

www.rivermarket.coob

Currents

December-January 2010-2011

How to Make Your Christmas More Sustainable

By Ola Grabeus-Schmelig, Sustainability Coordinator



Add Local Foods to Your Holiday Feast

Support local family farmers who grow sustainable meat and produce. River Market

will still be offering some local produce in December and January; look for squash and onions from Farmer Dave, aquaponic arugula, watercress, and lettuce from Future Farms. Our Deli department will be selling and sampling Beeler's ham, Schultz's turkey, holiday breads from Toast to Bread, walnut potica cake, and jams and jellies from Lucille's.

To Give or Not to Give a Gift?

Some people decide to protest unnecessary holiday consumption and join causes such as Buy Nothing Day. If it's too radical for you, try a lottery. With this method, each person has to buy only one gift and will receive one gift. Or, instead of buying physical gifts, consider purchasing a service or tickets to a concert or movie. If you decide to choose a traditional approach to gift buying, why not buy a product that was locally made? River Market carries beautiful, handmade MoonFlower bags designed and sewn in Stillwater by Renee Lindquist and Sue Hedin, (www.moonflowerjeans.com). In addition to their regular Market Bags, check out the new line of Messenger Bags with adjustable straps!



Picking the Greenest Christmas Tree

Some tree farms use pesticides and herbicides. Transporting trees from distant farms uses fossil fuels. Disposing of them by burning them causes air pollution. The best way to ensure that you are not adding a huge carbon footprint is to go to a local tree farm and cut your own tree. Tree farms often use marginal land that cannot be otherwise cultivated and the trees are in the ground three to five years, providing wildlife habitat, produce oxygen, absorb co2, and stabilize soil. Also, cut trees are a biodegradable, renewable resource. Check http://www3. mda.state.mn.us/mngrown/ to look for tree farms in the area. Also, see Krueger's ad on page 7!

Make Your Own Decorations!

They can be made from gingerbread and strings of edible items such as cranberries, kumquats, or popcorn. The alternative to the artificial snow spray is to use a sprinkle of baking soda on your tree.

Make Your Own Wrapping Paper and Christmas Cards

Christmas wrapping in general creates a lot of waste but especially metallic and plastic type wrapping add other environmental dangers. Aside from taking a long time to decompose, these types of wraps give off toxic gases when burned. Look for plainer wraps made from recycled paper, wrap gifts in scarves or place in baskets. You can also use old maps, calendars, children's artwork, etc.

If every family wrapped just three gifts this way, it would save enough paper to cover 45,000 football fields. And, if you like putting bows on your gifts, use fabric instead of plastic. Christmas cards create similar problems as the wrapping paper so why not send e-card instead? Or, try making your own, again reusing old paper products. Another great idea is to use ecoEnvelopes (www.ecoenvelopes.com) available soon at River Market and made locally by Ann DeLaVergne.

IMPORTANT DATES

December Month-Long GM Sale!

18Food Fest & Santa

24 Hours: 8 a.m.–4:00 p.m.

25 Closed

31 Hours: 8 a.m.–6:00 p.m.

January

Month-Long Produce Sale—10% off!

1 Closed

15 Cookie Baking Contest

RIVER MARKET Community Co-op

www.rivermarket.coop

Currents

Mead Stone General Manager gm@rivermarket.coop

Andre Bessette Marketing and Membership info@rivermarket.coop

For change of address or to inquire about membership Call 651-689-0125

e-mail: info@rivermarket.coop River Market Community Co-op 221 N. Main St. Stillwater, MN 55082

For employment information visit our website or check postings on our entry doors. Equal Opportunity Employer All River Market Members are welcome to attend monthly board meetings. Meetings are generally held the fourth Tuesday of each month from 6:30–8:30 p.m. in the River Market Loft space across Main Street. The Board of Directors welcome members at the meetings.

