

A New GM; A Long-Time Friend of the Co-op

by Ralph Latham

Jennifer Stoltz, Cook County Whole Foods Cooperative's General Manager since June 1, 2010, should not really be regarded as new.

Jennifer has been a Co-op member/owner for twenty years, has worked as a Co-op volunteer, and has served on the Board of Directors -- including a term as President. As if that were not enough to identify her as a dedicated Co-op veteran, she has been an employee for more than a year. From May 4, 2009 to April 15, 2010, she was Customer Service and Weekend Manager. She then became Interim General Manager for a few weeks until the board hired her as General Manager June first.

Jennifer is originally from Grand Marais. She's been co-owner of a local kayak business, manager of a Lutsen retail store, and active in a range of community causes and enterprises, notably the North Shore Ski & Run Club, Lake Superior Water Trail, and North Shore Music Association.

As our General Manager, exactly what is Jennifer working to accomplish? So far, she is enjoying her own training into the leadership role, and the hiring and training of staff. "Now I can start looking at the future, addressing the problems of building maintenance and our serious space limits."

The joy of it, she says, is promoting and observing customer satisfaction and building good connections with other community groups. And there's the fun of eating a variety of good food samples, too.

Continuing Co-op sales growth has been a confidence builder, and our membership in National Cooperative Grocery Association is a huge help in the success of our Co-op; it gives us buying power, more favorable prices, more reliable delivery service, and "helps in all kinds of ways."

One of Jennifer's greatest job satisfactions is problem-solving. "I love the numbers and the problem-solving aspect of figuring out budgets and financial plans and processes."

"The toughest part of the job is having to be the 'bad guy'. But I've done a lot of different jobs in my life, so I don't get rattled easily. Just make the decision, solve the problem, then get on with store operations."

What goals is she setting? "I'd like to see the Co-op be a bigger space, so we'll be able to offer more education, get more local products, expand the deli. Staffing is always a challenging issue, but it's fun to work with great people, and we do have a lot of great people." She also sees our need to survey owners and learn what we all want the Co-op to become. Knowing that will help the GM and board make sound decisions as we look at viable options for growth.

Jennifer loves to travel and to develop plans for travel ventures. A 1988 University of Minnesota graduate with a major in physical education, she believes in health and nutrition. "I'm very active and love being outdoors. People should be active for health. I walk



or bike to work as much as possible. Energy efficiency is related to that. Kayak, hike, ski. My dog makes sure that I get outside regularly. My husband, who will finish his RN degree program next May, is a food co-op and outdoor health and vigor advocate, too."

"I am really looking forward to seeing where the future takes the Co-op."

All Co-op Party

Tuesday, August 24th
5-7 pm

Grand Marais Rec Park
Lakeside Pavillion

- Meet Co-op Staff
- Appreciate Volunteers
- Hobnob with Board Members

Join us for watermelon,
sodas and snacks.

~all owners welcome~



*A Member Owned
Community Grocery*

**20 E. First St., P.O. Box 813
Grand Marais, MN 55604
218-387-2503**

coopoutreach@boreal.org

www.cookcounty.coop

Jennifer Stoltz
General Manager

Michael Garry
Grocery Manager

Jeri Person
Produce Manager

Ann Kerber
Customer Service Manager

Kate Bailey
Deli Manager

Beth Ambrosen
Bookkeeper

Jeremy Lopez
Grocery Buyer/IT Coordinator

Kay Grindland
*Membership & Outreach
"Blueberry Jam" Editor*

Open 7 days a week!

August Hours

*8 am - 8 pm Mon.—Sat.
9 am - 7 pm Sunday*

Regular Hours begin Sept. 1

*9 am - 7 pm
Monday—Saturday
10 am - 6 pm Sunday*

General Manager's Report

by Jennifer Stoltz

My first months as General Manager of the Co-op have been busy and exciting. We continue to see sales growth and have extended hours in July and August to give people more time to shop. Stop in at 8:00 AM if you want the store to yourself without crowded aisles and lines at the register, or stop in at 7:30 PM if you had to work late or need some supplies for dinner or breakfast. I've been hiring and training new staff and am getting up to speed on what's happening with other co-ops and national cooperative programs. Feel free to stop by my office if you have any suggestions for the Co-op. We're unable to honor all requests for product and policy changes, but are interested in hearing what you have to say. As we look toward the future of a growing Co-op, we need to know what the owners want their co-op to offer.



