

# WILLY STREET CO-OP READER

A PUBLICATION OF WILLY STREET CO-OP, MADISON, WI

VOLUME 50 • ISSUE 7 • JULY 2024

## UNPRECEDENTED CHOCOLATE PRICES REVEAL A VULNERABLE SUPPLY CHAIN

### SPECIAL STORE HOURS

Thursday, July 4, 2024 : stores open until 7:00pm

### IN THIS ISSUE:

The Rising Cost of Cacao, Chrysalis Pops,  
Canning How-To, and more

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# WILLY STREET CO-OP READER

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Hi! I'm Caitlyn, the newly appointed Editor of the Reader. You may notice some changes around here, but my goal is to keep the Reader as informative and engaging as ever. Please feel free to share your article suggestions and feedback with me! My email is [c.tompkins@willystreet.coop](mailto:c.tompkins@willystreet.coop)

The Willy Street Co-op Reader is the monthly communications link among the Co-op Board, staff and Owners. It provides information about the Co-op's services and business as well as about cooking, nutrition, health, sustainable agriculture, and more. Views and opinions expressed in the Reader do not necessarily represent those of the Co-op's Directors, staff or Ownership. Willy Street Co-op has not evaluated the claims made by advertisers. Acceptance of advertising does not indicate endorsement of the product or service offered. Articles are presented for information purposes only. Before taking action, you should always consult a professional for advice. Articles may be reprinted with permission from the editor.

**Submissions:** Ad space reservations due by the 10th of the month before publication; artwork due the 15th of the month before publication.

**1 WILLY EAST**  
 1221 Williamson St.  
 Madison, WI  
 (608) 251-6776  
 Open: 7:30am-9:00pm

**2 WILLY WEST**  
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 (608) 284-7800  
 Open: 8:00am-9:00pm

**3 WILLY NORTH**  
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 Open: 8:00am-9:00pm

**CENTRAL OFFICE**  
 1457 East Washington Ave.  
 Madison, WI  
 (608) 251-0884



**SARAH LARSON** .....



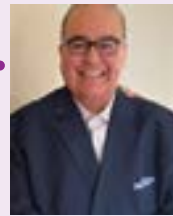
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**ANTHONY HERNANDEZ** .....



**ASHWINI RAO** .....



..... **ISABEL SPOONER-HARVEY**



..... **IKE ROSS**



..... **CAROL WEIDEL**



..... **NANCY RANUM**

Board meetings are typically held at our business office at 6:30pm (1457 E. Washington Ave. in Madison), but may be held virtually. See [www.willystreet.coop/events](http://www.willystreet.coop/events) and select the Board category for details.

**July 24**

**October 23**

**September 25**

**EMAIL: BOARD@WILLYSTREET.COOP**  
**ALL-BOARD@WILLYSTREET.COOP**  
 (includes the GM, Executive Assistant, and Board Administrator)

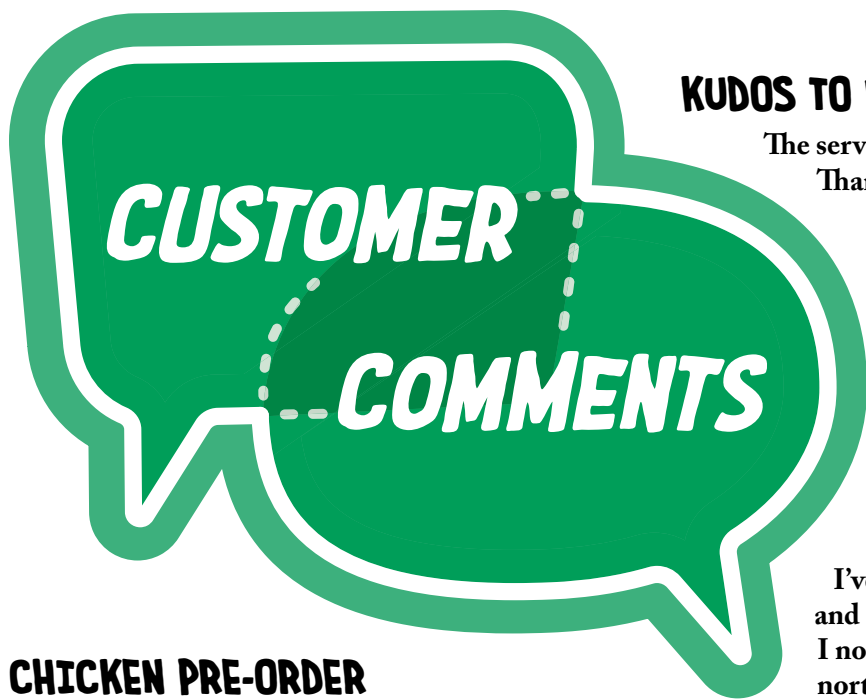
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**THE WILLY STREET GROCERY CO-OP**

**MISSION STATEMENT**

**Cultivate and empower community, customers, employees, and suppliers through cooperative principles and practices.**



## KUDOS TO WILLY WEST

The service at West was exceptional today.

Thank you!

Thank you for your kind words! I'm delighted to hear that you had an exceptional experience at West. Our team takes great pride in providing top-notch service, and your feedback means a lot to us. Best regards, Frantseska Kois, Store Director

## HOT BAR OPTIONS

I've been a member for decades and am a Willie St. Coop supporter. I now live in Cherokee so shop in the northside store. Today I am writing to tell you that I find so little to eat on your buffet that I'm driving to Hilldale to buy from Whole Foods buffet since there are so many more choices of vegetables and low carb offerings. I am diabetic (as are a great many coop members) and cannot eat pasta, breaded, potato-like items that are all white foods that are high carbohydrates. Diabetics cannot eat Indian food and loads of carbs. We eat protein, colorful vegetables, berries, watermelon, etc. Willie St offers very little green, red or yellow vegetables on your buffet. I've written before maybe a year ago and I have seen little change. Please, someone go to Whole Foods and look at their buffet offerings. Buffets attract more customers that always buy more in the stores. Grab and Go items that are sugar free at the check out are not offered in Willie St. Why not! Hoping you will take my suggestions seriously

Thanks for writing to us to let us know what you'd like to see on the hot bar. It can be difficult to get the right mix of things that will be received well by the majority of shoppers, so it's great to hear from folks to know what people want. We are looking at our hot bar menus and theme days to see where we have opportunities to add things like what you're suggesting, but everything needs to be weighed carefully because anything we add means something will have to be removed. -Nicholas OConnor, Prepared Foods & Cheese Category Manager

## SIGNATURE SOURDOUGH

Madison Sourdough signature sourdough, you used to regularly stock the signature sourdough but for a quite a while it has been only MSD seed and grain. I would love to see that MSD signature back. Thanks.

Hope your week is going well! Thanks for your comments! I will reach out to Madison Sourdough and ask them if they can bring their signature sourdough back to our stores. I am sorry it has been absent lately. Have a great day!! -Dean Kallas, Grocery Category Manager

## BIKE BENEFITS ON THE WEEKENDS

Please extend bike benefits to include weekends-car parking is at a premium any day. Encourage people bike and save money.

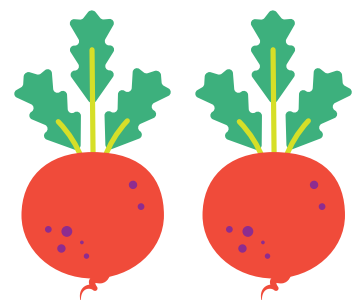
Thank you for writing! We are not able to extend the benefit to cover seven days per week, unfortunately. Grocery sales are a penny game, as they say, and even more so for a consumer-owned grocery cooperative—we budget to make less than a penny of profit for every dollar of products sold. And that's if everything goes very well! Given how many customers bike to our stores—particularly Willy East—it wouldn't be sustainable for us to broaden the benefit beyond what it is currently. In fact, the benefit currently costs us more than the benefit brings in in terms of extra purchases, but we support the idea of customers biking to our

stores if they are able. We will likely be reviewing our Bicycle Benefits incentive in our new fiscal year, and we may make some changes, but we likely won't be able to expand it. Thanks again for writing and have a nice weekend! -Brendon Smith, Marketing & Communications Director

## PRODUCE LACKING FRESHNESS

Love the co-op, but West's produce of late is lacking in freshness. I and others have found mildew on some produce. This can only happen because 1) Produce workers fail to carefully examine produce \*before\* they buy it and/or 2) Once bought, the produce stays too long in the back. Ideally it should be put out for sale on same day it comes in, or at the very most no longer than one day in the back. (Ok, it could also stay out on display shelves too long, but don't think that's the reason here.) Also, do not like the change in packaged spinach. New company's spinach not as good and packaging not as good. Will only buy local bulk spinach in summer, as winter's local spinach is mostly hydroponically grown, which is \*not\* organic, despite the coop labeling it so. Finally, why oh why do you put hemp seeds in a bulk container? They will become rancid in no time. There's a reason their packages are tightly sealed, thick, and dark in color and why they say to refrigerate after opening the package. (Once informed about rancidity, people who want a lesser amount than in packages will learn to accept buying the whole package and storing leftover hemp in fridge.)

Thank you for taking the time to write to us with your concerns. I followed up with a few different folks to make sure we got to the bottom of these issues! Here's what I heard from our Produce Category Manager, Andy, regarding the produce selection and quality at our West location: "The produce departments have been purchasing local, organic 8oz spinach from Scenic Ridge in Mt. Hope, and Harmony Valley Farm in Viroqua. Neither is hydroponically grown, and only products from growers who can supply a copy of their organic certification are labelled as organic. Our first shipment of Harmony Valley Farm 8oz and 1lb local organic spinach unfortunately had issues the farm and our receivers did not catch. The product arrived looking pristine, however, began to deteriorate shortly after we received it. We removed the product from our shelves, and notified Harmony Valley of the quality concern so they could make the necessary changes on their end to resolve the problem. I apologize for the inconvenience! I know it can be frustrating to purchase a product only to get home and discover it is unusable. It happened with this spinach at my house! Any time you are unsatisfied with your purchase, please feel free to request a refund at our Customer Service desk the next time you are in the store." Regarding the hemp seeds in bulk, I checked in with our Grocery Category Manager, Dean, who let me know that we have not received any other complaints about hemp seeds sold in the bulk containers, and we don't plan to change our method at this time. We do carry a few different pre-packaged hemp seeds which are always an option for anyone who might prefer to purchase them in that format! Thanks, Liz Muñoz, Director of Purchasing



## CHICKEN PRE-ORDER

Question for meat dept: May I order a large quantity of your B&E ground chicken for a big party to pick up May 24 or 25? I'm thinking 25-35 lbs but don't know exactly yet. It could be in large bags or I could bring in containers.