River Market Board of Directors

Matthew E. Ludt, President 612-964-2259 MattLudt@Minnesota-Trial-Lawyer.com

EvaLee Miller, Vice President 651-439-0241 • 651-491-2289 cell arlo.miller@comcast.net

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The Future Isn't What It Used to Be

By Mead Stone, General Manager



ndre and I went to an October Conversations in the Valley. The topic was "The New Normal in the St. Croix Valley" by state demographer Tom

Gillaspy. Using up-to-date demographics, Tom talked about Stillwater's population growth rate—from 2-3% gain a year to only 1/2% now. People aren't leaving and moving as much as they did two years ago. He spoke of retirees being supported by three, then two workers. Back in the 1946 baby boom, we knew this was coming, but hardly anyone, least of all our politicians, has looked social security in the face. Economic growth will be slowing to possibly 80% of what it was. The work force will be smaller, but improved productivity should balance this out. The nature of job openings will change: there will be 2–3 replacement job openings (as we retire) to every new job opening created.

I can't say we anticipated Gillaspy's "New Normal", but I'd like to suggest one of the reasons River Market Community Co-op has weathered this recession as well as it has is that we were well prepared for it. Going back eight years, our sales have increased 22%, while our work force actually declined 30%. We became more productive in the face of a stagnating economy. We rarely created a new position and we often did not replace the jobs that opened up when people left. We assigned more responsibility rather than new positions. We're doing more with less and it has improved River Market's financial position. During the past two years, not one employee was laid off, not one employee took a pay cut, and raises, while fairly conservative, continued as usual. We are small, try to run our business within our means, and really enjoy being a part of this community.

Can a business grow during a recession? Is growth for growth's sake a good thing? Our sales growth, for example has been fairly slow. Are there other ways to grow? One thing is fairly certain and Mr. Gillaspy quoted Herbert Stein in his lecture: "If something can't go on forever, it will stop."

I have enjoyed the range of responses to our survey question about the equitable distribution of discounts at River Market and most of the respondents believe we're doing okay. But the responses were varied:

"The more you buy the more discounts you realize." "Buy more, get more. How much more equitable could that be?" "Perhaps not equally, but fairly distributed. The discounts and sales draw members in to shop the co-op. Because of the sales and discounts, I now shop mostly at the co-op (over 95% of the time)." "I think this is a perfect way to do it, Keep up the great work." "Eliminate the discounts and distribute a patronage refund based on what each member spent."

So, my take on this feedback is that we are okay for right now, but I would personally like to move toward the last comment: patronage refunds.

Recently, many of you were asked 5 short questions after paying for your groceries. This "CAT" survey was the beginning of a much larger market study for River Market. Because my crystal ball reading abilities are highly suspect, River Market has signed a contract for a market study. The purpose of this study will be to evaluate the store's current sales performance, and provide us with the information needed to plan for the future long-term growth of the co-op. Taken from their proposal: Upon completion of the data analysis and sales forecast, I will prepare a report that will summarize the following: the conclusions and recommendations emanating from this study; the results of the sales forecast analysis, on which the findings

2010 Financial Year in Review

by Karl Diekman, Treasurer

Let's first look at our Balance Sheet and see what we are worth. Our Cash Balance, this is what is in our checking and savings accounts, is up 27% (\$185,000–\$252,000) from a year ago. Our Current and Quick Ratios are up substantially, almost 1.00 for both from a year ago to 2.69 and 1.78 respectively and far above the established benchmarks of 1.25 and .75. Without getting too technical, the Current Ratio demonstrates the strength of our ability to meet our financial obligations over the course of normal business operations in a twelve-month period.

Our Debt to Equity ratio is low (.52) and basically unchanged from a year ago and also well below the established benchmark of 2.5, because it shows how leveraged or bankable we are.

The Quick Ratio, also known by other names such as the "acid test" or "stress test" measures our ability to maintain normal operations in times of severe economic stress. (For example, the bridge goes down for an extended period and a new grocery store opens in town the same month or something else occurs unforeseen that would stress our business.)

Our Debt to Equity ratio is low (.52) and basically unchanged from a year ago and also well below the established benchmark of 2.5, because it shows how leveraged or bankable we are. We still have negative retained earnings on the books and until this is extinguished we cannot pay out a patronage refund this year. However, it has been reduced from \$-156,476 in fiscal 2009 to \$-67,288 in fiscal 2010. (We took our Net Income in the year ended June 30, 2010 and applied it to the new fiscal year beginning July 1, 2010 and we start out this next year with a little over \$-18,000 in retained earnings.) Retained Earnings are basically what a business has or hasn't made since the business was

