



**Hampden Park Co-op Mission:** The corporation exists to serve its member stockholders and the surrounding community, promoting wholesome, healthful and ecologically sound food consumption, and permitting member involvement both in the procurement of that product and the operation of the corporation.

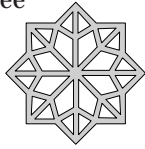
# Hampden Park Co-op News

## December 2005/January 2006

Volume 16 Issue 6

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### Co-op Hours:

Monday–Friday 9:00 a.m. – 9:00 p.m.  
 Saturday 9:00 a.m. – 7:00 p.m.  
 Sunday 10:00 a.m. – 7:00 p.m.

The co-op will be closed Sunday, December 25, 2005, and Sunday, January 1, 2006.

### Board Meetings:

The Hampden Park Co-op board meets monthly. See the HPC board bulletin board in the entryway for details, including meeting dates and locations.

### Newsletter Deadline:

The deadline for the February/March issue is January 2. If you wish to write an article for the newsletter, contact Naomi Jackson at [naomijx@juno.com](mailto:naomijx@juno.com), or leave a note in the “Membership Coordinator” envelope in the entryway.

### HPC Web site:

<http://www.hampdenparkcoop.com/>

### A Winter Full of Winter Squash

—by Hans and Katie Dahl, HPC members

The autumn colors are fading and the recent snow and cold has brought winter upon us. Most garden delights have long since been consumed, but a variety of winter squash often remains this time of year.

Historically, winter squash’s popularity is due to its unique storability. Unlike summer squash, winter squash was not grown in North

America before European colonization. It wasn’t until the early to mid-1800s that it made its way from South America and found particular popularity with the northern settlers. Winter squash will store at room temperature for at least a month, or can be stored for several months in a dry and cool (50–55 degrees) but not cold location. Squash’s durability provided those early northern settlers with a flexible winter storage food that would provide sustenance throughout harsh winters.

Seeing a bin of winter squash at the local farmers’ market or co-op, one quickly notices that they come in a variety of colors, shapes, sizes and textures, with names such as butternut, hubbard, buttercup, and acorn. Though their packaging is quite diverse, most winter squash are similar on the edible inside—orange or green in color, mild and sweet in taste. Their excellent storage capability and nutritive value make winter squash a wonderful fall and winter vegetable for the seasonal eater. Winter squash has ten times the vitamin A content of its summer squash relatives and is also an excellent source of potassium, high in fiber and complex carbohydrates. This sweet vegetable, mouthwatering warm when cooked, is a great treat that will warm its way into your heart and stomach as these first flakes of winter begin to fly.

(Find information on other seasonal vegetables in *From Asparagus to Zucchini* by the Madison Area Community Supported Agriculture Coalition.)

(continued on p. 7)

## Membership News

—by Naomi Jackson, Membership Coordinator

The weather grows cold, the nights are long, and the urge to hibernate grows strong. But at the co-op you will find bright lights and colors, and a dozen volunteers and staff busily supplying your winter needs. Our little store is a great place to warm both stomach and heart, as you sip hot soup and chat with a chance-met neighbor or co-worker.

As you know, volunteers are key to making Hampden Park Co-op a good place to be. If you are a volunteer, the following information is for you.

We once again have more volunteers than we have time slots available. For you, this means:

- ☞ Plan ahead so you can get the shift you want. You might consider asking for a regular time slot each month. Leave a note in the Membership Coordinator envelope on the calendar bulletin board in the entryway.
- ☞ If you can't be there for your shift, call us, or come in and cross your name off so someone else can have that time slot. We've had too many "no shows" the last couple of months. Note: Don't leave a message on the voice mail system. Chances are we won't get it in time.
- ☞ Talk to a coordinator if you can't find a shift that fits your schedule. Don't just add yourself to the calendar.
- ☞ Look at the list of alternative volunteer projects on the bulletin board.