Thank you for your recent email regarding a pre-order from our meat department. For an order of this size, we'd ask you call one week in advance and place the order directly from the store you'd like to pick it up from. They will package the product for you and have it ready to be picked up at the desired date and time. Thanks and have a great day! -Nick Heitman, Category Manager: Meat, Seafood, Beer, Wine & Spirits

## BIKE BENEFITS & SELF-CHECKOUTS

I would like to be able to use my bike benefits in the self check out line. Sometimes there is only 1 cashier and people with big orders go to cashier and I can't use the self-service because I want to use bike benefits. I need to use them because I can't afford the Co-op anyway and only buy very few things here and try to do bulk shopping at Woodmans - in other words, I wait in line to get the 25 cents discount for a reason so it would be nice to use self service.

Thanks for writing in and asking about bike benefits at our self checkouts. We are happy that you ride your bike to our stores! Currently it is a feature that our IT team is working on resolving. There have been some technological hurdles that are needing to be worked on. We will announce it to Owners when it becomes available. Best, Kristina Kuhaupt, Customer Experience Manager \*\*Update as of May 27, 2024\*\* We are now able to process bike benefits through our self checkout lanes at each store location. Please see more details in the GM Report. Thank you all for your feedback, and we hope this added feature continues to brighten your summer months as nice weather encourages biking to our stores!

## HOUSE-MADE BEVERAGES

I would love to see the in-store beverages revived, even if less elaborate than before COVID. Grocery shopping was more of a fun adventure when I could look forward to Golden Milk or healthy smoothie while we shopped. I know if you don't sell enough the personnel required is too costly... but I can say for us we bought more/more often when fun beverages were available.

Thank you.

Thanks for taking the time to give us your input on made-to-order drinks and smoothies; we always appreciate knowing what our shoppers and owners are looking for!! We know the sentiment is shared by many. At this time we do not have plans to bring those offerings back, but we are certainly taking your feedback to heart as we look towards the future. Thanks, Liz Muñoz, Director of Purchasing

**Write Us!** We welcome your comments and give each one attention and serious consideration. Send them to [customer.comments@willystreet.coop](mailto:customer.comments@willystreet.coop) or fill out a Customer Comment form in the Owner Resources Area. Each month a small selection is printed in the Reader; publication does not necessarily indicate an endorsement of views stated in a customer's original comment. Many more comments can be found in the Commons or in the binder near Customer Service. Thank you!

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## THIS MONTH'S CO-OP NEWS



**BY ANYA FIRSZT,  
GENERAL MANAGER**

**H**ello dear Owners, Happy New

Fiscal year! July is the first month of our new fiscal year, which means the coming month will be spent

preparing for the annual audit and closing the books of the previous year. Stay tuned for updates regarding last fiscal year at the Annual Meeting schedule for October 1, 2024.

### JULY IS DISABILITY PRIDE MONTH!

We are highlighting Inclusive Trade vendors owned and operated by persons with disabilities: check out page 14 for more information.

Look for the Inclusive Trade icon (gold circle with an "i") on shelf tags that indicates a vendor is 51% owned, controlled, and operated by a person or persons who are: women; Black, Indigenous, and/or Persons of Color; LGBTQIA+; veterans; and/or persons with disabilities. Learn more at [willystreet.coop/inclusive-trade](http://willystreet.coop/inclusive-trade).

### BOARD OF DIRECTOR ELECTIONS

It's time to think about running for the Board of Directors! We have three seats that need to be filled this year.

## Shopping with Kids?

Kids are free to take a piece of pre-washed fruit from the basket near the Produce Department.



Compliments of the Willy Street Co-op Produce Department

The Board of Director Candidate Packet can be found at the Owner Resource Areas in the stores or at [willystreet.coop/run-for-board](http://willystreet.coop/run-for-board). Deadline for submitting an application is August 29 (at 3:00pm).

One of the requirements of running for a seat on the Board is to attend one of three Board candidate information sessions to learn more about serving on the Board; these sessions are scheduled for:

- Tuesday, July 23 at 6:00 PM (venue to be announced, see website for details)
- Saturday August 17 at Noon at Aubergine (1226 Williamson Street, Madison, WI)

If none of these dates work for you, you can request an alternate date; see the Candidate Packet for details. Board elections will be held October 1 - 16. You can cast your ballot one of four ways; in person (at one of our three stores), via mail, by phone, or online. Stay tuned for future updates.

### CALLING ALL PAST CO-OP BOARD MEMBERS!

I heard from a few folks last month, but I'm hoping to hear from a few more. Did you or someone you know serve on the Co-op's Board of Directors? We are planning something special in October in celebration of our 50th Anniversary especially for Willy Street Co-op Board members. I am in search of contact information for those folks who served on the Board. If you are a past Board member, please send me your contact information at [a.firszt@willystreet.coop](mailto:a.firszt@willystreet.coop) or mention this request to anyone you know who served on the Board in the coming month or two. Thank you kindly.

### UPCOMING CO-OP-SPONSORED EVENTS

The Wil-Mar Neighborhood Center is once again bringing live music to McPike Park with La Fête de Marquette beginning on July 11 through July 14. We're proud to be the presenting sponsor of this event.

### FESTIVAL PERKS PASSES

Again this year, Willy Street Co-op is offering Festival Perk Passes to 3,000 Owners to receive half-priced meals and beverages (with or without alcohol) during a three-hour span at one of three community festivals near our stores:

- **La Fête de Marquette** (Owner perk valid: Thursday, July 11, 4pm-7pm)
- **Good Neighbor Festival** (Owner perk valid: Saturday, Aug. 24, 1:30pm-4:30pm)
- **Northside Festival** at Mallards stadium (Owner perk valid: Saturday, September 7, 11am -2pm)

Owners with the Perk Pass can display them when purchasing food or beverages and will only be charged half-price during the three-hour time-frame. Passes may be used to purchase up to four half-priced food items or beverages at one time so that caregivers can get food and beverages for themselves and dependents.

To get your pass, stop at the Willy Street Co-op store that corresponds to the festival starting on the date listed below:

- Pass for La Fête de Marquette is distributed at Willy East starting on Monday, July 1 at 10am.
- Pass for Good Neighbor Festival is distributed at Willy West starting on Monday, August 12 at 10am.
- Pass for Northside Festival is distributed at Willy North starting on Monday, August 26 at 10am.

Festival Perks Passes are distributed on a first-come, first-served basis while supplies last. Each Pass is good for the one festival with which it is associated - for example, the one distributed at Willy East is only valid at La Fete de Marquette. Owners with an individual Ownership account may receive a total of one Pass for this year; Owners with a household account may receive a total of two Passes (for the same festival) for this year if they wish. Festival Perks Passes are non-transferable.

### WILLY EAST RAIN GARDEN SESSIONS

Every Wednesday until Labor Day, Willy East will host live free acoustic music featuring local musicians in the rain garden located on the Jenifer Street side of the building from 5 - 7pm. Grab a refreshing drink or snack and come join in the fun.

### DATES TO THINK ABOUT

Independence Day - Thursday, July 4 - stores close at 7:00pm

See you out and about!

Anya

**i = Inclusive Trade**

Please come and visit

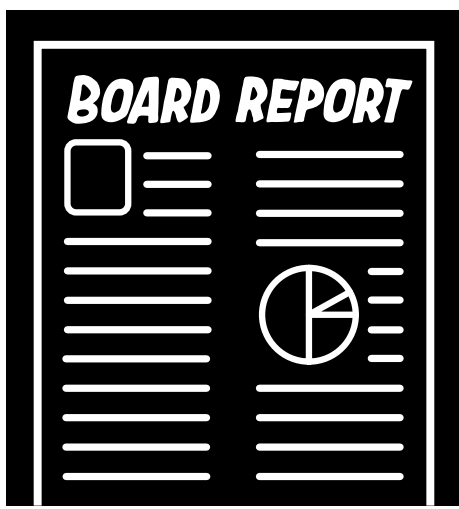
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## CONSIDER SERVING ON THE WILLY STREET CO-OP BOARD OF DIRECTORS



BY NANCY RANUM,  
BOARD MEMBER

## WHY RUN FOR A SEAT ON THE BOARD?

This fall there will be three open seats on the Willy Street Coop Board of Directors. This is an opportunity for interested, informed, and committed owners to actively contribute to the Co-op's decision-making processes, help shape policies, and make a meaningful impact in the community. The Board of Directors plays a critical role in ensuring the continued integrity and health of the Co-op by developing the vision and strategic planning that contribute to long-term success.

The Board is committed to honoring the wide diversity and interests of our Owners, staff, suppliers, and community. We welcome candidates that have passion and interest in the Co-op's values of sustainability, local food systems, and fostering a welcoming and inclusive environment. Consider applying your lived experience, talents, skills and perspectives to promoting continued evolution and success of our Willy Street Co-op!

## AS A BOARD MEMBER WHAT WOULD I DO?

As the Board's newest member, I can tell you there is a learning curve. I came on last November. An initial orientation was provided that covered board procedures, how to navigate the IT landscape, and our organizational structure. Orientation has been on-going via policy review, board and committee involvement, and interactions with Owners, experienced board members and Co-op leadership. I appreciate the Co-op sponsoring my attendance at the recent Consumer Cooperative Management Association meeting presented by the University of Wisconsin which deepened my knowledge of cooperative governance and engagement in food systems.

It has been gratifying to apply my prior experience and become more involved over time. It is rewarding to be a part of such an established but continually evolving organization that is dedicated to cooperative principals, sustainability, food equity, fiscal responsibility, and a just workplace. I have enjoyed collaborating with other Board members and Co-op employees. The Board embraces growing pains and social change, welcomes creative ideas and constructive input, and values opinions.

## SPECIFIC EXPECTATIONS

- The Board term is usually three years
- Members prepare for and attend all Board meetings, usually 10-12 per year, lasting 2-3 hours.
- Commit 10-15 hours per month to Co-op business which includes policy review scheduled throughout the year
- Attend Board retreats and periodic education events.
- Serve on at least one Board Committee.
- Attend the Annual Membership Meeting.