| | 2010 | 2009 | % Change |
|---------------------------------|-----------|-----------|------------|
| ASSETS | | | |
| Cash | 252,686 | 185,925 | 35.9% |
| Accounts Receivable | 5,500 | 6,330 | -13.1% |
| Inventory | 145,680 | 149,157 | -2.3% |
| Total Current Assets | 429,480 | 370,107 | 16.0% |
| Total Fixed Assets | 195,375 | 108,673 | 79.8% |
| Total Other Assets | 107,355 | 108,620 | -1.2% |
| TOTAL ASSETS | 732,210 | 587,400 | 24.7% |
| | | | |
| LIABILITIES & EQUITY | | | |
| Total Accounts Payable | 100,720 | 114,136 | -11.8% |
| Total Other Current Liabilities | 77,467 | 61,674 | 25.6% |
| Total Current Liabilities | 178,187 | 175,810 | 1.4% |
| Long-Term Debt | 74,021 | 0 | (infinite) |
| Total Liabilities | 252,208 | 175,810 | 43.5% |
| Total Stockholders' Equity | 480,002 | 411,590 | 16.6% |
| Total Liabilities & Equity | 732,210 | 587,400 | 24.7% |
| | | | |
| PROFIT & LOSS | | | |
| Net Sales | 4,618,374 | 4,531,223 | 1.9% |
| Cost of Sales | 2,850,043 | 2,795,556 | 1.9% |
| GROSS PROFIT | 1,768,331 | 1,735,667 | 1.9% |
| Operating Expense | 1,721,725 | 1,642,806 | 4.8% |
| Total Other Income | 15,485 | 31,054 | -50.1% |
| Total Other Expense | 1,409 | 1,727 | -18.4% |
| Provision for Income Taxes | 12,000 | 33,000 | -63.6% |
| NET INCOME | 48,682 | 89,188 | -45.4% |

started. We hope that next year patronage checks can be sent, it would be the first time since we moved downtown.

Next let's look at the Profit and Loss Statement. Our Gross Income or Sales increased 1.92%. (\$4,531,223 to \$4,618,374) Our Cost of Goods Sold or COGS increased 1.95% from last year. (\$2,795,556 to \$2,850,043) COGS is how much we spent on purchasing inventory, freight, loss from spoilage, etc. Since we sold more we also had to buy more. Notice that the two percentage numbers above are close. Gross Profit, which is the result of subtracting the COGS from the Gross Sales also increased 1.88% from last year (\$1,735,666 to \$1,768,331) again see

the close relationship of the percentage numbers.

Expenses, which include such things as repairs, wages, administrative costs and advertising & marketing were up 4.8%. (\$1,636,036 to \$1,714,591) Very expensive refrigeration repairs caused some of these. Finally we arrive at "the bottom line" or Net Income. Year End Net Income was down 45.42% this year from \$89,188 last year to \$48,688 this year. This is 1.05% of Gross Sales. I might add that generally speaking less than 4% of Gross Sales is a typical profit margin in the grocery business. We have seen Sales increasing lately and hope this trend continues on into next year!

Savory Squash Hush Puppies

Super healthy because the vegetable content is very high, but they don't taste like it... Just succulent little tasty morsels! I never measure; just mix the batter to feel. You want the batter to be thick and juicy, not dough. Also preheat your pan on low medium with olive oil, organic shortening or butter before dropping the puppies onto it! This recipe makes about twenty baby hush puppies.

Mix well in a small bowl:

I cup mashed roasted squash
I egg or egg replacer equivalent

2 Tbl olive oil

1/4 to 1/2 cup liquid such as buttermilk, or any nondairy unsweetened alternative

3-6 drops Tabasco Pinch of black pepper

In a separate bowl:

I cup all purpose flour, or whole wheat pastry flour
I Tbl Baking Powder
Pinch of salt

Mix the dry into the wet, add extra liquids to make it smooth. Drop small spoonfuls onto a preheated medium heat pan that is well seasoned and/or well oiled. Flip like pancakes when they bubble in the center. You can make them small or large! Yummy with salsa and eggs for an unusual breakfast!

General Merchandise Sale

Take 10% off our GM department for the whole month of December! General Merchandise is everything that's not food or wellness, so knitwear, socks, kitchen utensils, incense, etc. This is a great time to get some unique holiday gifts.

