sharing with the employees, and in 2005 the co-op passed \$2 million in sales.

This growth necessitated changes. The addition of computerization of pricing and scanners at the checkout counters was a big step toward greater efficiency, but also a quite controversial one. A third row of shelves and another aisle added in the front section of the store allowed space for more product, but the additions, unfortunately, created much narrower aisles.

In 2006 the co-op purchased the old, rundown garage across the back alley from the store, to gain much needed space for the “behind the scenes” activities. The newly renovated building, ready for occupancy in February 2007, contained warehouse space, a walk-in cooler and freezer, office space, and a community room plumbed to become a kitchen for future food-preparation possibilities.

In 2007, after many profitable years, the co-op decided to give back to the community by creating an outreach staff position. Over the next few years, the outreach coordinator provided valuable support to the Grant County Community Food Pantry, The Commons: Center for Food Security and Sustainability, the Silver City Farmers’ Market, the Grant County Food Policy Council, and many annual events providing awareness about food and nutrition.

When Kathleen Wigley and her co-manager, Catrina Helbock, left in 2008, the co-op had reached \$2.5 million in sales and found that it needed to search outside of Silver City for a new leader. In 2009 Doug Zilm became the first general manager hired from out of state. With the board of directors, he worked to improve the governance systems and move from a fee-for-membership status to an equity-membership status, one more step on the path of a maturing cooperative.

More Space Needed - The Next Decade

The co-op directors would begin spending much of their time considering expansion, since the co-op had truly outgrown its space. Numerous ideas were discussed, and it seemed clear that nearly everyone wanted the co-op to remain downtown. No suitable building with parking was available in the area, so creative solutions, such as satellite stores, home delivery, online shopping, and extended hours were considered.

When Joe Zwiebach began his term as general manager in early 2013, solutions to space limitations were a primary responsibility. From \$900,000 to \$3 million dollars in thirteen years and still operating in the same 2,060 square feet of retail space, both staff and customer were acutely aware of the limits.

Management and staff continued to use every nook and cranny more efficiently, and customers adapted to shopping in crowded aisles. Subtle additions of more shelves and stand-alone coolers helped. In October 2013 the store opened on Sunday for six hours, with a very enthusiastic reception from customers.

In 2014, in response to results of membership surveys, a small kitchen was created in the back warehouse for the preparation of the “Grab ’n’ Go” offerings of sandwiches, salads, soups, and desserts made available in a deli case near the checkout stands.

When in 2015 a building only a block north of the co-op became available for a reasonable rent, the board and general manager decided this was a good

opportunity. Immediately the building provided space for product storage and meetings, and in July 2016, The Market Cafe was opened in the front portion, serving healthy prepared foods and selling gourmet food items, handcrafts, and fair-trade gifts. Although initially successful, the cafe succumbed to challenges on many levels, and the decision was made to close it in October 2017.

Continuing to streamline its functioning to keep up with sales growth, management improved inventory systems, computerized staff scheduling, and upgraded the physical structure. Staff were cross-trained for various positions, and the popular Member Appreciation Days (or MAD), which had become truly maddening, were switched from three set member-discount days a year to a plan where members choose their own three days.

In March of 2018, the co-op was offered a marvelous opportunity – a large downtown building, with parking! Southwest Services for the Handicapped was going out of business, and would sell their building to the co-op at a very low price. Since it met the needs for a full co-op expansion and relocation, the board of directors made the decision to purchase the building at 907 Pope Street, in July of 2018. The real work of planning an expansion began as the board, managers, and several volunteers worked diligently for more than a year to gather and study all the pertinent data needed to determine the economic feasibility of renovating the building and moving the store.

World Pandemic - 2020

The decade had begun with a bright outlook. Sales in 2019 were just shy of \$3.8 million and the newly hired general manager, Kevin Waters, was eager to help the co-op move forward with the relocation. When the COVID-19 pandemic hit in March, immediate adaptations were instituted at the co-op; and with no crystal ball to reveal the future, plans must unfold day by day.

What a History!