Write at least two newsletter articles for the *Reader* or attend two community events to represent Willy Street Co-op. *More specific responsibilities are outlined in the Board Candidate Information Packet.*

## BOARD CANDIDATE INFORMATION PACKET

The Board Candidate Packet contains detailed information on the Co-op's:

- MISSION
- ENDS/GOALS
- GUIDING COOPERATIVE PRINCIPLES
- POLICY GOVERNANCE MODEL
- CANDIDATE EXPECTATIONS, QUALIFICATIONS, AND COMPENSATION
- FAQs

*Packets are available at all three Willy stores and can be found at [www.willystreet.coop/run-for-board](http://www.willystreet.coop/run-for-board)*

## HOW DO I APPLY TO RUN FOR THE BOARD?

1. Interested candidates are encouraged to attend a Board meeting either virtually or in person at the Willy Street Co-op Central Office, 1457 E. Washington Ave. #102, Madison. Board meetings are open to Owners. Email [bdc@willystreet.coop](mailto:bdc@willystreet.coop) if you plan to attend. Indicate if you want a virtual invitation.
    - Wednesday July 24, 6:30 pm
  2. Candidates are also encouraged to attend the Annual Meeting on October 1. Details will be published at [www.willystreet.coop/run-for-board](http://www.willystreet.coop/run-for-board)
  3. Attend a candidate information session (required). Sessions are scheduled:
    - Tuesday, July 23 at 6:00 pm (Look for a venue to be announced on [www.willystreet.coop/run-for-board](http://www.willystreet.coop/run-for-board))
    - Saturday, August 17 at noon at Aubergine (across from Willy East), 1226 Williamson St., Madison
- Please send an email to [bdc@willystreet.coop](mailto:bdc@willystreet.coop) to confirm your attendance at one of these sessions 48 hours prior to the session. If none of these times work for

you, email [bdc@willystreet.coop](mailto:bdc@willystreet.coop) with three dates and times you are available.

4. Submit application materials including a candidate statement and photo (see candidate information packet) to the Board Development Committee ([bdc@willystreet.coop](mailto:bdc@willystreet.coop)) no later than August 29, 2024, 3:00 pm
5. Election polls will be open October 1-15, 2024. Results will be tallied October 16th.



# willy street co-op

## Owner Festival PERKS PASSES

**Willy Street Co-op Owners will be able to get half-priced meals and beverages during a three-hour span at Fete de Marquette festival.**

**Perk's Pass Distribution starts at 10am on Monday, July, 1st at Willy East**

*Festival Perks Passes are distributed on a first-come, first-served basis while supplies last.*

**Learn more at**  
[www.willystreet.coop/owner-festival-perks](http://www.willystreet.coop/owner-festival-perks)

# RUN

for the willy street co-op  
*Board of Directors*  
See [willystreet.coop/run-for-board](http://willystreet.coop/run-for-board)

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Candidates are required to attend a Candidate Orientation Session. Please see the website or Board candidate application for details!

**Deadline for applications: August 29th at 3:00pm**

# Co-op Class Calendar

Visit [www.willystreet.coop/events](http://www.willystreet.coop/events) to register.

**Refund Policy:** Unless otherwise specified in the description of the event, registration for events that Willy Street Co-op cancels will be refunded in full. Individuals who wish to cancel their registration must email [education@willystreet.coop](mailto:education@willystreet.coop) with 72 hours notice to receive a full refund or transfer their registration to another class. No refunds or transfers will be granted for cancellations within 72 hours of an event. In order to cover costs incurred, there are absolutely no exceptions to the Refund Policy.



## BAKING WITH CHEF PAUL: STONE FRUIT PRESERVES & PIE

Location: Willy West Community Room  
Thursday, August 29, 6:00pm–8:00pm  
Ages: 12+; adult supervision required  
Your Co-op's Own: Paul Tseng  
Fee: \$30 for Owners; \$40 for non-owners  
Capacity: 10

At the end of the growing season, we'd love to retain the bounty of the harvest, and canning is one way to do so. Join Chef Paul to learn how to can using basic raw pack, hot pack, and boiling water methods. We will also make a fresh peach and apricot pie to celebrate!



## COOKING WITH CHEF PAUL: SUSHI

Location: Lakeview Library  
Thursday, July 11, 6:30pm–7:30pm  
Ages: 12+; adult supervision required  
Your Co-op's Own: Paul Tseng  
Fee: Free; registration required  
Capacity: 12

The foundation of sushi is the rice. Join Chef Paul to learn to prepare well-balanced sushi rice. The basic sushi rolls—maki, nigiri, and chirashi—will be introduced and shared. Demonstration only. Register at [www.madisonpubliclibrary.org/events](http://www.madisonpubliclibrary.org/events). Registration will open two weeks prior to the program date on June 27.

## COOKING WITH CHEF PAUL: A TASTE OF THAI

Location: Aubergine, 1226 Williamson St.  
Thursday, July 18, 6:00pm–8:00pm  
Location: Willy West Community Room  
Thursday, July 25, 6:00pm–8:00pm  
Ages: 12+; adult supervision required  
Your Co-op's Own: Paul Tseng  
Fee: \$30 for Owners; \$40 for non-owners  
Capacity: 10

Join Chef Paul to learn how to use basic pantry items to make your own curry paste and then turn it into delicious Thai dishes, noodle salad, and soup. Demonstration with hands-on opportunities.

## SUMMER PICNIC SIDES

Location: Willy West Community Room  
Tuesday, July 30, 6:00pm–8:00pm  
Ages: 12+; adult supervision required  
Your Co-op's Own: Mike Tomaloff  
Fee: \$30 for Owners; \$40 for non-owners

Capacity: 10

Don't know what to bring to that summer picnic? Join Mike T. for a few new ideas that will please a crowd and save you a place on future guest lists! Recipes include quick summer pickles, caramelized onion tartlettes, kale and apple slaw, and a frosty frozen lemonade slush. Demonstration with hands-on opportunities.

## SNEAKY ZUCCHINI

Location: Aubergine, 1226 Williamson St.  
Thursday, August 8, 6:00pm–8:00pm  
Ages: 12+; adult supervision required  
Your Co-op's Own: Mike Tomaloff  
Fee: \$30 for Owners; \$40 for non-owners  
Capacity: 10

If you find yourself a victim of "Sneak Some Zucchini Onto Your Neighbor's Porch Day" (August 8th), then you need this class. Join Chef Mike to try some different uses for that pile of zukes so generously abandoned on your stoop! Recipes include zucchini fritters, New Mexico-inspired calabacitas, and an Australian favorite known as "zucchini slice." Demonstration with hands-on opportunities.

## COOKING WITH CHEF PAUL: SPRING ROLLS

Location: Lakeview Library  
Thursday, August 8, 6:30pm–7:30pm  
Ages: 12+; adult supervision required  
Your Co-op's Own: Paul Tseng  
Fee: Free; registration required  
Capacity: 12

Join Chef Paul to learn the envelope-forming technique to make fresh spring rolls—a perfect way to enjoy the produce of the season! Demonstration only. Register at [www.madisonpubliclibrary.org/events](http://www.madisonpubliclibrary.org/events). Registration will open two weeks prior to the program date on July 25.

## MOTHER SAUCE SERIES: HOLLANDAISE

Location: Willy West Community Room  
Tuesday, August 13, 6:00pm–8:00pm  
Location: Aubergine, 1226 Williamson St.  
Wednesday, August 14, 6:00pm–8:00pm  
Ages: 12+; adult supervision required  
Your Co-op's Own: Mike Tomaloff  
Fee: \$30 for Owners; \$40 for non-owners  
Capacity: 10

Join Chef Mike for an exploration of the grandes sauces of French haute cuisine. This class will feature Hollandaise, from which we will prepare several derivations, or petites sauces, including Béarnaise, Girondine, and Maltaise. Demonstration with hands-on opportunities.

## KITCHEN METHODS AND TECHNIQUES: BLANCHING AND POACHING

Location: Aubergine, 1226 Williamson St.  
Wednesday, August 21, 6:00pm–8:00pm  
Location: Willy West Community Room  
Thursday, August 22, 6:00pm–8:00pm  
Ages: 12+; adult supervision required  
Your Co-op's Own: Mike Tomaloff  
Fee: \$30 for Owners; \$40 for non-owners

Capacity: 10

Blanching is a cornerstone method to prepare foods in boiling water and shocking in cold, retaining their nutritive value and bright appearance. On the other hand, poaching foods in a gently simmering broth imparts flavor and preserves delicate foods' structure. Join Chef Mike to explore these methods and blanch fresh vegetables including Brussels sprouts for roasting and tomatoes for concasse, while we gently poach fish in court-bouillon, and pears in red wine for dessert. Demonstration with hands-on opportunities.

## LATE SUMMER ROOT VEGETABLES

Location: Aubergine, 1226 Williamson St.  
Tuesday, August 27, 6:00pm–8:00pm  
Location: Willy West Community Room  
Wednesday, August 28, 6:00pm–8:00pm  
Ages: 12+; adult supervision required  
Your Co-op's Own: Mike Tomaloff  
Fee: \$30 for Owners; \$40 for non-owners  
Capacity: 10

Can you dig it? Summer may be winding down, but there's still plenty of fresh veg to be had under the soil. Long-season late bloomers like beets, parsnips, radishes, and potatoes have many uses. Join Chef Mike to look at a few of them including quick pickled radishes that are great on a salad, potato pancakes with applesauce, and classic sweet potato pie. Demonstration with hands-on opportunities.

## INCLUSIVE TRADE FEATURE: MANGO MAN SALSAS

Location: Aubergine, 1226 Williamson St.  
Wednesday, September 4, 6:00pm–8:00pm  
Location: Willy West Community Room  
Thursday, September 5, 6:00pm–8:00pm  
Ages: 12+; adult supervision required  
Your Co-op's Own: Mike Tomaloff  
Fee: \$30 for Owners; \$40 for non-owners  
Capacity: 10

In this class, Mike will feature Mango Man salsas in a variety of recipes, including Crunchy Sweet Corn Fritters, Spicy Glazed Chicken Wings, and Crispy Skinned Red Snapper. Demonstration with hands-on opportunities.

## WISCO BOARD

Location: Aubergine, 1226 Williamson St.  
Wednesday, September 11, 6:00pm–8:00pm  
Location: Willy West Community Room  
Thursday, September 12, 6:00pm–8:00pm  
Ages: 12+; adult supervision required  
Your Co-op's Own: Mike Tomaloff  
Fee: \$30 for Owners; \$40 for non-owners  
Capacity: 10

Supper club relish tray classics, Wisconsin cheese, local veggies, all served up on a board make a great centerpiece for any cheesehead gathering. Join Chef Mike to prepare a homemade beer and cheese spread, smoke some local trout, pickle some veggies, and more! Demonstration with hands-on opportunities.

## COOKING WITH CHEF PAUL: PLANT-BASED MEALS

Location: Lakeview Library  
Thursday, September 12, 6:30pm–7:30pm  
Ages: 12+; adult supervision required  
Your Co-op's Own: Paul Tseng  
Fee: Free; registration required  
Capacity: 12  
Join Chef Paul to explore the unlimited choices of plant-based meals. Register at [www.madisonpubliclibrary.org/events](http://www.madisonpubliclibrary.org/events). Registration will open two weeks prior to the program date on August 30.