News & Notes



Next spring, enjoy your lunch outside on our new patio!

Holiday Hours

Christmas Eve: 8 a.m.-4 p.m.

Christmas: Closed

New Year's Eve: 8 a.m.-6 p.m.

New Year's Day: Closed

December Food Celebration

Saturday, December 18 from 11 a.m.-4:00 p.m. local vendors will be at the store giving samples of delicious holiday food.

Santa will be at the store from 2:00–4:00 p.m. Bring in your kids so they can get their present requests in with plenty of time to spare. Put off shopping for gifts until the last minute? We have a unique assortment of perfect presents & stocking stuffers.

January Produce Sale

Our annual produce sale is here again—every item in our produce department is 10% off in January.

Cookie Baking Contest

Have a favorite cookie recipe? Bake a batch and bring in a couple cookies and enter our Cookie Baking Contest on Saturday, January 15. Any one can enter;

the only restriction is the ingredients must be typical of those sold at River Market (no high fructose corn syrup please!). First place will win a \$50 gift card.

Thanks to everyone who participated in our Squash Baking Contest in November! We had a wide variety of dishes prepared with some unique submissions. Congratulations to the winner, Khaiti Kahleck. Check out her recipe at left for Savory Squash Hush Puppies.

Store Changes, Upgrades and Updates

The raised cement platform on the Water Street side of the store has been beautifully fenced in! When spring comes, we'll have outdoor furniture, providing a picturesque spot to enjoy your lunch from our deli.

The last week in January our store is going to undergo a re-set. Products will be shifted and rearranged, so be aware it may take you a bit longer to find what you're looking for. As always, our staff would love to help you locate what you need so please don't hesitate to ask.



Welcome New Members (September-October)

Heather & Michael Cruz

Iude & Heather Wimburger

Laura & Michael Pietan

Brian Albrecht

Richard & Becky Doane

Toni Delacorte Phyllis C Wolf

Sheri & Mark Thomas

Kathy Larkin

Julie & Dan Hagadorn/Blanton

Rebecca & Rory Schoenheider

Julie & Richard Harper-Wylie

Donal & Lynn Allen

Susan & Larry Mahoney

Zofia & John Zukowska/Mill

Kris & Anne Amundson

Bonnie Kittelson

Nicholas Lee White

John & Katie Baer/Bergman-Baer

Angela & James Ness-Fisher/Fisher

Maribeth Gedatus

Pat & Bernie Fiske

Sheri & Mark Weber

Bruny & Juan Fullerton/ Villanueva

Lisa & Jesse Freitag/Katzman

Sarah & Cary Carlson/Anderson

Patty & Paul Rautmann

Sandy & Iim Green

Brad Bruett Flavia Fresonke

Nathan &

Adrianne Kovarik/ Bifulk

Donna & Harry McCullen

Louise & Ben Swenka

Michele Johnson Tamara Ordahl

Ed & Kathy Fagerlund

Savory Specials!

DECEMBER MEMBERS' SPECIALS

PRODUCE

Bananas

79¢/lb

Celery

25¢ off each

BULK

Reg. Rolled Oats

20¢ off/lb

Pecans

25¢ off/lb

GROCERY

Bulk Eggs

\$2.99/ doz. By member vote! Organic Valley Milk Gallons

\$5.99/gal.

Crystal Ball 1/2 gallons of milk

\$3.49 each

Hope Butter-50¢ off each

DELI/BAKERY

New French Multigrain bread

50¢ off / loaf All olives 10% off

HBC

Bulk Bath Salts-10% off

DECEMBER BUYERS' SPECIALS

DELI/BAKERY

Pastures A' Plenty Boston Butt Roast 30¢ off/lb

HBC

Y.U.M. Doggie Wash

\$11.49 each

Desert Essence Hand/Foot Repair

\$5.99 each

Andrej's European Potica—Perfect festive holiday food!

\$9.99 each for members, \$10.49 each for non-members

JANUARY MEMBERS' SPECIALS

PRODUCE

10% off all items!

BULK

Quick oats-20¢ off/lb

Organic Raw Almonds—25¢ off/lb

GROCERY

Bulk Eggs

\$2.99/ doz. By member vote! Organic Valley Milk Gallons \$5.99/gal.