This little co-op that could, did! In its retail sales space at 520 North Bullard Street for the past thirty years, the co-op has gone from sales of under \$100,000 to nearly \$3.8 million; from a handful of employees to thirty-five; and now continues serving its current 2,100 member-owners. This success story happened thanks to loyal members and shoppers, inspired general managers, devoted employees, dedicated board members, and generous volunteers. What a wonderful story!



Grab 'n' Go Has a New Location!

by Carolyn Smith

We've added a number of new Deli items recently!

- The Hungry Burrito has returned! - a fan-favorite of the Market Café. Beans and rice, with or without cheese
- a vegan lasagna with a "tofu ricotta" filling and vegan parmesan style cheese
- greek potato salad
- curried egg salad
- and baked goods: crisps, cookies and brownies.

Our four cheese and currently the roast beef sandwiches now feature Tucumcari green chile cheddar cheese.

More to come.....

Recipe: Greek Potato Salad (large batch)

8 lbs yellow potatoes (or potato of your choice)

1/2 lb pitted kalamata olives, halved

3 red bell peppers, diced

6-7 stalks celery, diced

1 red onion, diced

1 pint of cherry tomatoes, halved

1-2 cups lemon juice (to taste)

1 cup olive oil

2 Tbsp oregano

1 Tbsp salt

- Boil potatoes whole or in bite size pieces until tender, but not overcooked, so the potatoes will hold their shape when mixed with other ingredients.
- Pour lemon juice over warm potatoes and refrigerate. If you are not sure how much lemon juice you want, just add the smaller amount.
- Prepare all other ingredients and mix together in a large bowl.
- Gently stir in the potatoes and adjust the seasonings.

**Just Inside
the Front Door
to the Right**



*Deli Manager Carolyn loading the cooler
with many delicious new items!*

Our kitchen is certified by the New Mexico Environment Department

The Deli staff is trained and certified by the National Restaurants Association's ANSI Accredited ServSafe program



Now Summer's Here

by Rick Stansberger

Now summer's here
buses carry calm again,
a friendly rumble
to fall asleep in.

Shoe leather
stiffens among dust motes.
feet feel free
to taste grass.

Minutes that used to
jag like icicles
melt into
What's today? Thursday?

And the bell –
the bell the bell the bell –
eighteen times a day
three thousand times a year
screaming *STOP NOW*
AND START SOMETHING NEW –

the bell is dead as Xerxes,
wrapped and entombed in blue.

An Interview with Carolyn Smith

By Judith Kenney

What is your favorite thing about working at the Co-op?

Working with and serving other people.

It helps me stay connected to my community and to evolve as a human being.

Can you describe your job here?

As part of the Deli team, we strive to prepare delicious and nourishing food for Grab 'n' Go take out that everyone can eat and enjoy by offering a variety of entrees, salads, soups and sides to accommodate different diets.

What is currently your favorite product at SCFC?

I really appreciate the bulk herbs, spices and teas.

They are the best deal in town, always fresh with great flavor and aroma, a great price, and you can buy as little or as much as you want, so you never have to compost old seasonings or teas because they've lost their flavor or worse gone bitter.

What is one thing about you that might interest (or even surprise) other people?

Three years ago, Gregg Dugan and I started Two Birds Fruit, a fruit propagation business here in Silver.

We start fruit bearing plants from cuttings, grow them out, and sell them at the Silver City Farmers' Market.

We specialize in propagating fruiting plants that already grow well and produce here in Silver City: apricot, pomegranate, fig and quince (membrillo) trees, and grapes and gojis.

When not working at SCFC, how do you spend your time?

I serve on the Board of Gila Mimbres Community Radio/KURU 89.1 FM located, conveniently, right across the street from the co-op. As a working board, we do a little of everything, which adds up to a lot.

I also have a garden to work and play in and I like to hike, dance, cook, and eat and read.

How would you describe your diet?

I'm on an again, off again, omnivore; right now I eat a mostly vegetarian diet, eating meat less than once a month. Since the 80s, I've chosen to buy and eat organic and local foods, for my health, but even more, for the health of the planet.

Would you kindly share your favorite meal with us?

