



BLUFF COUNTRY CUIZINE

FOOD NEWS, EVENTS & SALES FOR BLUFF COUNTRY CO-OP OWNERS

SPRING 2016





Bluff Country Co-op

We know good Food.

121 W. 2ND STREET
WINONA, MN 55987
(ph) 507.452.1815
(fax) 507.457.0511

www.bluff.coop
bccoop@bluff.coop

OPEN DAILY

Mon - Sat

8am - 8pm

Sunday

10am - 8pm

STORE CONTACTS

GENERAL MANAGER

Dawn Schreiber Bccgm@bluff.coop

OWNER SERVICES

Melissa Gordon Melissa@bluff.coop

MARKETING

Chris Peters Peters@bluff.coop

FRONT END

Tina MacGregor-Cordes Tina@bluff.coop

PRODUCE

Jason Strangstalien Jason@bluff.coop

DELI

Emily Richardson Richardson@bluff.coop

CENTER STORE

Trina Barrett Trina@bluff.coop

COMMUNITY SALES

Dennis Zenk Dennis@bluff.coop

RECEIVING

Jordon Salazar Jordon@bluff.coop

WELLNESS

Emily Copeland Emily@bluff.coop

SUSTAINABILITY & BODY CARE

Liz Reach Reach@bluff.coop

BOARD OF DIRECTORS

Board@bluff.coop

Ann Lichliter, President Ann@bluff.coop

Lynn Carlson Lynn@bluff.coop

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Charlotte Roraff Charlotte@bluff.coop

Mary Kirk Mary@bluff.coop

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Diane Leutgeb Munson Diane@bluff.coop

John Chernega John@bluff.coop

SPRING RECIPE: BAKED TOFU WITH GINGER CILANTRO PESTO

SERVES 4 TOTAL TIME: 1 HOUR ACTIVE TIME: 15 MINUTES

INGREDIENTS

TOFU

1 pound tofu, cut into small squares, cubes or triangles

1 ounce tamari soy sauce

CILANTRO GINGER PESTO

1 bunch fresh cilantro, leaves only

1 Tablespoon fresh ginger, peeled and minced

3 Tablespoons canola or vegetable oil

1 Tablespoon sesame oil

1 teaspoon sugar

1 Tablespoon fresh lime juice

2 teaspoons sesame seeds

- See more at:

<http://strongertogether.coop>



PREPARATION

To prepare tofu, preheat the oven to 375 degrees. Toss the cut tofu with the tamari to evenly coat, and place on a prepared cookie sheet. Bake until golden brown, approximately 35-40 minutes, turning tofu occasionally to ensure even browning. Remove from oven and cool.

To prepare pesto, add all ingredients except sesame seeds to a blender or food processor and puree until smooth. Add oil if needed to thin the pesto.

Toss the cooled tofu with pesto and sesame seeds to coat.

TIPS & NOTES

Make it ahead! Marinate the tofu overnight for the best flavor. After tossing with pesto and sesame seeds, chill the tofu for 12-24 hours to allow flavor to develop. Keeps for about 3 days in the refrigerator.

CALENDAR

OF UPCOMING EVENTS

ALL EVENTS ARE FREE, OPEN TO THE PUBLIC, AND HELD AT THE CO-OP UNLESS OTHERWISE NOTED

MARCH

- **Thursday, 3rd - Wednesday, 16th** Submit your entries for our annual home brew contest
- **Saturday, 12th**, 9am - 10am **Class: Creating Lotions** with Melissa Gordon
- **Saturday, 12th**, 10am - 12pm **Class: Essential Oils - Missing Links to Your Wellness** with Joyce Sobotta *This class has a \$20 registration fee, which includes all materials to make your own essential oil blend
- **Monday, 14th**, 6pm - 8pm Board Meeting, Faith Lutheran Church, 1717 W. Service Drive, Winona
- **Wednesday, 16th**, 10am - 11am **Class: Healthy Eating on a Budget**
- **Saturday, 19th**, 10:30am - 11:30am Co+op Explorers Club meeting
- **Saturday, 19th**, 6pm Home Brew Contest Winner Announcement at Ed's No Name Bar, 252 E. 3rd St, Winona
- **Tuesday, 22nd**, 5:30pm **Expansion Discussion** Join us for updates on our expansion progress
- **Sunday, 27th** **CO-OP WILL BE CLOSED**

Note: Board Meeting dates have changed to the 2nd Monday of each month.