Crystal Ball 1/2 gallons of milk

\$3.49 each

Hope Butter-50¢ off each

DELI/BAKERY

1,000 Hills fresh ground beef

50¢ off each

New French Multigrain bread 50¢ off/loaf

Alaskan Wild Caught Cod

\$1 off/lb

HBC

Kiss My Face Castille Soap 34 oz \$11.99 each

JANUARY BUYERS' SPECIALS

DELI/BAKERY

Pastures A' Plenty Bulk Italian Sausage

save 50¢/lb

HBC

Kiss My Face Foaming Hand Soap

\$5.99 each



Cashier's Initials

December MARKET MEMBER COUPON

One coupon per member number per month

5% DISCOUNT

Member number_____ Valid 12/1/10 Date used_ ____ to 12/31/10

Don't forget to clip and save these coupons!



January MARKET MEMBER COUPON

One coupon per member number per month

5% DISCOUNT

| Member number | Vali | d 1/1/11 |
|--------------------|------|----------|
| Date used | to | 1/31/11 |
| Cashier's Initials | | PLU 85 |





Upcoming Classes at River Market

Sign up!

If you see a class you really like, please sign up right away; don't wait till the very last day! Most teachers require at least 3-5 days notice and if we don't have a minimum of five people signed up 3-5 days before the class, we'll have to cancel it. Some classes fill up very quickly so make sure you register early. Don't hesitate to call or email us if you have a question or a comment! We are currently looking for teachers on vermicomposting, gluten free cooking /baking, making your own cleaning products, ethnic cooking, and natural/holistic pet care.

Look for the class schedules at the Customer Service desk, on Facebook or on our website www.rivermarket.coop/classes. html.

The classes are held at the Loft, unless otherwise specified. The Loft is located at 218 North Main Street, on the second floor above Images of the Past and Present, directly across Main St. from River Market. Entrance is located on the south side of the building. The Loft has a room capacity of 21 people. Parking is not allowed in the space next to the building; please use street parking or the River Market parking lot.

Please pre-register in-store at River Market, phone (651) 439-0366 or email Ola at education@rivermarket.coop. The class fee is \$10 for River Market Co-op members, \$15 for non-members, unless otherwise specified. Payment due at registration. We accept all major credit cards. If you need to cancel, please notify us at least three days in advance for a full refund.

Gluten Free Holiday Baking

Thursday, December 2, 7-8pm

This class is designed for anyone who is curious about gluten free baking. The class will review the basics for successful gluten free baked goods. Several holiday recipes will be given including great tasting cookies, tarts, candy and pies. Some of these will be available to sample. In addition, substitutions for other allergies will be discusses including dairy, corn, soy, and eggs. Make your loved ones happy with delicious gluten free treats! Presented by Rebecca Bush, ND.



Let's Make Lefse!

Saturday, December 4, 1-3pm

Learn how to make this tasty, traditional Norwegian flatbread. Working together, we will combine potatoes and other ingredients, shape this potato dough into balls, roll out into a thin potato pancake and cook it on a hot griddle. There are countless way to enjoy it: Slather on butter; sprinkle with sugar; spread with nut butters and jam; create a fresh fruit-chocolateyogurt dessert or savory sandwich wrap. If you want, you can bring a large rolling pin, with a cloth cover and a zip lock baggie for the "good lefse-you betcha" to take home. Presented by Kathy St. Peters. The class fee is \$15 for members and \$20 for non-members.

Holiday Gift Making with Essential Oils

Wednesday, December 8, 6:30-8pm

Join us for a night of fun and interactive learning as we make our own body polishes, massage oils, pedicure foot scrubs and perfumes. We will use therapeutic

Movie Night Mondays!

We're having a FREE movie night one Monday each month. The movies will be shown in the River Market Loft where most of our classes are held, across the street from the store.

Fresh

Monday, December 13, 7:00–9:00 p.m.

Join us to watch the movie "Fresh" by Ana Sophia Joanes,



a Swiss-born documentary filmmaker whose work addresses pressing social issues through character-driven narratives. For more information about the film, visit freshthemovie.com. Popcorn and snacks provided by River Market. The screening will be followed by a discussion. Free! Registration required!