Also, it is time for you to pick up your 2006 wallet cards and fill out a new Rolodex card. All of this can be done at the check-out counter, beginning in mid-December. Instructions are provided, and the cashier can help you if you aren't sure how to proceed.

Thank you for all you do to make our co-op successful!



### Welcome, New Members!

## Membership Information

Membership in Hampden Park Co-op involves a one-time purchase of one share of stock per household. The cost of a share is \$30. Stockholders can be eligible for dividends at the end of each fiscal year. You may sell back your stock share if you move away.

## Volunteer Discounts

One or two non-senior adults in a household may earn:

- 15% discount for 3 hrs./month
- 21% discount for 6 hrs./month
- 28% discount for 12 hrs./month

## Seniors

All seniors receive a 15% discount on the first Wednesday of the month. Senior members always receive a 15% discount. Your membership includes you and your spouse or significant other. If you are 65+ and would like a senior card, talk to any coordinator. Senior working members start with a 15% base, plus time worked.

## Food Shelf

Any shopper, member or non-member, receives a 28% discount on food shelf items. When you get to the checkout counter, let the cashier know that you have food shelf purchases.

## Non-discountable Items

Certain items in the store are non-discountable. These include milk (quart & larger), eggs, non-organic frozen orange juice, baby food, brewed coffee, HPC hot soups, gift certificates, and some sale items. There is no discount on these items because the mark-up on them is intentionally low.

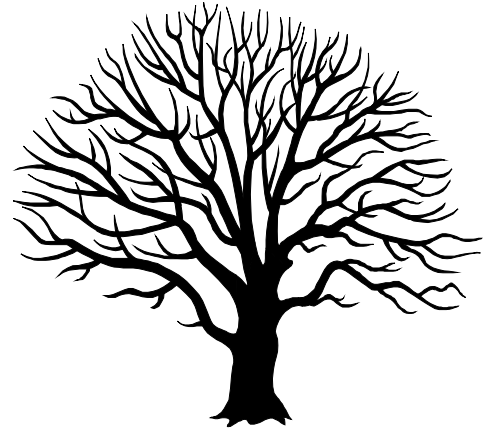


## Organic Poetry

Poetry Column by Jeffrey Shotts, HPC member

At the end of the year, at the holidays especially, our language can feel worn by the all-too-familiar words of songs, carols, annual television specials, and the incessancy of commercial chatter. In a year that's been expensive politically and emotionally, the end of the year comes, it feels one last time, to sell us something; and the hard pitch becomes dangerous as it informs the way we speak with each other, the way we want something from each other.

Poetry—good poetry—can act as a corrective and can hold at bay, if even for just the length of the poem itself, the overused and commercial language of the day. At this time of year, it often comes as exciting to hear or read something we haven't perhaps already heard a hundred times or more. Here's a poem by the late Jane Kenyon about a holiday tradition not mentioned in "O Tannenbaum":



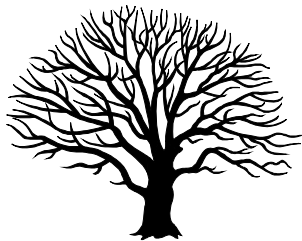
### *Taking Down the Tree*

"Give me some light!" cries Hamlet's uncle midway through the murder of Gonzago. "Light! Light!" cry scattering courtesans. Here, as in Denmark, it's dark at four, and even the moon shines with only half a heart.

The ornaments go down into the box: the silver spaniel, *My Darling* on its collar, from Mother's childhood in Illinois; the balsa jumping jack my brother and I fought over, pulling limb from limb. Mother drew it together again with thread while I watched, feeling deprived at the age of ten.

With something more than caution I handle them, and the lights, with their tin star-shaped reflectors, brought along from house to house, their pasteboard toy suitcase increasingly flimsy. Tick, tick, the desiccated needles drop.

By suppertime all that remains is the scent of balsam fir. If it's darkness we're having, let it be extravagant.