I really don't have a favorite meal; I love food!, but right now, with the summer-time heat, I'm enjoying big salads of Frisco Farm mixed greens, spinach, radishes and turnips with red bell pepper and avocado, topped with warm beans du jour, blue or feta cheese, toasted salted pumpkin seeds, finished with a balsamic olive oil vinaigrette and fresh chopped herbs on top.

If you were an animal, which would you be?

A dog: loyal, faithful, in the moment, living for walks, good food and company, and enjoying life one day at a time.

I know there are plenty of cool wild animals, but I really don't know what their lives are like, and my companion Satchmo really seemed to enjoy his life.

If I had a magic wand, I would.....

I would eliminate all borders and open people's eyes to the truth that we are all connected to one another, to all living beings, we are all family and the Earth is our home. I know it's pretty sappy, but that's how I feel right now.

*Stronger together,
Carolyn*



Supplement Department

NEWS

Bicycle Giveaway from Solaray!

By Kate Stansberger



*We have an exciting giveaway this month!
One lucky person will pedal away
with a Huffy cruiser bike,
furnished by the Solaray company,
many of whose products we carry.
Look in the store for the bike displayed in all of its glory!
We will also feature some Solaray products on promotion
on an end cap with the needed slips to fill out to enter the contest.
Please, one entry per person to ensure everyone an equal chance.
We will be taking entries until July 31st.*



Solaray was founded in 1973, and is a pioneer in encapsulated herbal products. Many customers are familiar with the company's labels – a rainbow on a white background. You can be assured that Solaray uses rigorous testing on all of their products, to confirm identity of raw ingredients, to prove potency, and to confirm that no contaminants exist. We have a full range of their products from their herbal capsules, to vitamins and minerals, to specialized supplements such as amino acids.



We also have a new kid on the block in the supplement department – *Unique Products of Nature*. What makes their product line “unique” is the addition of “AstraGin”, a patented combination of the astragalus herb and Panax Notoginseng. This combination helps to increase the absorption of the ingredients in their products, so you get “more bang for your buck”. Look on our shelves for their products, including Elderberry capsules.



We at the Co-op want to thank all of our conscientious customers for their co-operation in Covid-19 safety measures, including wearing a face covering and maintaining social distancing. For those who cannot wear a face covering, we offer curbside grocery delivery – we do not want to deprive anyone of the opportunity to obtain our products. Directions for ordering for curbside can be found on our website: silvercityfoodcoop.coop.





Lemon Balm: Calming and Uplifting

By Jane Papin

Lemon Balm gets its common name from its fresh lemony scent and taste. And a balm it is for our entire nervous system. It has been used for thousands of years for nervous disorders, anxiety, tension in the body, insomnia, and digestive disorders. As a mild antispasmodic, it can help relieve pain due to tension, including headaches, back pain and stomach cramps. It is a great choice for teething children as it tastes good and is safe.

The genus name for lemon balm is *Melissa*, which comes from the Greek word meaning “honey bee.” In Greek mythology *Melissa* was a nymph who shared the wisdom and honey of the bees. Lemon balm is a favorite plant of bees, showing quite small, nectar-filled, pale yellow flowers.

I see lemon balm as a very gentle soul, nothing showy about her, with the exception of her distinctive scent. This lemony oil is her medicine. Just rubbing our hands through the plant releases the oils and acts therapeutically, immediately sending messages to our brain to relax and be calm. A top-quality lemon balm essential oil is one of the most expensive oils on the market. She has very tiny chemistry that vaporizes quickly and is hard to capture.

According to Anthony William in his book, *Life Changing Foods*, lemon balm helps with digestive issues, in that the nerve endings around digestive organs may have become hypersensitive. Nerves play a role in much of the digestive distress we can experience. If someone’s stomach or intestines are irritated for no identifiable reason, it may be due to sensitive nerves. The bioactive phytochemicals in lemon balm can calm the nerve receptors throughout the digestive tract.

As an anti-parasitic, antiviral and anti-bacterial throughout the body, lemon balm fights the Epstein-Barr virus. It also supports our adrenals, which makes the liver less toxic.

Herbalist Terry Willard considers lemon balm to be an herb of the age, being that humanity is in need of calming down, becoming more present within ourselves, and communicating clearly with each other. A calm, centered nervous system can facilitate this.

Lemon balm can be used as a tea, tincture, essential oil, infused oil for salves, stewing herb, and culinary uses on almost anything you’d like a bit of lemon with.

The square stem on lemon balm tells us that it is in the mint family, *Lamiaceae*. It is very easy to grow and can be found at most nurseries. It’s a perennial so it happily returns year after year. I haven’t found it to spread in the invasive way that mint can. It may reseed itself but isn’t a nuisance. I so value this plant. I’m delighted to see it establish itself around my yard. It also grows well in a pot.

If you enjoy growing plants and don’t already know lemon balm, I encourage you to experience all she has to offer. I’m grateful for my small patch which I harvest several times during the growing season to dry for tea. And, it’s so refreshing to add to salads during the hot summer. Just to have her calming scent in the yard is a blessing!



Jane in her garden harvesting lemon balm.



From Your Board . . .

Farewell and Gratitude as Board Members Move On

Something big happened the last week of May: the torch was passed to a new board with three newly elected directors. Simultaneously, two of our veteran board directors, Jennifer Johnson and Laurie Anderson, have left their reins behind and are moving into board retirement. We are so grateful for all of the time and energy they committed to the board over the years and their leadership will be missed, though they have left us all with important lessons and teachings so their presence will stay with the board for years to come.

Both of the outgoing directors worked diligently in support of “Policy Governance”, a style of cooperative leadership where the board sets key indicators of performance. These indicators broadly define strategic goals for the cooperative, while simultaneously allowing management the freedom to determine the best ways to comply. Policy Governance states the goals but doesn’t dictate the steps to achieve these ends. The board has one employee, the General Manager (GM), who runs the cooperative. One example of how this relationship works is that the board policies require an employee handbook with a grievance procedure; but the GM writes the handbook and implements the written policies. The board’s role is to evaluate the GM’s compliance with the Board’s policy of requiring a handbook. Was the handbook written in accordance with the policy? Check. Were policies put forth in the handbook followed and any concerns by employees handled fairly according to the board approved handbook? Check.

Both Jennifer’s and Laurie’s terms included several challenging situations: starting and then later closing the Market Café, purchasing the Pope Street Building for possible expansion, revision of board policies, and changes in Co-op management. These were difficult decisions to make that required much research, consultation, and discussion amongst the board. In the end, a final determination comes



Jennifer Johnson

about from assembling the facts, asking for expert advice, parlay among the various insights from a diverse group, and, finally, a committed determination to achieve consensus among the board.

Both Jennifer and Laurie demonstrated stellar leadership in Policy Governance. Each had a unique personal philosophy, outlook and approach. Jennifer often had an optimistic, progressive view toward issues. Laurie, ever the realist, had a frugal and practical approach. In many decisions, Jennifer would say, “We Can Do This!”. Laurie would say, “Can We Afford This?”. Laurie said it best when she said, “a good board has a mix of people looking at things from different perspectives”.

Yet any diverse group can go around and around about an issue until it suffocates in a swirl of inaction. Both of these ladies could stop the cacophony, conduct a straw poll, help the board reach a conclusion and get a final vote. That, dear readers, is true leadership. Both Jennifer and Laurie were great leaders (albeit with all the foibles of being human). No one person can do it alone, it literally takes an entire board of directors to get it done. Both were leaders with civility, kindness, and decorum.

Jennifer left this parting bit of advice. “If a board gets stuck because the issue is too complex and they are out of their depth...ask for help! Other people and other cooperatives have done this before. By asking for help, you get the benefits of others who know.” Sage advice that this board intends to follow.

Thank you Jennifer and Laurie for your service. You will be sorely missed, but the lessons you taught us by example, will endure. Epic journeys have heroes, and you two are that indeed.