I attended a grocery conference in June where we tasted new products, talked about displays, discussed margins and learned about changes to our monthly Co-op Advantage Sale Program. Starting on September 1st there will be a

new look and name for the program; Co-op Advantage (CAP) is now **Co+op Deals**. It's part of a national program through the National Cooperative Grocers Association where over a hundred co-ops work together and leverage our purchasing power to get great prices for our customers. You'll see new Co+op Deals sales and flyers twice a month versus the current monthly program. Co-op Deals offers better prices on products and overall there will be more items on sale throughout the year. The new flyers are printed on FSC-certified paper and we are working on alternative ways to distribute them to reduce environmental impact even further. Check in our store and on our website every two weeks for the flyers. Sales from the second flyer of the month will also be listed in our monthly Cook County News Herald ad.

The biggest adjustment for you will be remembering when things are on sale. Prices in each Co+op Deals flyer will only be valid for two weeks. All sales start on a Wednesday and end two weeks later on a Tuesday. You'll no longer be able to wait until the end of the month to stock up on the special deals, you'll have to check at the Co-op or Co+op Deals flyer for the ending date of the sale. There will also be only two weeks to special order Co+op Deals items. We will post the flyers by the special order area so you'll know when to place an order. I'm looking forward to the lower prices and more choices that Co+op Deals will offer.

Full Equity Shares!

Thanks to these owners who paid their fair equity share since the last edition of Blueberry Jam.

Joyce Austin, Kristine & Roger Barton, Roberta & Tim Bauer,
Bonita Birnstengel, Julie Bishop & Mary Manning,
Gerald & Pat Durand, Joyce & Don Elvestrom, Kathy Fladung,
Alison & Baiers Heeren, Joyce Krueger, Gloria Hall Johnson,
Ken & Kerri Jones, Arleigh Jorgenson, Ardith & Bob Lien,
Nancy Starr & Steve Nielsen, Martha & Darold Rosbacka,
Nancy & Jonathan Rova, Matthew Ryan, Jack Stone,
Wendi & Jon Woerheide



*A Member Owned
Community Grocery
Working to Create a Healthy
and Sustainable Society*

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Let Us Hear From You!

Do you have questions, comments or suggestions for the Co-op board of directors? Give us a call, e-mail, drop a note off at the co-op or come to a board meeting.

Board meetings are the third Monday of each month and owners are always welcome.

If you wish to speak, contact Board President Rick Schubert in advance, so you can be added to the agenda.

Clean-up on aisle 3

by Linda Harvey, Board of Directors

To understand the success of the Cook County Whole Foods Co-op you simply need to observe the scores of foodies as they trundle their shopping carts through the maze of goods. I recently joined the conga line on the 5th of the month when owners receive a 5% discount on many products. This owner appreciation day happened to be July 5th when the patron planets aligned and owner discount seekers merged with the high summer tourists.

I fetched a cart and followed it into the produce section where Manager Jeri affords a remarkable quality and variety of goods. The folks browsing the great selections and enticing fruit samples (in a rather truncated space) created a positive vibe akin to a street market. With the help of a long reach, I am able to satisfy the first part of my grocery list with ease.

I now have a choice to take an exit ramp and visit the well-stocked Wellness section. I like to browse this relatively tranquil corner of the store, but there are no such items on my list and I am on a mission.

I swing around into the heart of the grocery maze, and stay on the right side of the road to keep a lane open for the energetic Gavin as he keeps the supply chain going from the back rooms to the grocery floor. He is elsewhere, but Deli Manager Kate takes advantage of the expressway, carrying a tall stack to the deli cooler.

My cart continues to fill as I fluidly round the corner only to find a traffic jam at the Asian foods section. Yes, there is a section dedicated to Asian

cuisine, loaded with over 80 items from sushi rice to alternative soy sauce. The slow-down comes from four friends exchanging everyday updates and discussing the chemistry of tempura batter. I am committed too deeply down the aisle to back up, so I exchange a few smiles, slip slowly forward and turn toward the freezer section.

There are just a couple of things that I need from the wall of chillers, so I expect no incident. Alas, someone is browsing the wares with the door open. The shopper is taking a bow deep into the cooler like a teenager visiting their home fridge after school. "What's the beef", you ask? Well, it's more like "where's the beef", because now I cannot locate my target with the doors frosted over. I must open the doors a bit longer to find my way, causing the cycle of icy doors to continue.