## WHAT THE HECK CAN I DO WITH ALL OF THESE TOMATOES?!

Location: Willy West Community Room  
Wednesday, September 18, 6:00pm–8:00pm  
Ages: 12+; adult supervision required  
Your Co-op's Own: Mike Tomaloff  
Fee: \$30 for Owners; \$40 for non-owners  
Capacity: 10  
Tomato season is proof that you can, indeed, have too much of a good thing. Join the Co-op's Mike T. for a look at some ways to put those beauties to use before it's too late including roasted tomato caprese salad, fresh salsa and pico de gallo, and fresh tomato soup that you can freeze for those tomato-less winter days ahead. Demonstration with hands-on opportunities.



## LEARNING WITH CHEF PAUL: KNIFE SKILLS AND SAFETY

Location: Willy West Community Room  
Thursday, August 15, 6:00pm–8:00pm  
Location: Aubergine, 1226 Williamson St.  
Thursday, August 22, 6:00pm–8:00pm  
Ages: 18 and older  
Your Co-op's Own: Paul Tseng  
Fee: \$30 for Owners; \$40 for non-owners  
Capacity: 8

Chef Paul's own experience cutting himself in the kitchen prompted him to share his knowledge to help others prevent such accidents. Join Chef Paul as he guides participants through hands-on knife skills, including the major cuts, slices, and dices. Chef Paul will discuss kitchen knife essentials, including how to sharpen and maintain a knife. Participants should bring their favorite kitchen knife from home to practice with. Hands-on.

## KOMBUCHA I: BASICS OF BREWING

Location: Aubergine, 1226 Williamson St.  
Wednesday, July 24, 6:00pm–7:00pm  
Ages: 12+; adult supervision required  
Instructor: Vanessa Tortolano  
Fee: \$55 for Owners; \$65 for non-owners

Capacity: 20

Join Vanessa Tortolano, the original co-founder of NessAlla Kombucha, to learn the basics of beverage fermentation and how to make your own probiotic Kombucha at home. Class includes a kit with everything you need to start your first batch of Kombucha. Demonstration with limited hands-on opportunities.

### KOMBUCHA II: INTERMEDIATE BREWING

Location: Aubergine, 1226 Williamson St. Wednesday, July 24, 7:15pm–8:15pm  
Ages: 12+; adult supervision required  
Instructor: Vanessa Tortolano  
Fee: \$25 for Owners; \$35 for non-owners  
Capacity: 20

Already know how to brew kombucha? Curious about what you can do with extra SCOBY? Want to know what can be made with the vinegar? How do you fix mistakes and brews that aren't quite right? Join kombucha brewer and expert, Vanessa Tortolano for this intermediate class on troubleshooting, innovative ways to use your kombucha, and how to make other products. Kombucha I: Basics of Brewing not required, but basic kombucha-brewing knowledge is recommended. Hands-on.

### FIRE CIDER 101

Location: Aubergine, 1226 Williamson St. Thursday, September 12, 6:00pm–7:30pm  
Location: Willy West Community Room Saturday, September 21, 10:00am–11:30am  
Ages: 18 and older  
Your Co-op's Own: Vanessa Schlough  
Fee: \$30 for Owners; \$40 for non-owners  
Capacity: 10

In this class Vanessa will guide you through the art of making the traditional folk remedy called Fire Cider, while crafting your own to take home. You'll leave the class with your own jar of Fire Cider and feeling empowered to create your own remedies at home. Demonstration with hands-on opportunities.



### WILD FOOD/WILD MEDICINE SUMMER WALK

Location: Aubergine, 1226 Williamson St. Wednesday, July 31, 6:00pm–8:00pm  
Ages: 12 and older; adult supervision required  
Instructor: Linda Conroy  
Fee: \$25 for Owners; \$35 for non-owners  
Capacity: 20

Join herbalist and forager, Linda Conroy for this seasonal walk focusing on the wild plants of summer. We will learn to identify, harvest, and prepare wild plants for food and medicine. Dress appropriately for the weather and wear comfortable walking shoes. Interactive walk.

### HERBS AND FERMENTATION FOR DIGESTIVE HEALTH

Location: Aubergine, 1226 Williamson St. Wednesday, August 28, 6:00pm–8:00pm  
Ages: 12+; adult supervision required  
Instructor: Linda Conroy  
Fee: \$50 for Owners; \$60 for non-owners  
Capacity: 20

Join Linda Conroy to learn how to make lacto-fermented vegetables.

Adding herbs to the fermented vegetables will increase the nutrient density, digestive support, and flavor of the end product. Everyone will take home two jars of fermented vegetables we make in class and be provided with instructions on how to care for them at home. Hands-on.



### SPROUTS: WE ALL SCREAM FOR ICE CREAM

Location: Aubergine, 1226 Williamson St. Monday, July 1, 4:00pm–5:00pm  
Location: Willy West Community Room Tuesday, September 10, 4:00pm–5:30pm  
Location: Aubergine, 1226 Williamson St. Thursday, September 19, 4:00pm–5:30pm  
Ages: 5–11 years old; adult supervision not required  
Your Co-op's Own: Mike Tomaloff  
Fee: \$15 for first child of Owner (\$12.50 for each additional child); \$25 for each child of non-owner  
Capacity: 10  
Chill out with Chef Mike as we take ice cream recipes for a spin. Traditional custard is on the menu, along with non-dairy alternatives, all flavored with fruits and flavorings from the Co-op! Hands-on.

### SPROUTS: TACOS TODAY

Location: Willy West Community Room Tuesday, July 9, 4:00pm–5:00pm  
Location: Aubergine, 1226 Williamson St. Thursday, August 1, 4:00pm–5:00pm  
Ages: 5–11 years old; adult supervision not required  
Your Co-op's Own: Mike Tomaloff  
Fee: \$15 for first child of Owner (\$12.50 for each additional child); \$25 for each child of non-owner  
Capacity: 10  
Tacos aren't just for Tuesday, let's make tacos today! Impossible veggie crumbles or ground beef seasoned just right for a hard or soft taco, a side of green chili black beans, and refreshing horchata to cool the heat! Hands-on.

### SPROUTS: KIDS PIZZA PARTY

Location: Willy West Community Room Tuesday, August 6, 4:00pm–5:00pm  
Location: Aubergine, 1226 Williamson St. Thursday, August 15, 4:00pm–5:00pm  
Ages: 5–11 years old; adult supervision not required  
Your Co-op's Own: Mike Tomaloff  
Fee: \$15 for first child of Owner (\$12.50 for each additional child); \$25 for each child of non-owner  
Capacity: 10  
We'll make the dough and the sauce, form our own personal pizzas, and dress them up with our favorite toppings, then we'll make a pitcher of refreshing lemonade while they bake. Hands-on.

### SPROUTS: FUN AND EASY SNACKS

Location: Willy West Community Room Tuesday, August 20, 4:00pm–5:00pm  
Location: Aubergine, 1226 Williamson St. Thursday, August 29, 4:00pm–5:00pm  
Ages: 5–11 years old; adult supervision not required  
Your Co-op's Own: Mike Tomaloff  
Fee: \$15 for first child of Owner (\$12.50 for each additional child); \$25 for each child of non-owner  
Capacity: 10

Step away from the processed corn chips, and step up to homemade and natural snacks to satisfy kids of any age. Help Chef Mike prepare sweet and crunchy popcorn balls and tasty veggies and dip. Hands-on.



### EATING FOR SUN PROTECTION

Location: Zoom  
Wednesday, July 17, 12:00pm–1:00pm  
Instructor: Katy Wallace  
Fee: Free; registration required  
As our knowledge about the benefits of full-spectrum sunlight grows, you may be wondering how to protect and support healthy skin while basking in the light. Katy Wallace, ND of Human Nature, LLC will present nutritional approaches that may translate to fewer sunburns and help slow the natural aging of skin exposed to sunlight.

*This class is not designed to and does not provide medical advice, professional diagnosis, opinion, treatment, or services. Classes provided by Willy Street Co-op are for informational and educational purposes only and are not meant to replace medical consultation with your physician.*

### FOOD-BASED CLEANSING

Location: Zoom  
Tuesday, August 27, 12:00pm–1:00pm  
Instructor: Katy Wallace  
Fee: Free; registration required  
Learn new ways to get healthy by assisting the body's major elimination and toxin-removing organs (liver, kidneys, and digestive tract) with food and herbs that allow for internal cleansing. Think of cleansing for internal organs as the counterpart to washing your hair or brushing your teeth; these activities keep you healthy and vibrant. Presented by Katy Wallace, ND of Human Nature LLC.

*This class is not designed to and does not provide medical advice, professional diagnosis, opinion, treatment, or services. Classes provided by Willy Street Co-op are for informational and educational purposes only and are not meant to replace medical consultation with your physician.*



### SAFE(R) AND SOUND SELF-CARE YOGA WITH MOURNING DOVE

Location: Aubergine, 1226 Williamson St. Thursday, July 25, 4:30pm–6:00pm  
Ages: 18 and older  
Instructor: Mourning Dove  
Fee: \$30 for Owners; \$40 for non-owners  
Capacity: 8  
In a nurturing and safe(r)\* environment, connect body and mind and prioritize YOU. Join Mourning Dove for guided reflection, very gentle yoga with self-love affirmations,

and community. We'll end with a relaxing sound bath. All bodies welcomed and valued. Please include accessibility needs, accommodation requests, and preferences when you register. \*Mask-required event to include our immunocompromised community members.

### SELF-CARE YOGA CIRCLE & SOUND BATH WITH MOURNING DOVE

Location: Aubergine, 1226 Williamson St. Tuesday, August 6, 4:30pm–6:00pm  
Ages: 18 and older  
Instructor: Mourning Dove  
Fee \$30 for Owners; \$40 for non-owners  
Capacity: 8

In a nurturing environment, release the pressures of the day, connect body and mind, and prioritize YOU. Join Mourning Dove for guided reflection, very gentle yoga with self-love affirmations, and community. Sound bath includes crystal bowls, Koshi chimes, ocean drum, and more. All bodies welcomed and valued. Please include accessibility needs, accommodation requests, and preferences when you register.