Kenyon suffered from depression, and the interplay between playful memory and dark emotion characterizes her best writing. The tree comes up, with its attendant ornamentation and splendor, but also the tree must come down, the season—like her childhood or like the life of her mother—ended, Kenyon reminds us.

Here's another of her poems, "Winter Lambs," that complicates the sense we have of our ownership of the earth, its creatures, even our own bodies. I set it here as a poem for New Year's. Let it be extravagant.

### *Winter Lambs*

All night snow came upon us with unwavering intent—small flakes not meandering but driving thickly down. We woke to see the yard, the car and road heaped unrecognizably.

The neighbor's ewes are lambing in this stormy weather. Three lambs born yesterday, three more expected . . .

Felix the ram looked proprietary in his separate pen while fatherhood accrued to him. The panting ewes regarded me with yellow-green, small-pupiled eyes.

I have a friend who is pregnant—plans gone awry—and not altogether pleased. I don't say she should be pleased. We are creation's property, its particles, its clay as we fall into this life, agree or disagree.

"Taking Down the Tree" and "Winter Lambs" by Jane Kenyon are from *Collected Poems*, published by Graywolf Press, 2005.

## True Tortellini

### Pasta Inspired by Venus' Sexy Bellybutton

—by Eric Dregni, HPC member

"If you manage to make *tortellini*, when you return home to America you'll have lots of friends!" says *la nonna*, the grandmother of one of Katy's students.

We've gathered for a day of making fresh pasta at *la nonna's* little house just outside the center of Modena in northern Italy. After she shows us the gorgeous restored red Moto Guzzi that belonged to her late husband, we're ready to get down to business. Or rather, Katy and *la nonna* are making pasta, since I'm not allowed too close to the kitchen table because I'd get in the way.

Instead, I'm in charge of writing down all the recipes as *la nonna* recites them to me, half in dialect, half in Italian. Many of the quantities are "just a dash," "as much as you need," and even "a little bit," making duplication of her recipes at home nearly impossible. "There's no secret, once you make the pasta, you learn," *la nonna* advises, but we've already tried making fresh pasta at home with little success. We need the helping hand of an expert.

*La nonna* describes how her grandmother taught her to make pasta, and she from hers, and on and on. *La nonna's* daughter doesn't have time to learn how to make pasta, so the tradition in her family might be lost. She's happy we're interested. "I've taken Katy on as my student only because I know that she's serious and she really wants to learn. You know, in the old days in Modena, if a woman didn't know how to make pasta, nobody wanted her!"

The aprons are tied, the eggs and flour are mixed, and the pasta is rolled. Like a painter with her brush, *la nonna* handles her four-foot long rolling pin while teaching her new apprentice. Soon the yellow pasta is so thin it fills the entire table and hangs down off of the edge almost to the floor.

They begin with *tagliatelle*, *cestini* (little baskets), *farfalle* (butterflies), *maltagliati* (badly cut ones), and *quadrettini* (little squares). To make the grooves on *maccheroni*, *la nonna* wraps a little square of pasta around a stick and rolls it on the strings of an old loom. When I ask who thought of doing that, *la nonna* responds, "No one knows. We only know it was simply a stroke of genius!"

Now for the most difficult of the filled pasta: *tortellini*. In the past, I made the mistake of wanting all sorts of different fillings for pasta (mushroom, cheese and sundried tomato, pesto, or even shrimp), but most Modenesi look at me like I'm a perverted American. *Tortellini* can only have meat filling, usually with *prosciutto*, *mortadella* (bologna), and ground pork. If they don't have meat inside, they simply aren't *tortellini*. Period.

Luckily, *la nonna* isn't so rigid. When I ask about other fillings, she says what's fun about cooking is experimentation. But first the basics. Drop a dollop of meat on a small square of pasta and wrap it around your pinky. The shape of *tortellini* is based on Venus' bellybutton. They're supposed to be small enough to fit ten *tortellini* in your palm.

*La nonna* finally lets me try, but I don't have her knack. She comforts me with an old proverb, "Don't worry, because '*pane e tortelli, cotti son tutti belli.*'" (Bread and *tortelli* when they're cooked they're all beautiful).

*Tortelloni*, on the other hand, are slightly easier and bigger, and tradition isn't so strict with the filling. Spinach and ricotta are standard, pumpkin and nutmeg are permitted. Meat, however, is out of the question. The last pasta *la nonna* shows Katy how to make is *ravioli*. "*Ravioli* aren't from here, they're imported, but we'll make them anyway," says *la nonna*. In Italy, if a specific dish comes from the next town over, it's considered foreign food.

After eight hours of rolling fresh pasta, Katy's arms are exhausted, but *la nonna* is still going strong. We stop for a break of *gnocco fritto*, essentially fried dough, with some *prosciutto* and *parmigiano-reggiano*.

While we're eating, *la nonna* pulls out a pasta maker and tells Katy proudly, "In 1973, they gave me this machine, which is now a relic, but I've never used it! These machines change the flavor of the pasta so it comes out tough. I'm going to give it to you, but you must promise never to use it! This will keep you honest and true to the pasta." Katy accepts graciously, but is confused why she is receiving a gift she must never use.

*La nonna* continues, "To get good at pasta, you have to make it at least once a week. We make it every Sunday. In America, if you don't find work, you could open a *tortellini* store!"

Following our pasta-making experience, I wrote an article about it for the local weekly newspaper. Now, everyone on our street asks Katy how her pasta making is coming along. The woman at the pet store gives her advice on the best tools for making pasta. The woman at the photocopy shop gives Katy her apparently not-so "secret recipe" for *tortellini* and tells her butcher to expect an *americana* who will be ordering her special mix of meat. Friends and neighbors fish for an invitation to taste the *tortellini*, but Katy can't keep up with all the demand. Instead, she's undertaken an equally revered Italian pastime, *sciopero* (strike).

(continued on p. 5)



## Annual Membership Report

As of November 1, 2005, our membership statistics look like this:

Total members:	2096
Total Active Members:	1253
Total shares sold this year:	164
Total shares sold back this year:	20

Total members in each category:

1) non-working	814
2) working	256
3) senior	162
4) > 100 miles away	13
5) lost address	8
6) inactive	842
7/8) do not mail	14
9) stock repurchase	317

As of December 1, 127 new volunteers had gone through orientation. By the end of the year, we expect to have a record high number of orientees (the previous record was 132 in 2003).

Number of volunteers at each discount level:

15%	27% of households
21%	61% of households
28%	12% of households

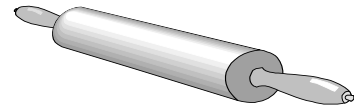
**Note:** "member" refers to a household membership, which generally includes two adults.



**Ad rates:** \$15 per issue for camera-ready, 2½" by 3½" ad. Free to nonprofit organizations, at the discretion of the editor.

(*True Tortellini* continued from p. 4)

### Fresh Pasta from La Nonna (as transcribed by Eric Dregni)



1 kilo of flour (approximately 2.2 pounds. Italians use *doppio zero* or double zero flour, but unbleached all-purpose white flour should work fine)  
10 eggs (Italian eggs were generally large and brown from free-range hens)

This is the recipe (top secret, of course) handed down from *la nonna* Tagliazucchi about how to make fresh pasta, Modenese style. This is *pasta fresca*, fresh pasta (ravioli, tortellini, tagliatelle, etc.) as opposed to *pasta asciutta*, dried pasta (spaghetti, penne, and other packaged noodles), which uses hard durum wheat or semolina.

A word of caution: never ever use a pasta maker, at least not while *la nonna* is looking. She says it dries out the pasta because it works the dough too much. Do not use salt in the dough, but be sure to salt the water when boiling. Adding other ingredients to the dough (ground spinach, carrots, or beets) is very tricky business and not for beginners.

Pour the flour on a very large cutting board or clean countertop. Make a large crater in the middle and crack in all the eggs. With a large chopping knife, beat the eggs and slowly work in the flour from the surrounding crater. When all the eggs and flour are mixed, use your hands to lightly knead the dough. Do not knead any more than necessary as this dries it out. Cut the dough in two or three pieces and roll out one piece. Put the others in a covered container to avoid drying out. Roll and adjust the dough until it's very thin but not breaking. (The Italian rolling pin is approximately three to four feet long and only 1½ inches in diameter.) Try not to use much more flour on the surface, but be careful not to let the dough stick. The less you work the dough, the better.

Once you have a big sheet of dough, you can cut it in long strips for tagliatelle (and roll into little nests to dry), make squares and pinch the middle for farfalle (butterflies, or bow-ties), use large strips for lasagne, or cut squares to fill for tortellini, tortelloni, or ravioli. The only limit is your imagination.

This recipe makes a lot of pasta and can easily be halved. The leftover pasta can be frozen (once it's formed into *tagliatelle*, *maccheroni*, etc.). Stuffed pasta should first be parboiled (just for a couple of minutes), then frozen.

To cook, use plenty of salted water, which must be boiling when the pasta is added. Cover the pot. When the boiling water erupts like Mount Vesuvius, pull off the lid and keep it off. Cooking time depends on the thickness of the pasta, so begin to taste the noodles once they rise to the surface. *Pasta fresca* needn't be *al dente* like *pasta asciutta*, but do not overcook it! Garnish with your favorite sauces—as a source, I recommend Marcella Hazan's *Essentials of Classic Italian Cooking*.

## Hurricanes and Coffee: What's the Connection?

—by Meredith Sommers, HPC member

We have all heard about Hurricane Katrina, but if you are a coffee drinker and concerned about the welfare of the coffee growers, you also need to hear about Hurricane Stan.

Let's first look at Katrina. New Orleans warehouses stored more coffee imports than anywhere else in the United States. The loss of coffee there is already having an upward impact on prices and will likely push the coffee market into new territory this year. Among the hurricane's many casualties was a warehouse storing coffee beans for Peace Coffee and CafeFAIR, two of the coffees sold at Hampden Park Coop.



Peace Coffee is assuming that all their warehoused coffee, mostly from Central America, is lost. Fortunately, the coffee is insured and a full recovery is expected. And, more importantly, the growers had been paid for the coffee beans. To make up for the coffee lost in New Orleans, Peace Coffee already has purchased additional fair trade, organic coffee beans and established a new warehouse position in New Jersey.

Peace Coffee and CafeFAIR belong to a Fair Trade network that buys and warehouses its beans together. Fair Trade Certified™ products, a project of TransFair USA, guarantees that the farmers and farm workers producing Fair Trade Certified goods are paid a fair, above-market price. The cooperatives and farmers in Latin America, Africa, and Asia who sell through the Fair Trade network have earned \$60 million more since 1999 than they would have earned selling their harvests to Folgers and other multinationals. Their income, which translates into approximately \$1.26 per pound for the farmer, means that families now can send their children to school, repair or build adequate housing, and choose not to go to the United States in order to find work.

What about Hurricane Stan? Since the storm didn't hit us, it was underreported in our media. Nevertheless, it was a devastating hurricane that hit Honduras, Guatemala, El Salvador, and southern Mexico the second week of October. The region hardest hit by Stan is in the coffee-growing highlands around Guatemala's Lake Atitlan. Communities are gone, disappeared. Residents are buried in mudflows, and there they will remain, interred in the mudslides. Roads leading to some communities were treacherous at the best of times; now they're impassable, where they still exist. Hence, relief is slow.

The problems have come from flooding and mudslides. While forested and certified coffee farms are more mudslide-resistant than deforested farms, they are not immune to extreme weather such as that brought by Stan, which now ranks as one of the 30 most deadly hurricanes of all time. The floods and resulting landslides killed more than 1500 people, including an estimated 663 in Guatemala, 72 in El Salvador, and 28 in Chiapas, Mexico. An additional 1400 have disappeared and may be buried by the massive mudslides.

El Salvador has received a double blow, as Volcano Santa Ana reactivated in early October, blowing ash and acid rain all over the main coffee area. Thousands have been evacuated, including everyone from one of the fair trade communities.

These grim numbers continue to climb, as contact is slowly made with isolated villages. Over 90,000 people are living in shelters, and one co-op alone has 1400 people living in its coffee warehouse. Moreover, damaged infrastructure leaves the most devastated communities cut off from the rescue aid, food, and water that they desperately need.

To make matters worse, Hurricane Stan struck at the peak of the coffee harvest season. Many co-ops have lost a majority of their coffee and coffee infrastructure—their only source of livelihood. Cristobal Roblero, a Fair Trade coffee farmer, pleads, "Today more than ever, we are in desperate need of help. This was an enormous disaster, the largest we have ever experienced."

We can support the rebuilding of Fair Trade Communities affected by Stan. To make a tax-deductible contribution, please send your donation to either:

Equal Exchange  
c/o Grassroots International  
179 Boylston Street, 4th floor  
Boston MA 02130

or:

TransFair USA  
1611 Telegraph Ave., Suite 900  
Oakland, CA 94612

Please write HURRICANE STAN on your check. Both organizations guarantee 100% of financial contributions will be channeled directly to coffee cooperatives in the affected regions of Guatemala, Mexico, and El Salvador. For more information on how individual co-ops were affected by the hurricane, contact:

<[hurricanestan@transfairusa.org](mailto:hurricanestan@transfairusa.org)>.



(*Winter Squash* continued from p. 1)

### Arabian Squash Casserole

4 cups cooked squash or pumpkin,  
mashed or puréed  
1 tablespoon olive oil  
1½ cups chopped onion  
1 teaspoon salt  
2 small bell peppers (one red and one  
green, if possible), minced  
4 or 5 medium cloves of garlic,  
minced  
black pepper and cayenne, to taste  
½ cup firm yogurt  
1 cup crumbled feta cheese  
sunflower seeds and/or minced  
walnuts for the top (optional)

Preheat oven to 375°. Place mashed or puréed squash in a large bowl.

Heat olive oil in a medium-sized skillet. Add onion and sauté over medium heat for about five minutes. Add salt and bell peppers. Sauté about five more minutes, or until the peppers begin to get soft. Add garlic, black pepper, and cayenne, and sauté a few more minutes.

Add sauté, along with yogurt and feta, to squash, and mix well. Spread into an ungreased nine-inch square baking pan; sprinkle top lightly with sunflower seeds and/or minced walnuts. Bake uncovered for 25–30 minutes, or until bubbly.

Experiment by adding a little more yogurt and feta to bring out the Middle Eastern flavor even more. We've discovered this casserole tastes best as a side-dish with grilled poultry. The recipe yields 4–5 healthy servings, so be prepared to share with friends!

**Note:** We've come to prefer spaghetti squash to pasta when we are craving an Italian meal. You can eat an entire plateful of squash and sauce and not feel as weighted down as you might with some pasta entrées. Add some flavorful onions and peppers or some intense spices (oregano, basil, roasted red pepper, etc.) to your sauté and create an easy family favorite.

### Savory Fruit-Stuffed Squash

(We particularly enjoy butternut or acorn squash with this recipe.)

2 medium-sized winter squash, halved lengthwise and pre-baked  
1 cup raw brown rice (long or short grain) + 1 ¾ cups water  
1 tablespoon butter  
1½ cups minced onion  
2 medium cloves garlic, minced  
2 medium-sized tart apples, diced  
4-5 mandarin oranges, sectioned  
½ teaspoon cinnamon  
½ teaspoon allspice or cloves  
1 teaspoon salt  
1 to 2 tablespoons honey or brown sugar  
1 cup chopped almonds and/or pecans  
Topping: plain yogurt (optional)

Preheat oven to 350° and prepare squash for baking. While squash is cooking, place rice and water in small saucepan. Bring to a boil, cover, turn heat to lowest setting, and simmer undisturbed for 30–40 minutes, until tender. Transfer to medium-sized bowl.

Meanwhile, melt butter in a medium skillet. Add onion and sauté for about five minutes, or until translucent. Add garlic, apples, oranges, and spices, and sauté over medium heat about five minutes more. The orange sections may fall apart, but that's okay. Add the sauté to the rice and mix well. Season to taste with salt and honey or brown sugar.

When squash is done, fill the halves and top with chopped nuts. Bake uncovered until heated through— about 20-30 minutes. Remove from oven and enjoy the subtlety of sweetness in a warm, winter meal! Top with yogurt if desired. Makes 8 large servings.

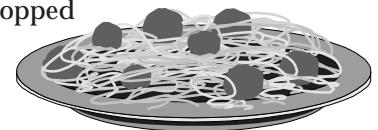
(adapted from *The New Moosewood Cookbook* by Mollie Katzen)

### Spaghetti Squash with Topping

Spaghetti squash is another favorite at our household. You can prepare the same way as other squash. When you first cut it, the flesh of the spaghetti squash looks the same as the more traditional varieties; but when it's cooked you're in for a surprise! Carefully take the hot squash out of the pan and use two forks to scrape the stringy pulp into a serving bowl.

We tend to improvise with our spaghetti squash toppings, but here is one standby recipe from the *All New Good Housekeeping Cookbook*:

1 medium spaghetti squash  
3 tablespoons butter or margarine  
1 garlic clove, finely chopped  
1 28-ounce can tomatoes, drained and chopped  
½ teaspoon salt  
¼ teaspoon ground black pepper  
2 tablespoons chopped fresh parsley



While squash is baking, melt two tablespoons butter in a frying pan over medium heat. Add garlic and cook, stirring constantly, for one minute. Stir in tomatoes, ¼ teaspoon salt, and 1/8 teaspoon pepper, stirring until flavors blend (about five minutes). Remove from heat and stir in parsley.

Once squash is fully cooked and the pulp removed, add remaining butter, salt, and pepper to the pulp and toss until well mixed. Spoon tomato mixture over squash and enjoy! Makes 6 side dishes or 2 full meals.

#### **How to bake winter squash:**

Cut squash lengthwise in half and remove seeds. Bake face-down in baking dish with ¼ inch water for 30–45 minutes or until very soft. You should be able to stick a fork into it quite easily.

**Alternative:** eliminate water, and rub cut sides of squash with olive oil before placing in baking dish.



## Our Co-op's Past Year

—by Helen DuFault, General Manager

The co-op seems to mirror all our lives. Lots to do, lots more to do—but lots done. No chance to get bored. That is a good thing. We could use some time to dream! Some of our dreams are started by comments from you, our members. We think, talk, consider, plan, and eventually execute.

I am going to share with you what an average day at the co-op is like. We have 300-400 customers per day, and total over \$4,000 in sales. We have four volunteer cashiers and another four to eight volunteers to help with kitchen prep and general storekeeping. We get many phone calls. Often someone can't come in, and we are short handed. We place several orders each day. When they arrive, orders need to be carefully checked in and stocked. Rarely are they perfect, and problems require even more time to process. We get many customer questions. We do a great deal of food prep for the deli department. The phone keeps ringing. Packaging is often needed; we set aside some volunteer slots specifically to keep up with all of the packaging! We help more customers. Some parts of the store need to be stocked two to four times a day. There are sales people. The phone won't stop ringing. This is a good day!

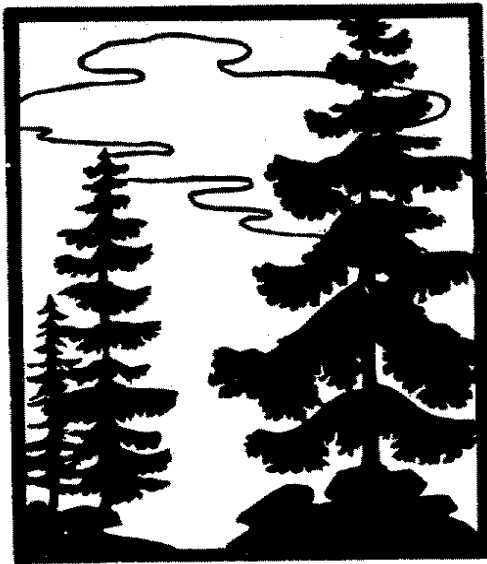
We are one of the few co-ops that has volunteers. This is a part of our mission as a cooperative. Another aspect of our mission is to get as many locally grown and produced products as possible. Most of our meat, all of our eggs, lots of our milk, some frozen vegetables, and much of the bread and seasonal produce comes from local growers and producers.

During the past few years, major changes have been made. We installed a new kitchen, replaced our outdated, broken gravity bins, purchased a cooler for the back room, got a two-door freezer for the retail area, updated the computer, bought a new labeling scale, and replaced our cash register system. Also, each year we need to replace some compressors. This generally happens in the summer when they are really stressed. This is all part of running the store. (Note: any major purchases since July 1 will be expensed to next year's statement, including changes in the nut area.)

A major expense we will need to address soon is replacement of the storage area walk-in cooler and freezer. When we had the last maintenance check, the long-term use report was not good. Some of the insulation is poor and ice is building up in the walls. The drains are not working well. Marcia and Helen are getting tired of chopping ice! We want to re-use the cooling equipment. We hope to "baby" it along as long as we can. The best time to do this change would be in the cold weather. We need to consult with installation companies.

Because of all the improvements made to the store, we have a negative net profit. We cannot distribute a dividend this year. For the most part, it has been our policy to pay for improvements as we go. We do not have any long-term debt.

I personally want to thank the volunteers, the board, and last, but not least, the employees, who have all worked very hard during this past year. The store has benefited greatly. Thank you.



### 2005 Financial Report (abbreviated)

	2005	2004	2003
Department Income	1,595,619	1,500,240	1,509,478
Cost of Sales	1,058,675	1,013,677	999,109
Member Discounts	120,466	113,643	109,850
Gross Profit	416,832	373,336	410,174
Operating Expenses	407,290	403,154	384,061
Operating Ordinary Income	9,543	-29,819	26,113
Net Income	-13,241	-22,788	7,834
Co-op Net Worth	394,209	398,525	429,341
Inventory (wholesale)	101,829	94,503	90,601

Department Income: the total rung through the register

Cost of Sales: the amount HPC paid for the merchandise

Member Discounts: discounts given to working members

Operating Expenses: includes payroll, utilities, supplies, etc.

Operating Ordinary Income: amount left after paying operating costs

Net Income: amount left after paying our expenses

We had many requests to use credit cards before we purchased the new registers. It was a given that we would include credit card use in the new system. Some of you may be interested in the cost of using the credit/debit cards. We started accepting them at the end of August 2004. Through June 2005, the cost to the co-op was nearly \$10,500. The cost is based on the transaction fee, the amount of the purchase, and the monthly fee to the store. The bottom line is, it is the most expensive for the co-op if people use credit/debit cards for small purchases. Therefore, we encourage you to save your credit/debit card for purchases over \$10. Thank you. (Note: Our fiscal year runs July 1 through June 30.)