APRIL

- **Wednesday, 6th**, 3pm - 4pm **Class: Healthy Eating on a Budget**
- **Saturday, 9th**, 10am - 11am **Class: Health Eating on a Budget**
- **Monday, 11th**, 6pm - 8pm Board Meeting, Faith Lutheran Church, 1717 W. Service Drive, Winona
- **Saturday, 16th**, 10:30am - 11:30am Co+op Explorers Club meeting
- **Friday, 22nd** Earth Day - Double bag credits in-store
- **Saturday, 23rd**, 10:30am - 11:30am **Class: GAPS (Gut and Psychology Syndrome) Healing & Bone Broth** with Aileen Abliss
- **Tuesday, 26th**, 5:30pm **Expansion Discussion** Join us for updates on our expansion progress

MAY

- **Friday, 6th - Monday, 9th Mother's Day Plant Sale** Featuring locally grown native landscaping plants and culinary herbs
- **Monday, 9th**, 10am - 11am **Class: Shopping on a Budget**
- **Monday, 9th**, 6pm - 8pm Board Meeting, Faith Lutheran Church, 1717 W. Service Drive, Winona
- **Saturday, 14th**, 10:30am - 12pm **Class: Breakfast Pastries from Scratch** with Blue Heron's Diane Leutgeb Munson
- **Saturday, 21st**, 10:30am - 11:30am Co+op Explorers Club
- **Tuesday, 24th**, 5:30pm **Expansion Discussion** Join us for updates on our expansion progress
- **Monday, 30th** **CO-OP WILL BE CLOSED**

GM REPORT

BY DAWN SCHREIBER, GENERAL MANAGER



The holiday season was a good one for Bluff Country Co-op. As a co-op, we sold 2,417 pounds of local turkey, collected 4,480 beans from shoppers who used their own bags, and celebrated our staff's efforts with a party in early January -- not to mention that we grew our equity by selling preferred shares and continued making plans to significantly increase our footprint and positively impact our community.

Expansion is at the forefront of our cooperative mind at the moment, and likely will be at least through January 2017, which is penciled in as our grand opening for the completed new space. We've hired a design build team and are finalizing our plans for the remodel and expansion. Bluff Country Co-op will remain open throughout construction, so we'll be enjoying more and more of our new space throughout our growing process. Progress is a daily occurrence, so the BCC board and I have set monthly chat times through the spring where co-op owners are welcome to meet us in the deli seating area and get updates on the project, ask questions, and make suggestions on our progress. See the co-op calendar on page 3 for details.

Melissa Gordon, our coordinator for the Preferred Share sale (learn more on page 6) and author of the Green Grocer articles appearing in the Wednesday editions of the Winona Post, officially joined our staff in January as our Owner Services Coordinator. Melissa is going to be your connection for owner information and questions, plus take on our owner newsletter, as well as coordinate our education and outreach calendars. Welcome Melissa!

Bluff Country Co-op is a beautiful thing. From our producers, through the hands of our staff, to our owners' carts, kitchens, and then dining room tables, **we are growing a healthy, sustainable, and equitable circle. Thank you for your part in this.**

Happy spring!

Dawn
bccgm@bluff.coop

P.S. BCC could benefit from some used office equipment (desks, file cabinets, etc.). If you have some you'd like to ditch, or know someone who does, contact me by email.

BOARD REPORT

BY ANN LICHLITER, BOARD PRESIDENT



First of all, I must say “Thank You!” for giving me the opportunity to serve on the board for the last three years. I have been fortunate to work with a great GM and a fantastic Board of Directors. I am also fortunate to be a part of the exciting changes taking place at our Co-op. Buying the building and expanding into a larger space has been a dream for many years by many individuals before me. Thank you for having and supporting this vision.

As we communicated at the Annual Meeting, our Co-op is doing well and we are gearing up for the next expansion phase. Thank you for showing your continual support by shopping at the Co-op and participating in store activities, such as our cooking classes and our bean program. Your involvement helps to build our Co-op community.

The question on everyone’s mind is, “Is the expansion and remodeling plan on track?” The answer is Yes! Thanks to more than 130 owners we have raised \$433,960 through our capital campaign. We did not meet our goal, but based on conversations I’ve had with board members from other co-ops, we did very well (see the Capital Campaign Update on page 6 for more details).

In the beginning of January, the board realized a number of individuals still wanted to contribute to the campaign but missed the deadline. We learned from our lawyer that there are no legal barriers to extending the campaign. In January, we voted to extend the campaign through May 1, 2016. This opportunity is mutually beneficial to both owners and the store as it means that we will need to borrow fewer dollars for our expansion. There are no changes to the cost of our Class C Preferred Stock shares (\$5.00 per share; \$1,000.00 minimum purchase). The 4% annual dividend as well as the time frames for returning the dividends and for buying back the shares will also remain the same. If you want to invest, please contact Melissa Gordon at Melissa@bluff.coop or 507-452-1815.

We are also on track with our expansion remodel plans and expect construction to start in June. Owen Warneke & Associates, a local firm, will fulfill our architectural needs, and construction will be completed by Wieser Brothers, also a local business. Wieser Brothers built the Viroqua Co-op and are known for their LEED building designs (e.g. Western Technical College).

It is important to us that we maintain open communication during this exciting time. The board will be hosting monthly “Expansion Discussions” (see calendar on page 3) for you to share your thoughts and ask questions. We also encourage you to attend our monthly board meetings, which are held on the second Monday* of every month at Faith Lutheran Church. If you cannot attend any of these meetings but have questions or feedback, feel free to e-mail me.

Again, thank you for your support of our Co-op! We are all excited to see what is coming next!

Ann
Ann@bluff.coop

*Please note this change. Beginning in March 2016, board meetings will no longer be held on the first Monday of every month. They will now be held on the second Monday of every month.

CAPITAL CAMPAIGN



FOOD, LAND, AND COMMUNITY

“\$400,000 is a stretch, but you might be able to do it.”

This was what our consultant told us as we were preparing to launch our capital campaign last spring. His assessment was based on a variety of factors, including our number of owners, as well as what he’d seen other co-ops do. \$433,960 later, here we are.

If we look at our total number of invested dollars in the light of the consultant’s suggestion, our campaign was a huge success. If you then recall that nearly 15% of our owners were unable to participate in our campaign (Wisconsin law prohibited us from being able to sell preferred shares to Wisconsin residents), the campaign looks wildly successful.

“Hooray!” you’re probably thinking. As well as, “so why did we choose a goal of \$600,000? And what happens next?”

The \$600,000 figure was chosen because that amount plus our savings gives us about a third of the estimated total cost of the project. Showing banks that we are paying for a third of the project on our own means lower interest rates for the loans we will take out to finance the rest of the project.

What happens next?

We are currently working with our construction crew and architect to plan what the store will look like. Since last spring, we’ve been meeting with owners, gathering ideas, and surveying other co-ops and stores to help us envision our new space. We recently compiled a list of more than 350 customer comments and categorized them by department so our staff could get clear feedback on what our customers want.

Our goal for our expanded space is to meet your needs while continuing to honor our ends and serve our community. Imagine this: Bluff Country Co-op -- A hub for healthy food, healthy land, and a healthy community for generations to come.

Melissa Gordon
melissa@bluff.coop

MEAT LABELING LAW

Now more than ever consumers are asking for more information on food packages. In 2008, Congress responded to consumers' requests for meat labeling with a bill that mandated all meat be labeled with its country of origin. Recently, however, Congress repealed the country of origin labeling (COOL) bill. This is a step backwards for consumers in the United States. According to John Peterson of Ferndale Market,* "Although the country of origin labeling bill was repealed, I think customers still desire and have a right to know where - and how - their meat was raised. As consumers look for more transparency in agriculture, it's sad that something as simple as country labeling has become a squabble. We're proud that our turkeys are all locally grown and we proudly state our growing practices on our Ferndale Market labels."

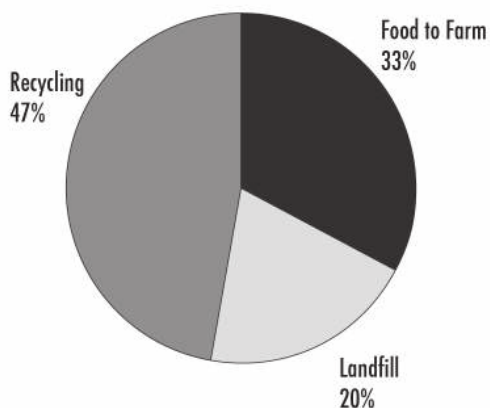
At Bluff Country Co-op, 76% of the meat we sell comes from local farms, like Ferndale, so you can know exactly where your meat is raised. What's more, Winona's own Earth-Be-Glad organically grown, grass-fed ground beef is part of our Co+op Basics program, as well as Larry Schultz's organic ground chicken and Applegate's organic uncured stadium beef hot dogs. This means you can always buy these products at the lowest possible price. For more information on our Co+op Basics program, see page 8.



*Ferndale Market is a turkey farm and food market specializing in local and organic foods. Their turkeys are raised without antibiotics or artificial growth promotants. They are located in Cannon Falls, Minnesota, and you can find them online at: ferndalemarketonline.com

SUSTAINABILITY NEWS

Bluff Country Co-op's Discard Stream



BCC has been collecting data on our waste stream over the past few years. By tracking this information, employees and customers can be more aware of the impact our waste has on our planet.

"Food to Farm" indicates the percentage of our food discards that feed the animals of one of our owners, Steve Briggs, who has a farm in Cedar Valley. For more information on the Briggs Farm, please visit www.briggsoutdoors.com



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CO-OP BASICS PROGRAM



It's not on sale – It's always priced that low!

Looking to stretch your grocery budget? So are we! That's why we're so excited about our Co+op Basics program. Co+op Basics offers everyday low prices on many popular grocery and household items. From milk to beef to cereal, you'll find both new value-priced brands as well as new low prices on some old favorites. And don't worry – we aren't paying our farmers or employees any less. We're simply committed to improving our selection so that everyone can find more value when shopping at the co-op.

You can find a list of our Co+op Basics items at the customer service counter. You can also locate the products in the aisle by looking for the purple circular sign shown above.

Don't forget to take advantage of these other great ways to save when shopping at the co-op:

- **Co+op Deals** Look for the green square Co+op Deals signs to find great savings on some of our most popular products.
- **Owner Bonus Buys** Ownership has its perks! Watch for our special owner-only deals, marked by a purple rectangular sign.
- **Bulk** Save when buying just what you need, whether a pinch or a pound.
- **Attend a Class!** Our "Healthy Eating on a Budget" class offers tips and strategies for how to eat healthy food on a budget. See calendar on page 3 for more details.