Shanti Ceane
President



Julianna Flynn
Vice President



Scott Zager
Treasurer



Emma McKinley
Secretary



Kristin Lundgren
Member



Gwen Lacy
Member



Tuan Tran
Member



Susan Golightly
Member



A New Member Connect Crew

The Member Connect Committee of the board met last week via Zoom for the first time since our new board formed. We have 5 board members ready to work this year to help us do our job well! Scott Zager brings a desire to grow relationships and create a participatory community amongst the Co-op. Tuan Tran represents the needs and desires of staff. Emma McKinley brings a strong desire to create community education opportunities. Susan GoLightly wants to engage not just with members, but to focus on outreach to the wider community. Kristin Lundgren aims to create clear communication pathways and weave our community closer to a sustainable food network. The purpose of Member Connect is to be a conduit for information between member-owners, the board, operations, and the wider community so that we can all engage together for the health and wellness of our Co-op and our community. Working with these two board pages of

the Garbanzo Gazette is one way we do this. We also plan the General Membership Meeting, organize the Round Up program, and work on communication channels between member-owners, staff, and board. With the enthusiasm at our first meeting, we've delegated a Community Outreach lead, a Community Education lead, a Garbanzo Gazette lead, and a Communications Lead and we're excited about the year to come and how we can grow. The more folks that participate in Member Connect, the more gets done to reach our goals. Now is the time to really figure out how to create resilient food systems. Growing and strengthening community engagement is a great foundation for future movement and we'd love to have you on board! If you're interested contact klundgren2@gmail.com or come to our meetings the first Thursday of the month from 4:30-5:30 at Gough Park. The next meeting is on July 2nd!



Recruiting Board Members in Training

THREE MONTH TERM: If you would like a little taste of board work before buying the whole hog, becoming a B.I.T. is probably a good idea.

DESCRIPTION: Commit to attend 3 consecutive board meetings. (They are held the fourth Wednesday of every month at the Pope Street building, from 5:30 to 7:30 pm).

CONTACT: Julianna Flynn
board.scfc@gmail.com
Recruitment, Orientation, and Development Chair
Or, any board member

WE LOOK FORWARD TO HEARING FROM YOU!

Board Meeting Schedule

The SCFC Board of Directors meets the fourth Wednesday of each month at our new building, 907 N. Pope St. 5:30 pm.

Ten minutes is set aside at the beginning of every board meeting for member comments. The time will be divided evenly among those members who would like to speak. If ten minutes is insufficient, a special meeting may be called on another day. If a member wants more time, they can contact the president and ask to be added to the agenda. Please make this request at least one week before the meeting.

Shanti Ceane/President
Board Term: 2018-2021

Julianna Flynn/Vice President
Board Term: 2019-2022

Scott Zager/Treasurer
Board Term: 2019-2022

Emma McKinley/Secretary
Board Term: 2020-2023

Kristin Lundgren/Member
Board Term: 2019-2021

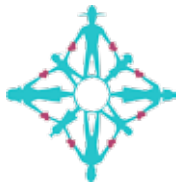
Gwen Lacy/Member
Board Term: 2019-2022

Tuan Tran/Member
Board Term: 2020-2023

Susan Golightly/Member
Board Term: 2020-2021

Our new email address:
board.scfc@gmail.com

Board of Directors



July

Members Only Specials

July 1 - August 4

20% OFF! listed prices



Miso Master
Mellow White Miso
8 oz
reg \$5.99



Wild Tonic
Raspberry
Jun-Kombucha
16 oz
reg \$4.49



Edward & Sons
Not-Chick'n
Bouillon Cubes
2.5 oz
reg \$2.99



Let's Do
Sugar Cones GF
4.6 oz
reg \$4.69



FrutStix
Strawberry Bars
4 bars/4.2 oz
reg \$4.59



American Health
Super Papaya
90 tabs
reg \$8.99



Nancy's
Cream Cheese
8 oz
reg \$3.69



Native Forest
Bamboo Shoots
14 oz
reg \$3.69



Swerve
Sugar
Replacement
12 oz
reg \$8.49



South of France
Liquid Soap
Assorted, 8 oz
reg \$5.59



poparuba
Cake Bites
2.4 oz
reg \$4.99



Solgar
No. 7
Joint Support
30 veg caps
reg \$24.99



Co-op Deals
flyers
available
on our website
www.silvercityfoodcoop.coop
and at the front of the store