These short shopping hurdles barely affect my progress until I maneuver the "S" curve into the bulk foods area. There I find the quintessential group of 'tween girls stocking up for their Boundary Waters trip. There appears to be somewhere between 9 and 75 girls shoveling granola mixes and pulling on gravity bins. I have no choice but to throw myself into the mosh pit of whole grains and hope for the best. Deep inside the beast, I only see a flour dust cloud with vague images of Justin Bieber sometimes passing near. Even without a GPS, I soon see the beckoning light of the west windows at the cashier stations. I keep my bearings strong, grab some Lola's Sweet Life delights and anchor my cart at the checkout counter.

The items from my cart move through swimmingly as the proficient storekeepers command the point-of-sale electronics. The items pass through so quickly, I cannot match the pace with my bagging efforts. I must look like Lucy or Ethel at the candy factory as I try not to bog down the flow. Finally, with my bags now ready for transport, I relieve the congestion and head out. The door opens via co-op automation, that is, a stranger holding the door wide and smiling as I pass through.

Just another day in paradise...

Board Members Needed

Join a fun and dedicated group of volunteers who help guide the future of our Co-op! If you are interested in running for the board of directors this fall, want to learn more about it, or would like to nominate someone, contact one of the board members listed on this page.

The New, the Small, the Beautiful

by Michael Garry, Grocery Manager

July 19th marks the beginning of my second month as CCWFC's new Grocery Manager, and what a month it's been! Ironically, my work for the Co-op commenced in my home community of Minneapolis / St. Paul at the National Co-op Grocer's Association's annual conference. Following the conference, I got my feet on the ground in our beautiful "store on the shore". Once here, I began a crash course in both the idiosyncrasies of this particular market (who knew Canada Day would equal large sales volume?!) and of the many smaller jobs and sub-departments that fall under the broad umbrella of the Grocery Manager. While my experiences in the past 4 weeks have been humbling (my apologies to those who went chipless over the 4th of July weekend), they have also been inspiring. The intelligent-consumerism of our Co-op owners inspires the department to be responsive to your needs while being financially streamlined. We strive to serve owners as a full-service grocer, providing all the products a household would need, sustainably-produced, as local as possible, and at a reasonable price. But back to the beginning...

At the NCGA conference I had time to get to know our fearless leader, Jennifer (hurrah for her steady and cool-headed leadership), catch-up with contacts from my past 15+ years working in the natural foods industry, and, always the most exciting part of this work, learn about new products and the stories behind the small companies and beautiful people who produce those products. The products of one such small beauty, **Theo Chocolate**, is now gracing our shelves. Theo:

Uses only pure ingredients grown sustainably, sourcing ingredients locally whenever possible;

Partners with growers by ensuring they earn a living wage and have access to education for their families;

Honors and respects employees and suppliers;

Uses green energy sources to power their factory;

Uses sustainable packaging; & Educates about social and environmental accountability through tours of their artisan factory. (www.theochocolate.com)

And indeed, small is beautiful. E.F. Schumacher wrote in his seminal book of the same name: "Ever bigger machines, entailing ever bigger concentrations of economic power and exerting ever greater violence against the environment, do not represent progress: they are a denial of wisdom. Wisdom demands a new orientation of science and technology towards the organic, the gentle, the non-violent, the elegant and beautiful." Food and our relationship with it as intentional consumers in a place like CCWFC invites us to participate in this wisdom. May your shopping be organic, gentle, non-violent, elegant, and beautiful.

Sneak preview: Will Michael be able to stock the delicious, locally-produced, perservative-free Somali hot sauce he sampled at the Uptown farmer's market in Minneapolis... dunh, dunh, DUNH! Find out in the next installment of Blueberry Jam!

Staff News

In addition to our new general manager, there have been several staff changes. Grocery Manager Matt Ryan resigned to pursue cooperative opportunities in the Twin Cities. We are fortunate to have Michael Garry as our new Grocery Manager. He worked at Mississippi Market in St. Paul and has moved up here with his family. Thanks to Jeremy Lopez and Gail Becker who managed the Grocery Department in the interim.

We also welcome Ann Kerber, who joins us from Duluth to replace Jennifer Stoltz as Customer Service Manager. Kim Falter moves from interim cashier to Produce Assistant. She replaces Sarah Klingsporn who is working for the Forest Service.

In addition, the Co-op has had the usual infusion of summer staff. It's

Welcome New Owners!

Victor Aubid, Shelly Blazich,
Jason Borin, Nancy Borson,
Kate Demorest & Brad Kremeske,
Izzie Ditmarson, Gerald & Pat
Durand, Kathy Fladung,
Michael Garry & Amanda Hand,
Robert Gephart,
Mary Harrington & Jesse Okie,
John & Brook Henneman, Ada Hill,
John Hobday & Matt Hall,
Janet Karnas, Ann Kerber, Adrienne
Kroska, Sandra & Morris Manning,
Maureen Mullen & Todd Davis,
Denise Murray & Joan Beiber,
Judy & Don Olson, Marcy Olsen,
Madeline, Becca & Julie Orf/Le,
Stephanie Orlando, Brian & Maren
Robert/Barootian, Michael Sassano,
Gordon Sheppard & Laurie Hocoever,
Laurie Slomkowski,
Jinsey Smith & Jim Hane,
Jack Stone, Kjersti Vick, Molly
Walsh, Sheri & Dave Warshawsky,
Francine Williams,
Kristine Woerheide & Emily Johnson



great having Michelle Weitz and Leah Laky cashiering for their third summer. Woody Gilk and Josh Butter have joined us to stock groceries. Thanks to Adam Dettman for stocking through spring and early summer.

Finally, Deli is going full steam, with Pam Neissen buying cheese, Shelly Blazich baking in the early morning and Kate Bailey promoted from Deli Coordinator to Deli Manager.

Co-op Supports Local Growers

Many thanks to the members, staff and Board of our Co-op for supporting local farmers through the Local Grower Scholarship. We are very grateful to have received the scholarship for 2010 and have put it to good use, with a 50'X13' "caterpillar" hoop greenhouse and drip irrigation system. This hoop and irrigation are helpful season extenders and much-needed infrastructure for our small operation as we continue to grow. Thank you!

This year we are supporting 6 families with vegetables and herbs through our Good Nature Community Supported Agriculture (CSA), selling a few crops wholesale through the Co-op, and occasionally to local restaurants. We offer our CSA members 12 weeks of produce throughout the season for an up-front payment, which helps us afford the spring expenses of farming and reduces our economic risk. Our members have enjoyed vegetables like turnips, Asian greens, lettuces, beets, summer squash, broccoli, kohlrabi, cauliflower, radishes, mustard greens, and onions so far this season. These folks are really investing in their health, their taste-buds, our local economy and our environment through CSA membership!

Almost all of our members have gardens of their own, but want to enjoy gardening without the stress of relying on their home garden to sustain them. Others are putting up their CSA veggies for winter, and eating out of their own gardens this summer. Friday is CSA delivery day, and it's the day that makes all of the hard work, tired bodies and frazzled minds worth it. We feel both pride and humility in feeding 6 families besides our own. It is a small, but solid beginning for a family of stubborn idealists, livin' off grid in the woods, getting by with the generosity of neighbors, and trying to make a little positive difference in our community.

Nick, Kristin, Henry and Mary June Wharton live and farm on a remote, off-grid, 20 acre homestead-in-progress in Colvill.

Produce News by Jeri Person, Produce Manager

Wow, it is August already. This has been the fastest summer yet. Now it's time to enjoy the last of summer break, more camping, harvesting the garden, canning, and getting ready for school and school lunches. Improvements have been made in school lunch programs nationwide, but not enough. It is a pleasure to support the healthy food programs for kids in the county. I enjoy the challenge of packing the lunch box. As the kids get older I know they appreciate it; I always pack enough for sharing. Look for some special lunch box deals in produce this fall.

Enjoy the Minnesota corn while it's available, look for Nick and Kristen's summer squash and local potatoes this fall along with local apples. Save room for Wisconsin Growers watermelon. It seems to come in the later part of the melon season but they are sooooo good.

The Joy of Fresh Figs

One of the great treats of summer eating are fresh figs. There is nothing like the flavor of a fig, featuring a sweet, yet complex flavor. Every part of the fig is in play; the flesh has a chewy texture, the skin a smooth texture, and the seeds provide crunchiness. All contribute to a delectable eating experience.

California produces 98% of the nation's fresh figs and 100% of the dried ones. Their season runs from mid-May through mid-January. We carry three varieties of figs at the Co-op:

Black Mission Figs are named for the mission fathers who planted the fruit along the California coast. The fruit is a deep purple color, which darkens to a black when dried. Mission figs have a distinct teardrop appearance with a pinkish-reddish flesh, and are often described as "sweeter than honey."

Brown Turkey Figs have a brownish, copper colored skin, often with hints of purple. The flesh is typically a pink/red color, but sometimes white. Supposedly they received their name because turkeys

liked to eat them. The Brown Turkey fig has a milder flavor and is less sweet than the Black Mission.

Kadota Figs are the American version of the original Italian Dattato fig. It's thick-skinned with a creamy amber color when ripe. Practically seedless, this fig is often canned and dried.