Farming Forward

Monday, January 10th, 7-8:30pm

Join us to watch "Farming Forward" whose makers, Martin Lang and Ethan Marxhausen, traveled their home state of Minnesota to bring together voices of the many people working to deliver the best food to our table - in a way that sustains both the land and the people who depend on it. The film is produced with support from the Sustainable Farming Association of Minnesota and Gustavus Adolphus Collage and features music by home-grown Minnesota artist Timmy Haus. For more information about the film, visit www.sfa-mn.org. After the screening, join us for a discussion with Jerry Ford from Sustainable Farming Association of MN. Free! Registration required.

essential oil blends with nourishing, healthy fixed oils. (sesame, almond, grapeseed, and apricot) This is a great introduction to gift-giving or budget-friendly alternatives for your home health and beauty care. The perfumes we make during the class will be yours to take home! Presented by Terra Marie Johnson from Veriditas Botanicals. The class fee is \$15 for members and \$20 for non-members. Seating is limited so sign up early!

New Member Orientation Tour

Thursday, January 6, 6:30-7:30pm

If you are a new member and would like to find out what River Market has to offer, come join us on this tour around the store. Lots of great information, answers to your questions, and you'll be able to sample some of the products we carry. You'll also get a free shopping

bag and \$1 off coupon! Free! Registration required!

Maximize Your Metabolism

Tuesday, January 11 and January 18, 6-8pm

In this class you'll get a better understanding of what your metabolism is, how you can accelerate it and just what foods will rev it up or put the brakes on. Get inspired with Maria Emmerich, a wellness expert in Nutrition and Exercise Science who shares a passion for helping others reach their goals. Some topics covered: diet, exercise, hormones, sleep, supplements and hidden metabolism slashers. Find out the biochemical problems with Weight Watchers and why a breakfast of Special K and skim milk does not "do a body good." The class fee is \$20/\$25 for members/non-members.

Proactive Pregnancy

Thursday, January 13, 20, 27, 7-8:30pm

Session 1: Mothers Need Midwives: How a midwife can help couples achieve a safe, healthy, meaningful pregnancy and birth; how to find the right midwife; what to do if you need obstetrical care. Session 2: Super Foods for Super Moms: The importance of excellent nutrition during pregnancy; a simple common sense guide to help you eat more healthfully while preparing for a healthy pregnancy and birth. Session 3: Exercising Expectantly: The importance of aerobic exercise during pregnancy; toning exercises to ease discomforts of pregnancy and prepare for birth; positively accepting the changes in your body during pregnancy; safety tips and warning signs. Presented by Christelle Hagen, CCE. The class fee is \$15/\$20 for members/nonmembers, \$15 for the materials paid directly to the teacher at the class. The entire course fee (three classes) is \$45/\$55 members/non-members, \$20 for the materials.

English Tea

Saturday, January 15, 11am-1pm

Ever wanted an alternative to a traditional family lunch or dinner? Afternoon tea is the answer! Not quite lunch, not quite dinner, it is the perfect daytime event and less work! We will be making a classic English afternoon tea, including scones with clotted cream and jam, a Victoria sponge cake and classic tea sandwiches. Participants are invited to enjoy the fruits of their labors at the end of the class. Presented by London born-andraised Kitty Farrell. The class fee is \$15 for members and \$20 for nonmembers

Winter Cooking: Savory Pot Pies

Sunday, January 16, 1-2:30pm

Khaiti Kahleck is going to show you how to assemble the ultimate comfort food, Pot Pies, with a simple no-roll crust, easy, use-what-you-have fillings and a savory herb sauce. You will also learn to make the versatile filling to your tastes, without complicated directions. The class fee is \$20 members and for \$25 for non-members.

Winter Cooking: Homemade Pasta

Sunday, January 16th, 3-4:30pm

Khaiti Kahleck will demonstrate how to make rustic, hand rolled pasta. It is easier than you would expect! She will also prepare a simple sauce to highlight the fabulous texture of these fresh, homemade noodles. The class fee is \$20 members and for \$25 for nonmembers.

Transforming our Spaces While Transforming our Lives

Saturday, January 22, 11am-1pm

The world is as shifting and changing as we are. Learn how to create a "nest" in your home or work space using Feng Shui and other space clearing practices to help support change and alignment of your physical, mental and emotional aspects. The class fee is \$20 for River Market members and \$25 for non-members. The class is taught be Peg Leutele, Certified Feng Shui Practitioner.