### 45-MINUTE INDIVIDUAL NUTRITION CONSULTATIONS

Location: Aubergine, 1226 Williamson St. Friday, August 2, 2:15pm–5:30pm  
Location: Willy West Community Room Tuesday, July 23, 1:30pm–4:45pm  
Wednesday, September 11, 1:30pm–4:45pm  
Location: Zoom

Wednesday, July 31, 1:30pm–4:45pm  
Tuesday, August 20, 1:30pm–4:45pm  
Tuesday, September 17, 1:30pm–4:45pm  
Fee: \$55 for Owners; \$90 for non-owners  
An individual nutrition consultation is your opportunity to learn how the correct food choices for your body can enhance your well-being. A one-on-one session with Katy Wallace of Human Nature includes a 45-minute consultation regarding your health goals, as well as lifestyle and food choice suggestions geared toward addressing health goals and developing sustainable change. Appointments are confirmed upon payment. Payment is due at the time of scheduling; otherwise, the appointment will be released to other interested parties. Payment is non-refundable and non-transferable unless notice of cancellation or rescheduling is provided seven (7) or more days prior. To register for the next available opening, email [info@humannaturellc.com](mailto:info@humannaturellc.com) or call 608-301-9961.

willy street co.op

FOLLOW US ON:



# 4<sup>th</sup> of July Sales

Are for Everyone!

7/1/24-7/7/24

Ferndale

**Turkey Hot Dogs**

16 oz

**\$5.99**

Everyone Saves: \$2.00



**Organic Seedless Watermelon**

From Mexico/California

**79¢/lb**

Everyone Saves: 50¢/lb



Cedar Road Meats

**Old World Hot Dogs**

18 oz

**\$6.99** **L**

Everyone Saves: \$3.00



Willy Street Co-op

**Traditional Macaroni Salad**



Field Roast

**Frankfurters**

16 oz

**\$4.99**

Everyone Saves: \$3.00



**Traditional Potato Salad**



S. Rosen's

**Deli Style Brioche Hot Dog Buns**

16 oz

**\$3.49** **L**

Everyone Saves: \$1.50



**Traditional Coleslaw**

**\$5.99/lb**

Everyone Saves: \$1.00/lb

Made By Your **co-op**



Underwood

**Canned Wine**

**\$4.49<sub>+tx</sub>**

Everyone Saves: \$1.50



**fresh deals**

All sales subject to availability, sales quantities limited.





# JULY 3–JULY 16, 2024

Want to get an email reminder about Co-op Deals sales? Sign up at [www.willystreet.coop/emails](http://www.willystreet.coop/emails). You can unsubscribe at any time.

# Co-op deals

Sales For Everyone!

*Barbecue must-haves* ↘

HOP WTR  
**Hop Water**  
6 pk • Save \$2  
**\$8.49**



Badger  
**Anti-Bug Shake & Spray**  
4 fl oz • Save \$3.30  
**\$7.69+tx** **i**



Annie's Naturals  
**Organic Salad Dressings**  
8 oz • Save \$2.80  
**\$3.99**



Kettle Brand  
**Party Size Potato Chips**  
13 oz • Save \$2.50  
**\$4.29**



Tofurky  
**Plant-Based Beer Brats**  
13 oz • Save \$1.80  
**\$4.99**



MyChelle  
**Sun Shield Clear Spray SPF 30**  
6 fl oz • Save \$3.00  
**\$14.99+tx**

Alden's  
**Organic Ice Cream**  
48 oz • Save \$1.50  
**\$8.49**



San Pellegrino  
**Sparkling Fruit Beverage**  
6 pk • Save \$1.30  
**\$5.49+tx**



Garden of Eatin'  
**Tortilla Chips**  
5.5 oz • Save \$2.58 on 2  
**2 for \$5**



Santa Cruz  
**Organic Lemonade**  
32 oz • Save \$2.98 on 2  
**2 for \$5+tx**



Goodpop  
**Organic Frozen Pops**  
4 pk • Save \$2  
**\$3.99**



# JULY 17–JULY 30, 2024

**i** = Inclusive Trade **L** = Local



RISE Brewing Co.  
**Organic Nitro Cold Brew Coffee Drinks**  
7 oz • Save \$1.58 on 2  
**2 for \$5**



Kevita  
**Organic Probiotic Drinks**  
15.2 oz • Save 80c  
**\$2.69+tx**



*Fuel your morning*



Wallaby  
**Organic Greek Yogurt**  
32 oz • Save \$1.00  
**\$6.49**



Bob's Red Mill  
**Old Country Style Muesli**  
18 oz • Save \$1.50  
**\$4.49**

Equal Exchange  
**Organic Fair Trade Coffee**

Select Varieties  
10-12 oz •  
Save 50c-\$1.50

**\$9.99** **i**



Silk  
**Organic Unsweetened Soymilk**  
64 oz • Save \$1.00  
**\$4.49**



Nature's Path  
**Organic Heritage Flakes Cereal**  
32 oz • Save \$1.00  
**\$8.99** **L**



Forager Project  
**Organic Cashewgurt**  
5.3 oz • Save 40c  
**\$1.59**



Go Macro  
**Bars**  
1.8-2.5 oz • Save \$1.98 on 2  
**2 for \$5** **i** **L**



Upton's Naturals  
**Seitan**  
8 oz • Save \$1.20-\$1.50  
**\$4.29** **L**

Liquid I.V.  
**Hydration Multiplier**

10 ct • Save \$3.50

**\$14.99** **i**



All sales subject to availability. Sales quantities limited.



Cascadian Farm  
**Spud Puppies Potatoes**  
16 oz • Save \$1.70  
**\$3.99**

Giovanni  
**Soothing Castor Oil Shampoo**  
13.5 fl oz • Save \$3.20  
**\$7.29+tx** i

Bionaturae  
**Organic Durum Semolina Pasta**  
16 oz • Save \$1.98 for 2  
**2 for \$5**




Ultima Replenisher  
**Electrolyte Powder**  
3.2–3.7 oz • Save \$8.00  
**\$14.99**

A Dozen Cousins  
**Seasoned Beans**  
10 oz • Save \$1.00  
**\$2.99** i

California Olive Ranch  
**Everyday Extra Virgin Olive Oil**  
16.9 oz • Save \$12.00  
**\$13.99**




MegaFood  
**Blood Builder Iron**  
60 cap • Save \$10.00  
**\$18.99+tx**

Ardor  
**Organic Sparkling Energy Water**  
12 oz • Save \$1.58 on 2  
**2 for \$5**

Garden of Life  
**Magnesium Gummies**  
60 ct • Save \$9.00  
**\$12.99+tx**




Equal Exchange  
**Organic Chocolate Bars**  
2.8 oz • Save 80¢  
**\$2.99+tx** i

Dr. Bronner's  
**Organic Lip Balm**  
1 ea • Save 90¢  
**\$2.59+tx**

Mary's Gone Crackers  
**Super Seed Crackers**  
5–5.5 oz • Save \$2.20  
**\$3.79**




Bizzy  
**Organic Cold Brew Coffee**  
48 oz • Save \$2.00  
**\$4.99**

Talenti  
**Gelato & Sorbetto**  
16 oz • Save \$1.50  
**\$4.49**


Ithaca  
**Hummus**  
10 oz • Save \$2.00  
**\$3.49**




Field Roast  
**Chao Plant-Based Cheese Slices**  
7 oz • Save \$1.00  
**\$4.99**

Freshe  
**Canned Seafood Meals**  
4.25 oz • Save \$1.50  
**\$3.99**

Dr. Tung's  
**Smart Floss**  
1 ea • Save \$1.00  
**\$3.49+tx**




Vital Proteins  
**Collagen Peptides**  
10 oz • Save \$5.00  
**\$21.99+tx** L

Triple Crown  
**Organic Classic Barbeque Sauce**  
14 oz • Save \$2.00  
**\$5.99**

Brown Cow  
**Cream Top Yogurt**  
5.3 oz • Save 19¢  
**\$1.00**




C2O  
**Coconut Water**  
33.8 oz • Save \$1.49  
**\$3.50**

Tucsan Tamales  
**Tamales**  
10–11 oz • Save \$2.30  
**\$5.49** i

Nordic Naturals  
**Ultimate Omega 2X**  
60 ct • Save \$16.00  
**\$36.99+tx**



JULY 17–JULY 30, 2024

**coop deals**  
Sales For Everyone!



Ben & Jerry's  
**Ice Cream  
and Non-Dairy  
Frozen Dessert**  
16 oz • Save \$1.50  
**\$4.99**

Organic Valley  
**Organic  
Grass-Fed Milk**  
64 oz • Save \$1  
**\$5.49**

Wild Planet  
**Wild Skipjack  
Tuna**  
5 oz • Save \$3.58 on 2  
**2 for \$5**



Beyond Meat  
**Plant-Based  
Italian Sausage**  
14 oz • Save \$3.00  
**\$7.49**

Amore  
**Italian Tomato  
Paste**  
4.5 oz • Save 70¢  
**\$2.79**

San-J  
**Tamari Soy  
Sauce**  
10 oz • Save \$1.20  
**\$2.79**



Nixie  
**Organic  
Sparkling Water**  
8 pk • Save \$1.50  
**\$4.49**

Chocolove  
**Chocolate Bars**  
Select Varieties  
2.9-3.2 oz • Save \$2.58 on 2  
**2 for \$5+tx**

Woodstock  
**Organic Frozen  
Veggies**  
Select Varieties  
10 oz • Save \$2.58 on 2  
**2 for \$5**



Reed's  
**Really Real  
Ginger Ale**  
4 pk • Save \$1.00  
**\$5.79+tx** 

Whole Earth & Sea  
**Women's or Men's  
50+ Multivitamins  
& Minerals**  
60 tab • Save \$19.00  
**\$26.99+tx**

Primal Kitchen  
**Dressings &  
Vinaigrettes**  
8 oz • Save \$2.80  
**\$5.99**



Stacy's  
**Pita Chips**  
7.33 oz • Save 80¢  
**\$3.49**

Ancient Nutrition  
**Organic Super  
Greens Powder**  
7.05 oz • Save \$6  
**\$29.99+tx**

Biokleen  
**Bac-Out Stain +  
Odor Remover**  
32 oz • Save \$2.00  
**\$8.49+tx**



Olipop  
**Sparkling Tonic**  
12 oz • Save 58¢ on 2  
**2 for \$4**

Natural Factors  
**Coenzyme Q10  
100 mg**  
60 softgel • Save \$5.50  
**\$13.49+tx**

Blue Diamond  
**Almond Breeze  
Almond Milk**  
32 oz • Save \$1.98 on 2  
**2 for \$5**



Alba Botanica  
**SPF 30 Sheer  
Mineral  
Sunscreen**  
5 fl oz • Save \$4.00  
**\$11.99+tx**

MediNatura  
**T-Relief Extra  
Strength Pain  
Relief Cream**  
3 oz • Save \$3.50  
**\$10.99+tx**

Lily of the Desert  
**99% Aloe Vera  
Gelly**  
12 oz • Save \$2.00  
**\$6.29+tx**



Harmless Harvest  
**Organic Raw  
Coconut Water**  
16 oz • Save \$1.00  
**\$3.99**

Boulder Canyon  
**Potato Chips**  
5-6.5 oz • Save \$1.20-\$1.50  
**\$2.79**

SolaRay  
**Magnesium  
Glycinate**  
240 cap • Save \$20  
**\$21.99+tx**



Sales on this page valid July 17 - July 30.  
All sales subject to availability. Sales quantities limited.

1

### Strawberry Cheesecake

- + Marshmallow
- + Strawberry Jam
- + Whipped Cream Cheese
- + Graham Cracker



2

### Stroopwafel

- + Marshmallow
- + Chocolate
- + Stroopwafel



3

### Lemon Meringue

- + Marshmallow
- + Lemon Curd
- + Graham Cracker



4

### Churro

- + Marshmallow
- + Caramel Sauce
- + Cinnamon Graham Cracker



5

### Nutella Banana

- + Marshmallow
- + Banana Slices
- + Nutella Spread
- + Graham Cracker



6

### Roasted Berry

- + Marshmallow
- + Chocolate
- + Oven-Roasted Berries
- + Graham Cracker



8

### Crispie Treat

- + Marshmallow
- + Chocolate
- + Crispy Snack Bar



9

### Peanut Butter Cup

- + Marshmallow
- + Peanut Butter Cup
- + Graham Cracker



7

### Caramel Delight

- + Toasted Coconut
- + Caramel Sauce
- + Marshmallow
- + Graham Cracker



10

### Caramel Apple

- + Chocolate
- + Caramel Sauce
- + Marshmallow
- + Green Apple Slices



# 10 WAYS TO SPICE UP S'MORES

willy street coop





**BY MELISSA REISS,  
PURCHASING  
ASSISTANT**

**WILLY STREET CO-OP  
NASHVILLE HOT  
TOFU SANDWICH**

Get the flavor of Nashville hot chicken in a meatless sandwich!



**WONDERSTATE COFFEE  
PERU LA POMARROSA  
SINGLE ORIGIN**

Merci Fernandez stands as a beacon in the coffee world, embodying both dedication to the craft of farming and the next generation of producers. On her farm, La Pomarrosa, in Colasay, northern Peru, Merci not only cultivates exceptional coffee but also manages Origin Coffee Lab's remote delivery site and cupping lab. Despite her youth at age 24, Merci's passion and commitment far exceed her years, evident in her meticulous approach to farming and processing. Her role in the Colasay community reflects a new generation of coffee farmers dedicated to quality and innovation, ensuring that the region's potential for producing outstanding coffee is fully realized.



At the heart of Merci's coffee lies a distinctive Bourbon variety, carefully cultivated and processed to showcase the unique terroir of Colasay. Through meticulous harvesting and fermentation, her coffee exhibits exceptional complexity and sweetness. Her role in leading the local delivery station and cupping lab underscores her commitment to quality, as she works to separate and blend coffees according to their unique characteristics. The result is a cup that tantalizes the senses with refined notes of baked apple, lively lime acidity, and lingering brown sugar sweetness. Learn more at <https://wonderstate.com>.



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In July we're highlighting our vendors owned and operated by persons with disabilities!



Our Inclusive Trade symbol indicates a vendor is 51% owned, controlled, and operated by people who are women; Black, Indigenous, and/or Persons of Color; LGBTQIA+; veterans; and/or persons with disabilities.



**Chrysalis Pops**  
- Popsicles with a purpose  
(selection varies by store)



**Mrs. Beaster's Biskits**  
- Dog treats



**Boulder Canyon**  
- Potato Chips



For the full list of our Inclusive Trade vendors, see [www.willystreet.coop/inclusive-trade](http://www.willystreet.coop/inclusive-trade)

Our Local symbol indicates a vendor operates within 150 miles of the State Capitol building or anywhere in Wisconsin.



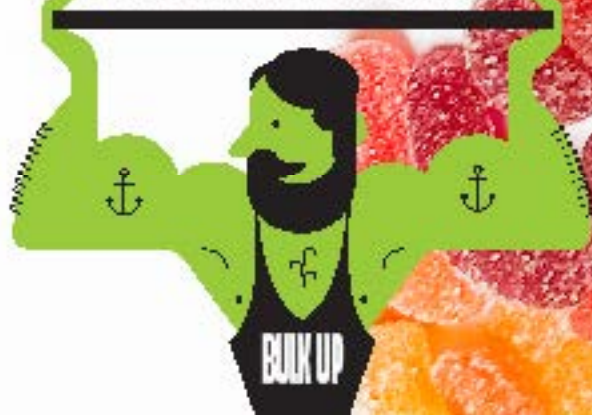
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# PUTTING IT UP EASY: QUICK PICKLING & FREEZER JAMS

BY: ANDY JOHNSTON,  
PRODUCE CATEGORY  
MANAGER



July is a great time to start thinking about how to use all of the incredible local fruits and vegetables coming from your garden, or from the local farms via your CSA share, farmer's markets, and your Willy Street Co-op! Preserving fresh local fruits and vegetables ensures you're getting the highest quality, most nutritious and delicious produce available. And, it's a great way to save some money—not only are you saving by reducing what you're spending at the grocery store, you can also give your goods to friends and family as gifts throughout the year!

If you subscribe to our weekly Word on the Beet Produce News email, it's probably obvious that I love to garden, cook, and eat local food. Growing up, my parents always had a garden. Homegrown canned and frozen vegetables, bread and butter pickles, and freezer jams were staples in our house. At the time, I really didn't recognize their uniqueness, and therefore, didn't really appreciate them. Going to a friend's house and having peanut butter and jelly with store bought grape jelly or having spaghetti dinner with sauce from the store was a treat: no chunks in the sauce, no seeds in the jelly! Why didn't we get these things at my house?

How ignorant I was! I think it was 1994, and I'd been out of my parents house for a few years. I was visiting them for the weekend, and, before returning home, they packed up a box with homemade dill pickles, salsa, strawberry freezer jam, tomato sauce, and frozen sweet corn. That was it: I was hooked. I still remember sitting around the kitchen table at our apart-

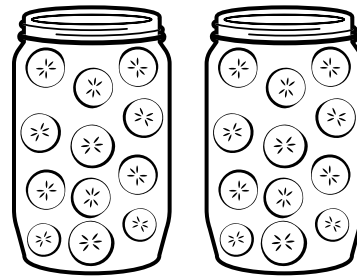
ment with my now wife and a friend, and opening up a jar of that salsa: we were shocked! Everything they had sent home with me was amazing, and nothing like what I could buy at the grocery store, even at the Co-op. My passion for preserving was ignited, and 30 years later, the burner is still set on high! Over time, I've shared and traded many homemade preserved items with friends and family, and it's not a specific "recipe" that makes these things great (though it's helpful!), it's the fresh, local, and homegrown fruits and veggies.

## FREEZER JAMS

Freezer jams are simple and delicious. If you're unfamiliar with the canning process, freezer jams are a great starting point for beginners looking to give preserving a try. Similar to "cooked" or "canned" jams and jellies, the ingredient list is pretty short: fruit, pectin, and a sweetener, usually sugar or honey, and maybe a little lemon juice. However, unlike the "cooked" option, I find the freezer jams to have a much brighter and fresher flavor than their cooked counterparts, and they are my go-to when making homemade jams. The downside would be that they require freezer space, so if you're short on freezer space, start small. A typical "batch" of freezer jam typically requires 6-8 cups of fruit (roughly two 1lb or quart containers of strawberries or cherries, or four pint containers of blueberries), and will yield roughly 6 pints of jam. Once you've got the fruit cleaned and jars washed, the process takes about 10-15 minutes. With an extra set of hands, you can do 30-40 pints in an hour!

The local strawberry season is short, typically 2-3 weeks, depending on the weather. Maybe you haven't made freezer jam, but if you've had local strawberries, you know there's no comparison. If we're lucky, we'll have local strawberries from New Traditions Homestead in Soldiers Grove through the first week of July. Organic blueberries from New Traditions should be available early July through mid-August, with peak season being at the end of July. Barnard Family Farm (in Sturgeon Bay) local sweet cherries are typically available the second week of July through mid-August, with their peaches arriving in early August and lasting through early September. You can find Jim and Susan Barnard along with sweet and tart cherries at the Dane County Farmers' Market. If you're looking for

a great local U-Pick strawberry farm, Carandale Fruit Farm is just a short drive down to the end of Fish Hatchery Rd. You can buy pre-picked strawberries by the quart or flat, but plan on getting there early, as they sell out of this option quickly!



## QUICK PICKLING

Quick pickling may not be a solution for long-term preservation, but it's simple, helps extend the shelf life by a few weeks, and in general provides some incredible opportunities to use the summer bounty in ways you may not have considered.

I'm fairly new to quick pickling. I started maybe 4-5 years ago with a simple quick-pickled cucumber salad recipe to help use up some pickling cucumbers from our garden. Early on, we didn't have enough cucumbers for a big batch of dill pickles, so I sliced up enough to fill a quart jar along with some onions and dill, and found a basic quick pickle brine recipe. After that first jar, I started using a 4 1/2 quart bowl, which we'd finish in less than a week!

You can quick pickle pretty much any fresh vegetable! Carrots, cucumbers, fennel, green beans, onions, sweet and hot peppers, beets, celery, cauliflower and cabbage are some of my favorites, and I'll often combine them to eat as a salad on their own or with salad greens, or diced to be used as a condiment, similar to a relish or giardiniera.

The process is so simple: prepare and cool the brine, prep your veggies, put veggies into an airtight container, pour cooled brine over veggies, and refrigerate. There's no pressure cooking or water bathing involved!

There are several variations of the "basic" quick pickling brine, but all are fairly similar: vinegar, water, sugar, and salt. The difference is the ratio of each, and I'd recommend playing around with several recipes: you may find one you really like, or you may find you like different ratios for different products. In general, it's equal parts vinegar and water, with sugar and salt. The recipe I initially used called for a 1:1:1 ratio of vinegar, water, and sugar, with a little salt. I found it too sweet; cutting the sugar in half worked best for me. I haven't changed my strategy since, except that depending on what I'm making, I might use honey or brown sugar, or add mustard seed and/or peppercorns to the mix. Fresh herbs are always welcome in the pool as well!

What I like most about quick pickle products is that they maintain their texture. I like that the cucumbers, carrots, and beans keep their "crunch." You can make delicious quick pickled products using local, fresh produce that are cool, crisp, and refreshing: perfect for a summer grill out! Quick pickled products don't last forever! Keep them in your refrigerator, and use them within 30 days!

## DEHYDRATING

Dehydrating is another great way to preserve your produce! You can do it in your oven, but I recommend investing in a food dehydrator. They're fairly inexpensive, and the newer models have digital controls for temperature and time. I've used my oven a couple of times to dehydrate fresh herbs, and the results just weren't as good as what comes out of the food dehydrator.

There are so many possibilities when it comes to dehydrating. You can dehydrate just about anything! If we have a good morel mushroom harvest, we'll dry some. Often, we'll find a maitake cluster that weighs 20 pounds or more. I love to dry these and use them for ramen broth all winter long. We'll do a bunch of herbs: basil, thyme, chives, and oregano are my favorites.

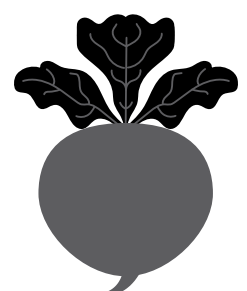
July is also garlic harvesting time, and I always end up with more than I can use. Often, by February, I'd have 20 pounds of garlic in a box in the basement that's starting to sprout. Now, before it starts to sprout, we'll peel 10-15 pounds and slice it about an eighth of an inch thick, then load up the dehydrator. We typically try to have three quart jars full of these garlic chips. I have a coffee grinder dedicated specifically for dehydrated foods, which we then use to make garlic powder. It's so good and, just like the freezer jam, it makes a great gift! This year, we put about 3-4 pounds of the freshly sliced garlic in the smoker for a few hours before transferring it to the dehydrator. It turned out surprisingly well, and is a great way to add a little smokey flavor to meats and vegetables.



## GET TO IT!

As I mentioned earlier, it's really the quality of the fruits and vegetables that gives these products their unique flavor. All of these methods are fairly simple, and really don't require a bunch of special equipment (except for the dehydrator). You can try a quick pickle recipe one week, and do a variation on it in a couple of days. If you don't like it, no big deal, try another recipe. Like I said, a single batch of freezer jam is maybe six pints worth of product: it's not a huge commitment!

I hope you give these methods of preservation a try! The end results are unique, excellent quality products with absolutely amazing flavor that you really can't find anywhere else. Give it a try, and enjoy!



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# TOGETHER WE TRANSFORM OUR COMMUNITY

Community Shares of Wisconsin funds systemic change.



Photo courtesy of Wisconsin Council of the Blind & Visually Impaired

In July we celebrate Disability Pride Month. Community Shares of Wisconsin member nonprofits work every day to create a world with equality for all, including members of the disability community.

When you say YES to donate through Community CHIP® at Willy Street Co-op, you support nonprofits that empower people with disabilities including:

- Chrysalis
- Disability Rights Wisconsin
- Padres E Hijos En Acción
- Wisconsin Council of the Blind & Visually Impaired
- Wisconsin Family Ties
- Women In Transition

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September 19 at Union South

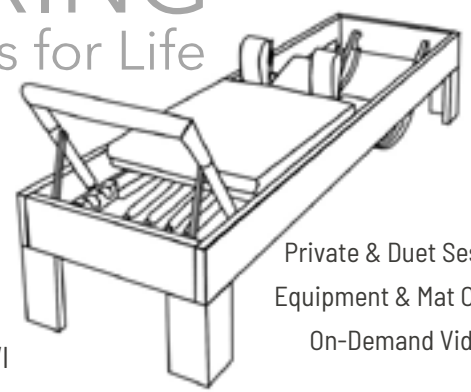
Community Shares of Wisconsin will celebrate local leaders and organizations who are advancing social and environmental justice in our community.



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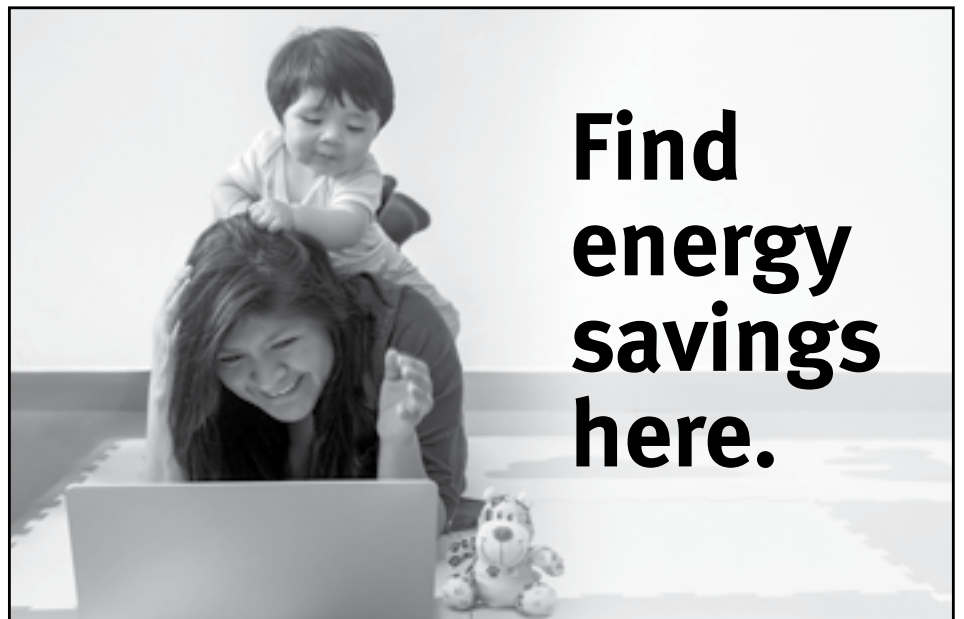
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# VENDOR SPOTLIGHT: CHRYSALIS POPS

BY: DEAN KALLAS,  
GROCERY CATEGORY  
MANAGER



## An Interview with Dani Rischall, Executive Director of Chrysalis

### HOW DID CHRYSALIS GET STARTED?

Chrysalis, Inc., a private 501(c)(3) nonprofit organization, has served the Madison community since 1980. The founders wanted to avoid following a trend at the time, which was to provide mental health support in sheltered workshops. These founders believed real-life experiences were more powerful and lasting than isolated and confined interactions. To this day, Chrysalis focuses on providing community-based and on-site services, emphasizing meaningful relationships and meaningful work.

### WHAT IS THE MISSION OF THE ORGANIZATION?

Chrysalis promotes mental health and substance use recovery in our community by supporting work opportunities that encourage hope, healing, and wellness.

### IN WHAT WAYS DO YOU HELP THE PEOPLE YOU WORK WITH?

Chrysalis helps people find meaning and purpose in their lives and within their communities. Our support services emphasize peer-to-peer support, community connections, skill development, independent and supported employment, and education.

### CAN YOU TELL US A LITTLE ABOUT THE PROGRAMS YOU RUN?

Chrysalis provides person-centered services focusing on the integral role of purpose and connection in recovery. Services range from competitive (IPS) to supported (Chrysalis Pops) work opportunities and focus on shared experiences (Vocational Peer Support) and shared decision-making (Chrysalis Clubhouse).

In addition to direct services, Chrysalis participates in local and state-wide coalitions. It facilitates peer learning communities to promote the Chrysalis mission and support the role of people with lived experience with mental health and substance use challenges as providers and systems change makers.

### ARE THERE SPECIFIC PARTS OF THESE PROGRAMS YOU FIND MORE HELPFUL FOR YOUR CLIENTS?

Finding meaning and purpose and having access to opportunities that build confidence, teach new skills, and foster relationships are core to the Chrysalis program's success and impact.

Chrysalis meets people where they are and offers a caring, supportive community of belonging and connection. At Chrysalis, people don't have to feel alone in their recovery.

### HOW MANY CLIENTS DO YOU WORK WITH?

250.

### WHAT KINDS OF HURDLES DO YOUR CLIENTS FACE?

Members of Chrysalis each have their own strengths and challenges. Some of the individual-level hurdles might include low confidence, a need for skill development, and isolation. At the community level, hurdles often stem from the stigma surrounding mental health and substance use as well as a lack of resources (e.g., housing, food security, education, health care, etc.).

### WHAT WAS THE IMPETUS BEHIND STARTING THE CHRYSALIS CLUBHOUSE?



In the past, Chrysalis had a program called The Work Center that provided people with a place to connect with others while participating in volunteer work for our community. This program ended so that people could have more opportunities to better connect within their communities outside of Chrysalis. It soon became very clear that members of Chrysalis were still interested in having an on-site space to build relationships and work skills. The Clubhouse is an evidence-based model that offers people a community approach to recovery and meaningful work.

### HOW HAS THE ORGANIZATION CHANGED OVER TIME?

Chrysalis has grown significantly over time. There is a big need in our community to support people with mental health and substance use challenges with connection and purpose. There is also a great movement to provide services from a lens of "nothing about us without us" and truly see people as leaders and partners in their care.

### WHAT IS THE BEST PART OF YOUR JOB?

Chrysalis embodies workplace wellness and mutuality. Staff, members, and peers are welcome to show up as their authentic selves and co-create a community of care. In addition to the focus on wellness, it is incredible to see people thrive and reach goals that they never thought possible.

### WHAT WAS THE INSPIRATION BEHIND THE CHRYSALIS POPS YOU CREATED?

Chrysalis has a long history of providing innovative, effective, and empowering vocational mental health services. Our services embody the belief that every individual has the right to be an active community member.

The seeds of Chrysalis Pops were planted in 2016 to support our mission and better connect with our community. The Social Enterprise is run by the Chrysalis Clubhouse, supporting meaningful relationships and work while producing and selling local, organic fruit pops.

### HOW CAN PEOPLE HELP SUPPORT THE IMPORTANT WORK YOU ALL DO?

There are many ways to support the work of Chrysalis:

- Consider joining our employer network
- Learn more about Chrysalis services
- Make a donation
- Reach out to support our work as a volunteer or Board Member
- Take care of yourself; know you are not alone. Our community is stronger and healthier together.

### WHICH PART OF THE WORK ARE YOU MOST PROUD OF?

We are proud to create a space and community where people have opportunities to dream, succeed, grow, and belong.



# UNPRECEDENTED CHOCOLATE PRICES REVEAL A VULNERABLE SUPPLY CHAIN

BY LYNSEY MILLER, EQUAL EXCHANGE VICE PRESIDENT

While cocoa and chocolate are beloved products for many of us, they have been receiving attention lately related to a global shortage, and the causes and consequences linked to this shortage, including a spike in prices on grocery shelves.

We at Equal Exchange want to share some inside perspectives about what's happening in the cacao world, including how climate change, commodity markets, and alternative fair trade supply chains interrelate. It's also an opportune time to focus some deserved attention on cacao farmers.

First, a little clarification about the vocabulary used in this article:

**CACAO:** the agricultural product that is what farmers grow, harvest, and sell, from the *Theobroma Cacao* tree. The cacao beans later get processed into different parts, primarily chocolate liquor (a.k.a. cocoa mass) which can then get further processed into cocoa powder and cocoa butter.

**COCOA:** the term often used for cacao beans once they have been processed or sold. In Africa, the term cocoa is typically used instead of cacao at all stages of the value chain.

**CHOCOLATE:** a food made from ground, roasted cacao beans, plus other ingredients.

When we refer to the global cocoa market, we are referring to people buying and selling cacao beans that have typically been fermented and dried; at that point, they are called cocoa beans. Of course, this initial ingredient will ultimately get transformed into countless other ingredients and end products, but this story begins at the farm.

## SHORT SUPPLY

Around 70% of the world's cocoa beans come from West Africa, mainly the Ivory Coast and Ghana, and their most recent main harvest was not good. Three primary factors collided:

Serious agricultural diseases are harming cacao trees and decreasing harvest outputs. This harvest year, black pod disease and swollen shoot virus are contributing to significantly lower yields.

Atypical climate patterns can disrupt farm productivity in general, but in this case, they have also unfortunately exacerbated the diseases and their damage. The harvest season has had both too much rain and not enough rain at different key moments in the cacao growing cycle.

Many farms are aging and have not been reinvested in adequately over time. Even under good conditions, older trees produce less cacao per tree. Farms with poor investment mean depleted soil and less healthy trees, making them even more vulnerable to agricultural pests and weather challenges.

This year's poor West African harvest comes on the heels of two previous years of deficit supply, compounding the strained supply in the global market and raising fears of sustained supply problems.

While this might feel like an acutely current problem, one can argue that the problem stems from historically entrenched challenges in the conventional system such as low market prices and low farmgate prices paid to farmers, which perpetuate the lack of resources and capacity to invest properly in farm maintenance and upkeep. Pair that with climate change and it is hard to imagine a quick return to stable, predictable healthy harvest yields globally.

## MARKET PRICES

Just like corn, wheat, and soy, the vast majority of cocoa beans are bought and sold on the commodity market.

Conventional cocoa is contracted according to the current market price and is subject to the free



prices to farmers in those countries. Unfortunately, those prices were set before the commodity price skyrocketed, so higher prices in those countries do not necessarily mean more money in farmers' pockets. The governments in both countries have raised prices more recently in response to this unprecedented market, but these prices are still far less than the market price and far less than what farmers are getting in other countries. At the same time, because the original cause of the high market price was the low harvest yields, even if farmers are getting paid more per pound than in past years, it is on a meaningfully smaller total amount of pounds of cocoa.

Farmers outside these countries are making more money for their cocoa if they are currently in a harvest period. This hopefully offsets lower production volumes due to events that are outside their control like climate change and crop disease.

## ORGANIC, FAIR TRADE, AND EQUAL EXCHANGE

Equal Exchange is one of a few companies who work in an adjacent market, trading according to organic and fair trade principles to support higher prices to farmers and systemic investments in farming communities. Equal Exchange's goal is to change power dynamics through long term trade relationships, cooperative and democratic participation, and a more equitable distribution of the money that flows through the supply chains that we're a part of. Our focus is to invest in farming communities that are typically excluded from traditional supply chains, to build alternatives together and to create products that give consumers the choice to purchase according to their values.

Our commitment to organic has meaningful impacts in this context as well. Organic cultivation focuses on a more holistic approach to healthy farms and healthy communities. Many of the producer groups we work with have invested in dynamic farming systems that rely less on added external inputs (chemical-based pesticides and fertilizers) and more on creating their own inputs from their farms—using byproducts from cacao farming and gardening to create their own organic composts and natural fertilizers. They use native plants to help with pest control and nitrogen fixation. They save their best seeds and cultivate seedlings from those, to continue to invest in planting young, hearty trees. The focus is on more of a self-sustaining layered system, rather than focused only on maximizing outputs for a short period. The attention to soil, tree health, water systems, and erosion control makes for plants and farms that are better prepared to withstand disease and weather disruptions.

Another benefit to these holistic, organic farming systems is that many of the producers we source from farm their cacao among other crops, including fruit trees, hardwood trees, and other garden crops. Generally speaking, diversified farms like this, versus monocrops, are better for the

market swings of supply and demand. So typically, when the supply of cocoa beans goes down, the price goes up.

At the start of 2023, the general commodity price of cocoa was about \$2,500/MT (Metric Ton). In April of this year, the commodity market peaked at close to \$12,000/MT. At the writing of this article, it has since come down to the \$7,000-\$9,000 range, but that is still in the range of a minimum of 200+% increase, and part of the problem is that there is no surety that it will stabilize even at this range.

The commodity market also operates on speculation in the form of futures contracts. Based on the low supply, the futures market went into hyperdrive with speculators predicting that this year's supply out of West Africa and other major producing regions will continue to be low. Hedging, competition, and greed continue to perpetuate these price hikes.

## WHAT DOES THIS MEAN FOR CONSUMERS?

Because high cocoa prices affect all players in cocoa and chocolate supply chains, including exporters, manufacturers, and confectioners, costs are rising for everyone and typically compound as they go farther along the supply chain from the farm to the market. Consumers will expect to pay more on the shelf for their favorite products. Some companies may run out of chocolate. Others may try to manage their costs by changing recipes to reduce how much cocoa is actually in the product relative to other cheaper ingredients or fillers. Some companies may shrink products to a smaller size.

## WHAT DOES THIS MEAN FOR FARMERS?

The governments in Ivory Coast and Ghana set annual farmgate



surrounding environment, flora, and fauna. It also means that farmers can have more diversified income streams. While cacao prices may be high at this moment in time, the historical ups and downs of commodity markets mean that a downturn for cacao is likely in their future, and diversified farms help farmers be resilient, not by luck, but through planning for medium—and long-term economic needs.

Our cacao cooperative partners are always guaranteed a fair trade minimum price which, with additional organic premiums, adds up to a minimum of \$2,940/MT. Traditionally, we source well above that minimum. In 2023, for example, the average price paid to our cooperative partners for cocoa beans was over \$4,000/MT. Now that the general commodity price is so far above even our past organic, fair trade price to farmers, we continue to commit to paying above the commodity price.

The majority of the cacao that we source comes from Peru and the Dominican Republic. For Equal Exchange's producer partners, this year's harvest will likely be mixed based on climate issues in the different production regions—some harvests will be down while others are expected to be quite good.

Given the global bean shortage, with some buyers wanting to get supply from places they've never turned to before, there is a lot of competition from new buyers at origin. This is true for our producer partners. This is certainly a time when our long-term relationships pay off. Our producer partners continue to work with Equal Exchange, as we have worked with many of them through countless ups and downs—market swings as well as other challenges. Thankfully our track record matters: paying above-market prices, reliable

follow-through on commitments, and in many cases, investment in development projects that extend beyond our purchases. All that said, it is critical that our farmer partners continue to receive competitive prices, both so that they don't lose out by working with us, and so that we don't get undercut by other buyers.

### MANAGING RISK

Each supply chain—for cocoa powder vs. chocolate bars vs. chocolate chips, for example—is unique. However, a universal tension in all the cacao supply chains is the competing interests of securing supply, which is likely to be at a high cost, and the desire to not overbuy at high prices, only to have the market come down and be saddled with product that can no longer be sold at a price that covers the cost and needed margin. Everyone is making their best strategic guess at striking the right balance in securing inventory amounts and prices. It's simultaneously risky to buy too little or too much while the prices are so volatile.

Another universal stress is financing. Most businesses, from farm co-ops to manufacturers, generally function based on balancing the costs and timing of when they pay for their own costs versus when they get paid for their end product from their customers. In this case, almost everyone in the supply chain is needing to spend way more—two, three, four, or more times their usual cost—to secure what they need. But they then have to wait the usual amount of time to get paid by their own customers. Many players in the supply chain are, therefore, facing the unexpected and acute financial strain of needing way more cash on hand to pay for their inputs.

This situation is incredibly challenging for the farmer co-ops that we work with. The co-op buys the

cacao beans from many (sometimes hundreds of) individual small scale farmers. The co-op then collects and aggregates those smaller amounts of cacao to then in turn sell to international buyers at the larger quantities that the buyers need. The co-ops need to pay their farmer members immediately upon buying the cacao from them, but the co-op itself often may have to wait months to get paid for their contracted beans. Securing enough cash upfront to buy the cacao from farmers at that first step is proving to be quite a challenge.

A further risk unique to farmers is that cacao has become quite suddenly very valuable, and theft is a very real concern at the farms, co-ops, and collection centers. Security for both the products and the people are a growing priority.

### POSITIVE NEWS

In certain supply chains, including ours, higher prices will help small-scale farmers and their families. In our alternative supply chain specifically, because we work with farmers organized into co-ops, payments don't just go to individual families, but also to programs that benefit farmer communities. For farmers, farm health and productivity are the key not just for income today, but for years and generations to come. After more than a decade of low prices that were challenging for them, this period of higher prices offers them a chance to re-invest and stabilize for an uncertain future.

Because Equal Exchange partners with organic, fair trade

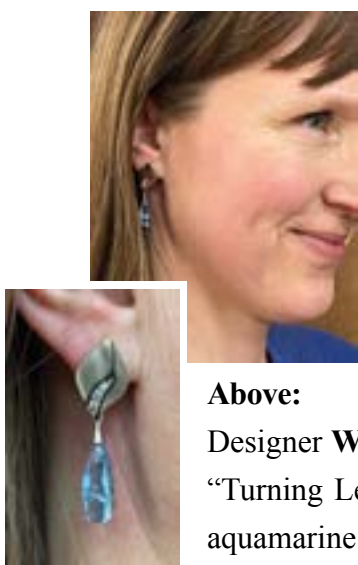
farmers, these farmers also serve as important stewards of their lands and surrounding ecosystems. The current cacao shortage is a reminder of how vulnerable crops and supply chains can be to unpredictable weather patterns. Equal Exchange supports farmer co-ops who are actively working to manage land in sustainable ways.

While we can't foresee what the cacao market will look like in a year or 10 years from now, we are committed to working cooperatively with our customers and our farmer partners to be informed and engaged participants in an alternative food system. There are many inherent challenges in our food system, in chocolate and beyond, but there are also reasons for hope, and daily opportunities to take action. The model and spirit of co-ops also create a space for collaboration and creativity to build upon existing solutions and to continue to forge new opportunities.



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**Above:** Designer **Whitney Robinson** models her "Turning Leaf" earrings with detachable aquamarine icicle drops. More from the Turning Leaf collection can be seen at right. *Whitney welcomes custom commissions.*



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