Figs are fragile: it's often rare to find a fig in perfect condition. Fortunately, perfection is not always necessary.

If you find a slightly wrinkled, but still plump fig, or even a fig with a slight split, they will be fine. A bit of bend at the stem and a slight weariness to the skin indicate better ripeness and flavor. Avoid figs that look shrunken, are oozing from their splits, have milky liquid around the stem, are very squishy, or have any sign of mold. The smell of fresh figs can provide an indicator of ripeness. If they smell sweet, they are ripe; if they smell sour, it is an indication that they may be spoiled or overripe.

Enjoy this delicious, but rare treat this summer. You won't be disappointed.



Ginger Kale

- | | |
|---|-----------------------------|
| 1 large bunch kale, stems removed, leaves cut in strips | |
| 2 Tbls olive oil | 1 Tbls minced fresh ginger |
| 1 Tbls butter | or 1 tsp dried |
| 2 large cloves garlic, minced | juice of 1 fresh lime |
| 1 med. onion, chopped | freshly ground black pepper |

Steam kale until slightly wilted. In large skillet or wok, heat oil and butter, add garlic, onion, and ginger; sauté until onion is soft. Toss in kale. Cover and cook on low heat until kale is tender. Toss in lime juice and pepper to taste.

Who's Your Farmer? Lakeview Dairy

by Gwendolyn Danfelt-Martin

Have you seen the new bumper sticker, "Who's Your Farmer?" It raises a call for dialogue about local, direct connections between farmers and consumers. Due to Grand Marais' short growing season, we'd have to travel to Southern Minnesota or Wisconsin (if not Mexico) to meet the farmers that grow most of our produce, corn, wheat, or animal products. But Cook County is blessed with several local families farming different products.

You don't have to go far to visit a local dairy farmer. David and Heidi Berglund own Lakeview Dairy, operated out of their family dairy farm, just 7 miles up the Gunflint Trail. Just follow the little white and black signs to Lakeview Dairy, not only to get raw whole milk (they have skim too), eggs, yogurt, butter, pork sausage (and other meat cuts), seasonal produce, cream, and buttermilk, but also to enjoy the beautiful view from the hill that gave the farm its name. You can chat with David about his naturally organic farming methods and the news of raw milk dairy farms around the region, or visit with Heidi as she churns butter. You can even feed the calves grazing in the yard.

Speaking from personal experience, I've enjoyed the convenience of stopping by the dairy at 11 PM when I ran out of butter on a late night baking binge. The Berglunds have a 24 hour milkhouse and use the honor system (cash or check) to charge for their dairy products, whose prices are listed on a big board in the milkhouse. If you're curious to know "Who's Your Farmer?" in Cook County, check out Lakeview Dairy and look for other locals growers to be featured in future newsletters and on our web site.

Editors Note: The Co-op is happy to support and promote local growers and food producers in the county. Unfortunately we are unable to carry Lakeview Dairy products due to health department regulations. The politics of raw milk are very much in the news these days, with strong feelings on both sides. Some folks praise the increased nutritional value of raw milk and stress the importance of knowing your supplier. Other folks praise the safety of drinking pasteurized milk. Follow this link to a March 2007 Times article which explores both sides of the issue--<http://www.time.com/time/health/article/0,8599,1598525,00.html>

Judy Steinbrecher shows off the strawberries she brought in to sell to the Co-op.



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Grand Marais, MN 55604

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Savings:

5% on the 5th

of each month, Owners receive 5% off most items.

Wellness Wednesday

3rd Wednesdays, all health and body care items are 10% off

Owner Bi-monthly Coupons:

take \$5 off a purchase of \$50. Seniors get an additional coupon.

Monthly Specials:

See what's on sale at:
www.cookcounty.coop

Summer Hours continue through August!

Monday-Saturday 8 am - 8 pm

Sunday 9 am - 7 pm

Regular hours return September 1:

9 am - 7 pm Monday-Saturday

10 am - 6 pm Sunday

Upcoming Class

Maki Sushi Class

Tuesday, September 14, 7:30 pm

Season the rice, chop veggies & roll!!! Learn how to make 'maki sushi' with Joyce Yamamoto.

Pre-register at the Co-op
or call 387-2503.

Deli Blog!

The Deli now has it's own Blog!
Find out what's new in the Deli. Look for recipes and more from Kate Bailey our talented Deli Diva. Find her at www.coopdeli.blogspot.com

Catering Menu

Need some food for an event?
The Deli now has a menu of great possibilities.