Krueger's Christmas Trees renewable • sustainable • recyclable 4452 Lake Elmo Ave. N. • Lake Elmo, MN 55402 (between Co Rd. 5 and Hwy 36) Neil and Deb Krueger 651-439-9186 kruegerschristmastrees.com ndkrueger@msn.com

Winter Cooking: Spanakopita

Sunday, January 23, 1-2:30pm

Unveil the mysteries of this delectable dish of Middle East origin, made heart healthy style. Khaiti Kahleck will demonstrate the entire process and have samples too! Also on the menu is delicious quinoa tabouli to complete your meal. The class fee is \$20 members and for \$25 for non-members.

Winter Cooking: One Dish Comfort Foods

Sunday, January 23, 3-4:30pm

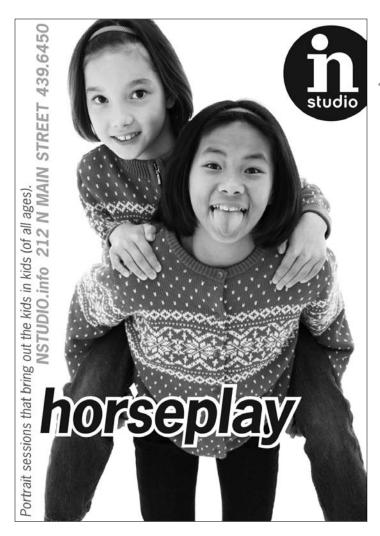
Khaiti Kahleck demonstrates how to put together easy, hot meals from scratch. Some of her favorites are Creamy Tuna Rice Casserole and Loose Lasagna. Learn from her "use-what-you-have" style and get inspired to throw together your own creations after she demonstrates these two delicious dishes. The class fee is \$20 members and for \$25 for non-members.

How to Begin Reversing Osteoporosis in 30 Days - A Functional Medicine Model

Saturday, January 29, 12pm-1:30pm

Osteoporosis is an epidemic that now causes more deaths in women annually than breast cancer. Discover how osteoporosis is primarily an inflammatory disorder associated with immune system function and not a calcium deficiency problem. This workshop will teach you how to measure the rate at which you are losing bone, what the primary triggers that cause excessive bone loss are and how to correct them. You can then re-measure the rate at which bone is being lost in as little as 30 days to see if the corrections you have made in your lifestyle are having a positive effect. Presented by Dr. Daryl L. Cooper, D.C. Bone Density Testing 10-11:30am, and 2-4pm. Free class! Testing is \$35.







221 North Main Street, Suite I Stillwater, MN 55082 e-mail: info@rivermarket.coop 651-439-0366 • Mon.-Fri 8-9; Sat. 9-8; Sun. 9-7

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The future, from page 2

and conclusions will be based; the trade area served by River Market Community Co-op (as defined by the CAT Survey data); the facility, site, and location characteristics for the existing co-op; the competitive environment within the market area; and the methodology employed in carrying out the objectives of the study. It will also include any relevant maps and tables.

The market survey company has worked with co-ops across the country for a long time. I am excited to get their take on what's up with our co-op in the beautiful St. Croix Valley. I am hoping that together with our Member Survey of last

winter, our awesome Employee Satisfaction Survey of this past summer, this Market Study will continue to help guide River Market as we face the future.

Near the end of his discussion, Mr. Gillaspy asked a question: "How do we work together to create the society we want to live in?" Andre and I looked at each other and laughed—that answer has cooperative written all over it! The future isn't what it used to be, but by working together we can make it a better place for all of us.

Member Survey #13 Recap

Thanks for your responses to our question about member discounts. As always, you gave valuable feedback. Most of you said you felt the discounts are applied fairly, if not equitably, across the membership.

This Issue's Survey Topic #14

for each member number.

PLU: 222

It's time to vote on another member special! Please choose which department you'd like to see a member special in,

| and we'll choose the product. |
|---|
| □ Grocery □ Deli □ Meat □ Cheese □ Frozen |
| □Refrigerated □Produce □Bulk □HBC □GM |
| Bonus question: In the past year have you recommended River Market to a friend? |
| □ Yes □ No |
| Please help us get the word out about our fresh, local food |
| Please return this survey to any River Market cashier with your member |

Member Number: