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Supporting Veterans, Sponsoring Rudy!



[Paws-Abilities, Inc.](#) is a nonprofit organization in Spencer, Indiana that promotes the use of service dogs as a method of assistance for veterans and children who have neural-developmental disabilities. As shoppers, when you purchase promotional items you are helping Bloomington foods sponsor Rudy, a service dog for a veteran. Sponsorship ends June 30th, so stop in and help support Rudy and his future veteran today!

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## Hemp History Week: A Grassroots Effort to Change Federal Policy on Hemp in the U.S.

Historically a useful and vibrant commercial crop in the US, hemp farming was outlawed in the 1970s. Hemp is more than just a healthy whole food source of plant-based protein, Omega-3 Essential Fatty Acids SDA and GLA. Did you know hemp is also a growing U.S. industry and an

environmentally sustainable solution for potentially thousands of non-toxic products ranging from car parts and building materials to paper products, textiles, plastics and even ethanol? We can also sequester carbon from the atmosphere into the biosphere by cultivating hemp to heal our distressed farmlands!

Do you choose to boost your nutrition with hemp seeds because hemp has no known allergens? Maybe you just like the creamy, nutty flavor of hemp hearts, the smooth rich texture of hemp milk, or chewy hemp granola bars. We like to pamper ourselves with moisturizing hemp body care products; but did you know all the raw hemp for products stocked on retailer shelves must be imported from other countries?

Bring hemp back to America's farmlands to support a healthy future for U.S. families and farmers, the economy and our planet. Join *Breaking Ground* with Hemp History Week this June 5-11. Learn more at [HempHistoryWeek.com](https://HempHistoryWeek.com).

Help Bloomingfoods celebrate Hemp History Week by enjoying savings on select excellent hemp products from [Nutiva](#), [Plus CBD Oil](#), [Manitoba Harvest](#), [Tempt](#), and more!



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## Introducing NeoCell: Collagen Support



The entire line of NeoCell products is designed to support the collagen systems in the body to foster radiant beauty and total body wellness. Come sample NeoCell products and get answers to your collagen-related questions at the East store this Saturday from 11am - 2pm! You'll definitely want to try this tasty recipe from NeoCell. It's a favorite on-the-run breakfast for Catie, our Owner Services Coordinator!

# Blueberry Vitality Collagen Chia Pudding

## INGREDIENTS:

- 2 Cups of Vanilla Coconut or Almond Milk
- ½ Cup of Chia Seeds
- Fresh Chunks of Pineapple
- 1 scoop of Neocell Super Collagen™ Powder
- Pinch of Cinnamon Powder
- Fresh Blueberries

## INSTRUCTIONS:

1. Blend milk base with collagen powder and cinnamon in a blender.
  2. Stir in chia seeds with milk mixture and allow to soak for at least 2 hours. For best results, soak overnight.
  3. Fold in fresh pineapple chunks and top with desired amount of fresh blueberries.
  4. Enjoy!
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We'll also have these wellness demos taking place at the East store on the 14th:

[Garden of Life](#) (featuring their new line of whole food gummies) 11am - 2pm

[Ancient Nutrition](#) 3pm - 6pm

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Celebrate Independence. Shop Local. Win this Grill.



Set yourself up for a successful 4th of July BBQ with high-quality local meats from Bloomingfoods and a new grill! Visit the East store between June 14th - 28th, and enter the drawing to win this Char-Broil grill. Not a meat-eater? Looking for a plant-based alternative? We've got you covered! We are now carrying [Beyond Meat's](#) 100% vegan *The Beyond Burger*, "the world's first plant-based burger that looks, cooks, and tastes like fresh ground beef." We're anxious to hear what our shoppers think of this burger, so please, let us know!



## June's Local Focus: Stir Mobile Coffee

Bloomingfoods shoppers receive 25% off all their flavorful and exceptionally smooth cold brew coffee.



*"[STIR Cold Brew](#) is an amazingly flavorful and exceptionally smooth coffee that retains its depth of flavor. STIR Cold Brew uses fresh, locally roasted coffee from [Quarrymen Coffee Roasting](#)*

*Company soaked only in great-tasting premium filtered water in a cool and controlled environment. We pride ourselves in serving only premium local coffee with superb quality control and consistency in our products. "*

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## Positive Change for the Hoosier Hills Food Bank

In May, Bloomingfoods' shoppers enthusiastically favored taking the hunger out of poverty by donating \$8446.01 to support the [Hoosier Hills Food Bank](#), an organization that provides over three million pounds of food annually to serve folks, young and old, experiencing low incomes and personal challenges.

*"Hoosier Hills Food Bank is very grateful to the staff and patrons at Bloomingfoods for participating in Positive Change," said Jake Bruner, the Food Bank's Director of Development and Administration. "We provide food to over 100 member agencies across 6 counties and this generous donation will help provide nutritious fresh produce to our agencies and help us have a strong start to the summer!"*

Positive Change raises funds by giving shoppers the opportunity to round their purchase up to the nearest dollar, or donate more if they wish. Each month, Bloomingfoods has a new recipient organization, and 100% of the proceeds go directly to the organization.

Bloomingfoods would like to extend our gratitude to the owner-members, shoppers, and staff who are making Positive Change a success! It is so incredibly inspiring to see how small change can make such a big impact!

The campaign continues at the East, Near West Side and Ivy Tech Bloomingfoods locations. This month, the co-op is raising funds for the [Sycamore Land Trust](#).



*"Sycamore Land Trust preserves the unique and valuable landscapes of southern Indiana, including hardwood forests, native prairies, family farms, wetlands, and critical habitat for threatened and endangered species."*

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## Bloomingfoods Financial Forum: Tuesday, June 27th

Join our General Manager, Tony Alongi, for Bloomingfoods' third financial forum on Tuesday, June 27th, at 6:30pm in the East Store Patio Room. Here is your opportunity to learn about the Co-op's finances, the current financial condition, and other topics of financial interest. At this forum, we'll cover the 3rd quarter financial review. We hope to see you there!

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## Wellness Wednesday: June 28th

Wednesday is a great day to get your wellness on! On June 28th the entire Wellness department is 20% off\*, and with the addition of several new product lines, we've got plenty of reasons for you to shop!



\* Co-op Deals are excluded from Wellness Wednesday pricing.

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## The Long Shadow of Elm Heights

by Tony Alongi, GM

As you are probably now aware, Bloomingfoods completed the sale of our former Elm Heights store on May 15<sup>th</sup>. While selling the building is a great milestone, it isn't all sunshine and roses. Here are the high-level details. The building was sold for less than the outstanding amount on the bank loan with German-American Bank. This means that there is still an outstanding loan that we are required to continue to pay. I have received several calls from members who assume that now that the building has been sold that we have excess cash or that owner-lender loans will be repaid. Unfortunately, that is not the case. 100% of the proceeds of the sale went to pay down bank debt, leaving us in no better (or worse) cash position than before the sale and owner-member loans remain subordinated to the bank debt, which is finance-speak for until the bank is paid, owner-members cannot be paid. We are working with German-American to re-amortize the remaining loan balance, however, so in a nutshell, our debt has been reduced and our cash flow will be improved as a result of the sale.

As I work on the 2018-2019 business plan, however, I cannot help but think of the continuing shadow that Elm Heights is going to cast over Bloomingfoods for quite a long time. Not just in terms of payments being made to the bank on a long-closed business, but in terms of the overall impact that it had and will continue to have on our ability to operate the business. While the sale of the building is a positive, the significant impact to our balance sheet is not (for more detail on this, please consider coming to the next Financial Forum on June 27<sup>th</sup> – see our website for details) as the write-down of over-valued assets has further deteriorated our balance sheet. More importantly is the fact that Elm Heights used up our most precious business commodity – cash. There is a premise taught in every business school around the world that “cash is king” - It always has been and it always will be. Those of you following this saga will recall that we once had over a million dollars of cash sitting in the bank and all was well. Today, we struggle to manage the business with less than ¼ of that amount on hand at any one time. Building cash requires making a profit, something that we have also struggled to do since fiscal year 2014.

While simple on its face, the lack of cash – which I believe to be the single biggest negative impact of the Elm Heights store – goes much deeper than that. The lack of cash creates a vicious circle that is more like a whirlpool – devilishly difficult to extract oneself from. Not having cash means that investments are postponed or never made at all. Equipment that breaks cannot be replaced.

A good example of this was the olive bar at the East side store. While it was a money losing business anyway, with a very high shrinkage rate, when the olive bar itself died, there simply was not money to replace it so it went away. That leads to unhappy customers; customers who go elsewhere for their olives. And when you go buy your olives elsewhere, you very likely pick-up a few other items as well. Fewer sales for Bloomingfoods, less cash in hand – the whirlpool. Lack of cash and lack of investment affects staff morale as well. Staff see and work with old and inefficient equipment every day. Sometimes this manifests itself in the low morale being projected onto customers; customers who then go elsewhere... (you know the rest). Sometimes it manifests itself with a good employee leaving. Turnover is a killer and turnover is expensive. It takes time and money to replace people (cash!). I think you see the point.

I am asked almost weekly about Elm Heights, what went wrong, was it a mistake or some other variation on the theme? I usually refuse to answer. It isn't my place and it really doesn't matter at this point. What's done is done. I'd like to think that in the future, our current management team can recognize the warning signs far enough in advance that, should they occur, we could prevent the kind of drastic actions that were eventually required to stop the bleeding.

I hope that this is the last time I write at any length about Elm Heights (the store, not the neighborhood!). But, as I work on the current business plan and probably the next few plans, the long-term impact to our Co-op will be hard to overlook.

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## Board News

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The board of directors is asking you to vote approval in October on updated bylaws for our cooperative. There will be many opportunities to learn and ask questions about bylaw details between now and the October election. In addition to clarifying some language, the board identified four general areas to modernize: Purpose, Membership, Meetings and voting, and board operations. This month we focus on the purpose as articulated in the Bylaws Article 1 section 1.2 Ownership and Purpose.

Last fall the owner-members ratified the updated and streamlined Articles of Incorporation. All of the 'procedural' type of information was removed so it could be addressed in the bylaws, since they are easier to change than the Articles filed with the state. One sentence in the Purposes of the Corporation was edited to delete the words 'low-cost' and 'indigent'. The sentence now reads: "To help provide food and consumer services to the members of said cooperative and to the local community as a whole whenever possible." We have made the same change to the purpose statement in the bylaws.

Given the recent financial situation with Bloomingfoods, as well as the term 'indigent' no longer being in common usage, the Board supports addressing these concepts through policy rather than stated in the bylaws. The co-op will continue to offer competitive pricing on products, and thanks to shopper generosity, continues to offer the highly successful Positive Change program. When the cooperative's future is on stable ground, we can find more ways to address the goal of providing support for the low-income members of our community.

In addition, we have eliminated the words 'non-chemically produced' from the purpose stated as "To promote and encourage interest in the local growing of food crops and to provide for the consumers of Southern Indiana, locally grown, nutritious (~~non-chemically produced~~) food." Local

growers advise us that producing food without 'chemicals' is not really possible because even organic and natural fertilizers can be considered 'chemicals'. Instead, we rely on the qualification that the food be 'nutritious'.

The Directors spent more than a year reviewing each article and section. We carefully discussed and compared against the updated bylaw template provided by CDS the national consulting service for food cooperatives (see <http://www.cdsconsulting.coop>). Current and proposed bylaws can be found on Bloomingfoods website: <http://www.bloomingfoods.coop/board-reveals-proposed-bylaws/>. This October, please support your co-op and the board by affirming the modernization of the bylaws.

Caroline Beebe, for your board of directors

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### Upcoming Board of Directors Meetings:

Regularly scheduled monthly board meetings are held the last Thursday of the month at 6:30pm. Board Meetings are open to co-op owner-members and guests of the board. Familiarity with the Bylaws, Policies, and the Policy Governance Method will enhance your understanding of the board meeting process.

Thursday, June 29th, 2017

Thursday, July 27th, 2017

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## Community Connections

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[Bloomington Community Farmers' Market](#): Saturdays, April – November

[Bloomington Garden Club's Annual Garden Walk](#): June 17th & 18th, 10 am - 2 pm

"Visit five exceptional gardens; and at the Monroe County History Center, the spectacular annual Flower Show, *Faces* and Vases. Visitors are invited to stroll the gardens at these locations at your leisure. Gardens may be visited in any order on both days. Cameras are welcome."

Tickets are available at Bloomingfoods.

[Salsa Contest](#): Saturday, August 5th, 10 am @ Bloomington Community Farmers' Market

*"Summer's sun is still blazing, and we're about to kick up the heat with Bloomington's 29th annual salsa contest. Entries for the city's best homemade salsa will be evaluated by a panel of expert judges. Take part in the food showdown of the year, and revel in the abundance of locally grown ingredients and the culinary craftsmanship of the salsa creations. "*

Purchase your packet for \$5 at Bloomingfoods East (3220 E. Third St.) or Bloomingfoods Near West Side (316 W. Sixth St.). Packets must be returned to Bloomingfoods East or West no later than 8 p.m. Friday, August 4. Salsa packets will be available in June.

[Parks & Recreation Outdoor Activities and Classes](#)

## [Parks & Recreation Gardening Classes](#)



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## June Owner News

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Our mailing address is:  
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