

# SAVE THE DATE

SUNDAY, APRIL 29 5:30-8 PM

THE SPRING GENERAL MEMBERSHIP MEETING IS OLD SCHOOL  
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# The Shuttle

MARCH 2018

Since 1973 | The Newsletter of Weavers Way Co-op

Vol. 46 | No. 3

GM'S CORNER

## Riding the J-Curve to Grocery Growth

by Jon Roesser, Weavers Way General Manager

‘CLASSIC J-CURVE.’

These were the words of our market research consultant as she described the sales pattern of our Ambler store.

The J-Curve is this: A retail operation opens and sales kick off with a bang. For the first few weeks, people flood through the door, checking out the shiny new thing in town, scooping up those opening weekend deals and munching on all the free samples.

After that, almost all new businesses see sales drop, as people get back into their normal routines and the excitement of opening fades

away. But as more people break their old patterns, and more people discover the new store, sales gradually rise, eventually above where they started. Hence the “J” shape on a line graph.

Our J-Curve was thrown off a little because of the seasonality of the grocery business. Weavers Way Ambler’s opening weeks were strong as curiosity brought lots of people in the door. Then sales leveled off as expected, rose again because of the holidays, and have now settled back down since the New Year.

So we’re now in that J-Curve dip. Admittedly, that can be a frustrating place to be. Sales are always slower in January and February anyway — New Year’s resolution diets are the

Continued on Page 11

## Green Dream Weavers

## Recycling the Unrecyclable With TerraCycle

by Alisa Shargorodsky, Weavers Way Zero-Waste Consultant

FOR A NUMBER OF YEARS, WEAVERS WAY HAS participated in TerraCycle, the company founded by Tom Szaky when he was a student at Princeton in 2001. TerraCycle, with the mission of “Eliminating the Idea of Waste®,” has grown into a global leader in collecting and repurposing hard-to-recycle waste, operating in over 20 countries, engaging over 60 million people, and recycling billions of pieces of trash through various innovative platforms.



Though Weavers Way has success with the program, we recognize that many Co-op members may not know about it or are unclear which products can be placed in the bins.

Feed the barrel — but know the rules, please!

So here’s my interview with Leni Dow, a long-time member of the Co-op who is also secretary of the Weavers Way Environmental Committee. Our goal is to demystify TerraCycle and educate Co-op members so more of us will participate.

As part of this effort, in the next several months the Co-op will start placing a TerraCycle shelf label beneath all products that we can accept. So look out for the green infinity symbol!

**Alisa:** Leni, thank you so much for everything you do with the TerraCycle program. Could you explain what TerraCycle “platforms” Weavers Way participates in?

(Continued on Next Page)

# MEMBER APPRECIATION

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INSIDE

FISCAL YEAR 2017

annual report for members



## Editor's Note

by Mary Sweeten, Editor,  
Weavers Way Shuttle



SOME OF YOU WROTE IN ABOUT Jon's column on Whole Foods last month. Some of you liked it. Some of you didn't. (I thought it was pretty good.) Then there's the person on Facebook who thinks we shouldn't post news items critical of Whole Foods' business practices. Wait, what? That Co-op business practices and priorities are different from the big guys is sort of the Whole Point.

I have a history with Whole Foods. Who doesn't? When Fresh Fields opened in Wynnewood in 1997, I thought I had died and gone to foodie heaven. And even after Whole Foods bought them, and the prepared foods weren't as good and the employees didn't seem as happy, for years it was still pretty much the only place I could be sure of finding fennel and caster sugar and organic chicken broth. Hey, I've spotted John Chaney and Ramona Africa in Whole Foods (no, not together).

Then there's Amazon. I shudder to think how many brick-and-mortar bookstores I personally put out of business. Nowadays, I try to avoid Amazon — that story a couple years back about how mean they are to their managers, and the one about the horrendous conditions at the Allentown picking plant kind of skeeved me out. But what with Jeff Bezos owning the Washington Post and pressing needs for cat-urine UV flashlights and the like (don't ask), Amazon is kind of unavoidable.

But now that Whole Foods is opening in Spring House, I feel like the time is right to share my Whole Peeve about the Whole Foods-Amazon fusion:

They just want your data.

We want to sell healthy food, support the local economy, be good to the environment and promote the cooperative business model. They want your data.

OK, sure, we have your data, too. But we aren't on a crusade for Whole World Mercantile Domination. So come on in. Pay in unmarked cash, even. We like that.

[msweeten@weaversway.coop](mailto:msweeten@weaversway.coop)

The Shuttle is published by  
Weavers Way Cooperative  
Association.

### Statement of Policy

The purpose of the Shuttle is to provide information about co-ops, healthy food and other matters of interest to Weavers Way members as consumers and citizens.

Weavers Way members are welcome to submit articles (about 500 words) and letters to the editor (200 words) on subjects of interest to the Co-op community. Editorial copy is due the 10th of the month prior, e.g., Dec. 10 for January.

No anonymous material will be published; all submissions must include an email or phone number for verification. The Shuttle retains the right to edit or refuse any article or letter to the editor. Submit to [editor@weaversway.coop](mailto:editor@weaversway.coop). Articles and letters express the views of the writers and not those of the Shuttle, the Co-op or its Board, unless identified as such.

### Advertising

Advertising for each issue is due the 1st of the preceding month, e.g., Dec. 1 for January. Ad rates are online at [www.weaversway.coop/shuttle](http://www.weaversway.coop/shuttle), via email at [advertising@weaversway.coop](mailto:advertising@weaversway.coop) or by calling 215-843-2350, ext. 314. Advertised products or services may not be construed as endorsed by Weavers Way Co-op.

The Shuttle is printed on  
100 percent recycled paper.



## What's in Store at Weavers Way

A Column Exploring Ways for the Co-op Community to Shift Sustainability Tides

### Green Dream Weavers

## Recycling the Unrecyclable with TerraCycle

(Continued from Page 1)

**Leni:** Weavers Way currently participates in seven main platforms and we are also on a waitlist for another. We only participate in subsidized programs. These programs are supported by the corporations that produce these difficult-to-recycle materials.

We earn points for the items we send to TerraCycle and the points earn money for us. The subsidies pay the shipping costs.

We are currently collecting in Mt. Airy in the Community Room at 555 Carpenter Lane and in Chestnut Hill, where there is a box at the front of the store and another Next Door. Please ask an employee to direct you. We are also looking to expand this collection in Ambler and are finalizing those details.

### SO WHAT DO WE COLLECT? SEE BELOW. ▼

**Alisa:** What has been the outcome of our current program with TerraCycle?

**weavers way** COOP  
**Environment  
Committee**

**Leni:** Weavers Way actually generates income from these collections. The money previously went to Food Moxie, but is now being directed to the Weavers Way Environment Committee's community grants program. So collecting these materials helps the community and also keeps materials out of the landfill.

Each box has a weight limit that must be reached for us to ship, and we get points for every box we ship to TerraCycle. We currently have 15,921 points, worth about \$159.

**Alisa:** Do you need help with the program?

**Leni:** I would first like to thank all the members who diligently save their items for the TerraCycle collection. We will be looking for cooperators who can help sort and box materials about twice a month for their work hours. Look for an announcement in the eNews when we get these slots posted on the Online Work Calendar.

[asharg.zwc@gmail.com](mailto:asharg.zwc@gmail.com)



## RECYCLING WITH TERRACYCLE®

### The following items can be accepted:

- **Wellness** brand pet-food bags.
- We accept all things made by **Brita**, but only Brita — **NOT** other filters such as PUR.
- The following empty energy bar wrappers (empty and clean): **Luna, Larabar, Clif and Cascadian Farm** — but NOT Kind bar wrappers.
- **Late July** and **Bearito** chip bags.
- all brands of dental products: Manual toothbrushes, empty toothpaste tubes and empty floss containers. We can also take **Colgate Wisps**.
- Any plastic cream tubes or lip-balm tubes, makeup containers, deodorant containers and shampoo, conditioner, gels and hairspray in plastic bottles. **PLEASE MAKE SURE EVERYTHING IS EMPTY AND CLEAN.** When partially empty containers are dropped off, we have to empty and clean them if we want to ship them, but we do not have that type of capacity. So it's very important to hand in empty containers.

### We CANNOT accept these items:

- No coffee bags of any kind
- No medicine containers: They can generally go in the recycling at the curb.
- No electric toothbrush tops or bottoms. (Please bring the powered bottoms for Weaver Way electronic waste events.)
- **No refrigerated or aseptic cartons** (juice, milk, soy milk, broth, etc.). Those can go into your regular recycling.
- **No light bulbs of any kind.** (There are a lot of people putting compact fluorescents in the box. They need to be taken to Home Depot or Lowe's — we cannot accept these at e-recycling either.)
- We are not currently collecting baby food flex packages (pouches). We used to accept these, and are now on a waiting list to rejoin this program. But we can't process them at this time, so please don't bring them until further notice.





## What's in Store at Weavers Way

### Check It Out!

by Karen Plourde, Weavers Way Communications Staff



### Finds for the Furry & Feathered

**A new pet food that won't bust the budget. And time for deals on pooch outerwear.**

Of course, we want the best for our pets — but at a good price. In that spirit, **Dave's Naturally Healthy Pet Food** for cats has earned a spot

Across the Way. (The dog and cat formulas have been in Ambler for a while.) A 12.5-ounce can is \$1.89; by comparison, 5.5-ounce cans of the other varieties at ATW range from \$1.39 to \$2.15. Dave's contains no wheat, wheat gluten, soy, cereal or other fillers, and no artificial coloring.

If you've been debating whether to update Fido's jacket, now may be the time to buy. Mt. Airy Pet Manager Anton Goldschneider will be marking down his current stock to make room for new stuff, so that coat you've been coveting will likely be cheaper than it was in the fall. Swing by with your fur baby and see what strikes your mutual fancies.



### Going On in Grocery

**Lumi Juice is now local. And a solar-popped vegan corn in Ambler.**

We've got a great local food scene here, and



occasionally, producers move to the area to get in on it. **Lumi** cold-pressed organic juices, born in Charlottesville, VA, in 2013, is now headquartered in Malvern. The move allows Lumi to take advantage of a better distribution network, process juice at a faster

rate and have access to a more abundant supply of produce. Their line can be found in Mt. Airy and will soon be back in Chestnut Hill.

On the new snack frontier, Ambler has added **Bjorn Qorn**, based in Brooklyn, NY, to a grocery endcap.

College buddies Bjorn and Jamie pop most of their corn — non-GMO, of course — with solar reflectors at Kelder's Farm in the Roundout Valley of New York state. They then season it with nutritional yeast, giving it body without using butter or cheese.

Ever hear of craft ramen? It's a thing, thanks to **Mike's Mighty Good** of Woodland, CA. Their packages and noodle cups, available in the Hill and Ambler, feature steamed organic noodles; their sourcing is non-GMO and their packaging is paper. You'll find one flavor of the packages and cups in Chestnut Hill, and five package and four cup flavors in Ambler.

### Bakery Bites

**Rejoice, vegans! Crust Bakery items are now in all our stores.**

Out-of-the-mainstream baked goods, such as gluten free and vegan, can be hard to find (and aren't always worth the hunt). Enter **Crust Vegan Bakery**, born in Philly in 2014 and now based in Manayunk. Their treats, including cookies, peanut-butter blondies, scones and coffee-cake squares have finally made it to Chestnut Hill, so no matter where you shop the Co-op, there they are. Not a vegan? Give them a try — you may be pleasantly surprised.



### All Wellness and Good

**Get yourself right for spring with specials on Vitality herbals.**

If you're looking to get healthier the natural way, there's no better time than now. Our **Weavers Way** line of



## IRISH EYES



Look for Weavers Way Irish Potatoes again this season—with a twist: We'll also be offering up a non-dairy version of Jon Roesser's favorite St. Patrick's Day indulgence.

Now a vegan, PuRchasing Assistant Jeannine Kienzle never gave up the sugar-and coconut, cinnamon-covered bonbons she grew up with. She just has a secret ingredient to substitute for the cream cheese.

Jon's or Jeannine's? Sure and you'll be wanting to try them both, at all Weavers Way stores.



**Vitality herbal supplements**, including capsules, extracts, and essential oils, is 20% off all month long. Everything from Aloe Vera to Saw Palmetto capsules, Artichoke to Yerba Santa extract, and Cedarwood to Ylang Ylang essential oils is on sale—and the discounts are deeper for members and on Senior Tuesday. Take a new tack with that stubborn cold, or arm yourself against spring allergies, and save a little coin in the process.

*kplourde@weaversway.coop*

## Need a Good Caffeine Hit? Look for the Philly Co-op Coffee Label

by Chris Hill, for the Shuttle

**P**HILADELPHIA-AREA FOOD CO-OPS and Philly Fair Trade Coffee Roasters have created a new coffee blend, Philly Co-op Coffee, with an important impact in Philadelphia and abroad. In Peru and Honduras, where the coffee is grown, the farmers are paid fairly and the land isn't abused, as this coffee is certified Fair Trade and organic. In Philadelphia, where the coffee is sold and consumed, \$1 from each pound is being invested into building a more fair and just local economy via the Philadelphia Area Cooperative Alliance.

Coffee buyers at Weavers Way and other area food co-ops (Mariposa, Doylestown and Swarthmore) partnered with PACA staff in developing the blend — described by Philly Fair Trade's Adam Lees as “a smoky French roast undertone cooled by the natural sweetness of the Honduran coffee” — and the Weavers Way marketing team designed the logo. This is truly Principle Six in action! P6, for those who don't know, is the international cooperative principle that calls for cooperatives to support other cooperatives and

the overall cooperative economy. Philly Co-op Coffee embodies this perfectly: Food co-ops working together to grow the cooperative economy in our region.

You'll find Philly Co-op beans in bulk at Weavers Way Mt. Airy and Ambler, and in one-pound bags at Chestnut Hill. Just look for the logo!

Weavers Way is a proud founding member of PACA, and is one of PACA's 21 members, including other consumer co-ops, credit unions, worker co-ops, housing co-ops and school co-ops. Through PACA, co-ops are providing mutual aid to each other and developing new co-ops. In the past year, with the help of a grant from the Knight Foundation, PACA established “20 Book Clubs/20 Co-ops,” an initiative to provide support to community groups interested in exploring the development of a cooperative business or enterprise. Of those 20 groups, seven have established themselves as co-ops — a remarkable track record. (To learn more about the 20 Book Clubs initiative, go to [philadelphia.coop/20bookclubs](http://philadelphia.coop/20bookclubs).)

Proceeds from the sale of Philly Co-op Coffee will support PACA's training



and education programs, which are continuing to develop new co-ops and co-op leaders throughout the region, providing powerful tools for people to improve their own communities. PACA prioritizes working with those experiencing poverty,

people of color, women and immigrants, to build wealth for those who have been traditionally exploited by our economy and excluded from economic prosperity. So not only is this coffee delicious, it supports the growth and development of co-ops, locally-owned, people-centered businesses that provide quality jobs and build stable community wealth.

Full disclosure: I'm on the PACA board, and served on the steering committee that got it started. I've seen firsthand how PACA has raised the level of awareness about co-ops throughout the region — including among city employees and City Council members. I've met some of the members of new community-oriented cooperative businesses PACA has assisted with technical training and support. I believe these folks are making a real difference for people and their communities.

*Chris Hill is the president of the Weavers Way Board. Reach him at [tchrishill@gmail.com](mailto:tchrishill@gmail.com). For more information about PACA, visit [philadelphia.coop](http://philadelphia.coop). Philly Fair Trade Roasters' website is [phillyfairtrade.com](http://phillyfairtrade.com).*





An offshoot of Weavers Way Co-op  
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## FOOD MOXIE

We dig what we eat.

### Why I Give Catherine Kendig

Catherine Kendig is a member of the Food Moxie Board.

**You not only give of your time for Food Moxie, you are also a donor. What inspired you to get involved with and give to Food Moxie?**

When I moved to the Point Breeze neighborhood of Philadelphia five years ago, I was stunned at the deep poverty within the community. I previously worked at an urban farm in the Shaw neighborhood of Northwest Washington when I was a graduate student studying environmental policy, but did not get to see the full impact of the work that I was doing. Here, I found myself in another food desert with vacant lots and a deficit of green space. During this time I serendipitously met Food Moxie Executive Director Jill Fink. After hearing about the work that the organization was doing through the use of multi-faceted, sustainable solutions, I immediately saw an opportunity to pick up where I left off with a uniquely impactful food justice organization. As a young professional, I was invited to help spread awareness to other young professionals through the Hoedown, Food Moxie's summer solstice fundraiser. I continued to volunteer and give over the years and now I have the honor of being on the Food Moxie Board.



**What expertise do you bring to Food Moxie?**

I have a background in ecology and environmental policy. I am an energy advisor for Tesla, helping homeowners transition to a sustainable energy lifestyle. I am dedicated to using my scientific background and business-development skills to bring more donations for Food Moxie's work through calling on my network within the region as a member of Food Moxie's Development Committee.

**What's your experience with urban agriculture?**

My boyfriend and I have a raised bed in the Ralph Brooks Community Garden at 20th and Tasker streets in Point Breeze. Working with the community to build the garden made us feel more connected to our neighborhood and also created an activity that the two of us share throughout the year.

**What's your go-to meal?**

My homemade red lentil stew. It has been a source of comfort for me over the years. I had lost my job and was living on my own. I had to find a way to eat nutritiously on a small budget. It made me more aware of the challenges some of our neighbors face. It is delicious, cheap, easy, versatile, and healthy!

### MOXIE TUESDAY PLANNING YOUR VEGETABLE GARDEN

MARCH 13, 6-7:30 P.M.  
Mt. Airy Community Room, 555 Carpenter Lane  
TO REGISTER (\$5):  
www.foodmoxie.org/Moxie-Tuesdays

Whether you're looking for a way to revamp your garden or just starting out, join Food Moxie Manager of Growing Spaces Brandon Ritter in a workshop that will give you the knowledge to really start digging! Brandon will also share about Food Moxie's four growing spaces, his favorite seeds to nurture over a season and how he stays organized.



## Welcome Spring!

March 31st at



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# An offshoot of Weavers Way Co-op

# FOOD MOXIE



**Mariah Butler,**  
Manager of Education

MARIAH IS AN EDUCATOR, urban grower and home cook. She believes that food can heal our bodies and strengthen our relationships with each other and the Earth. She sees access to healthy, locally grown and culturally appropriate foods, and the spaces where they are grown, as a human right. Born and raised in Philadelphia, she graduated from Temple University in 2016 with a degree in Public Health. She has worked for organizations such as Norris Square Neighborhood Project, Greener Partners and Farm to Families, and is involved with the Soil Generation Solidarity Group and Young Farmers Coalition of Southeastern Pennsylvania. Having worked for Food Moxie in the summer of 2017, she is excited and proud to be back with the team!



**Khari Graves, Manager of Culinary Literacy**

COOKING AND GROWING HAVE always been a part of Khari's life. A Philadelphia native, he grew up in a family catering business with grandparents from the deep South and was able to connect food, land, culture and community from an early age. Khari began using food as a way to serve his and other communities across Philadelphia. He saw how these communities were constantly being separated from healthy food due to various systems that impact people of color, the poor and other marginalized groups. Khari hopes to build community power through programming that seeks to not simply inform, but to engage. Khari is passionate about using food and growing as a way to explore and archive cultural and community heritage and history, as well as a means of empowering communities and their residents.

## SALAD WITH GARLICKY CHICKPEAS + TANGY TAHINI DRESSING



Recipe dished up by Mariah Butler.

Cook time: 30 minutes;  
Serves 2-3..

### Ingredients

For the salad:

- 1 bunch of kale, destemmed and loosely chopped or torn
- 1 tbs. olive oil
- 1 tbs. lemon juice

For the chickpeas:

- 1 head garlic
- 1 can chickpeas, drained and rinsed
- 2 tbs. olive oil (1 1/2 for chickpeas, 1/2 for roasting garlic)
- 1 tsp. cumin
- 1 tsp. paprika
- 1 tsp. powdered ginger

For the dressing:

- 1/4 cup tahini
- 2 tbs. olive oil
- 1 1/2 lemon, juiced
- 1 tbs. maple syrup or honey
- Pinch of salt and pepper
- 1/2 tsp. garlic powder
- Hot water (to thin)

### Directions

Preheat oven to 375 degrees. Peel apart individual cloves of garlic, but leave skin on. Put the garlic on a baking tray and drizzle with olive oil. Bake for 20 minutes until garlic is fragrant and slightly browned.

While the garlic is roasting, heat 1 1/2 tbs. olive oil in a pan over medium heat. Add chickpeas, then cumin, paprika and ginger and stir to coat evenly. Sauté for 5 minutes, stir, sauté for another 3-5 minutes and stir again.

Once the garlic is cool enough to handle, squeeze each clove out of the skin. It should come out easily! Add garlic to the chickpeas, smashing the cloves a bit, but being careful not to smash the chickpeas. Stir and sauté for a few more minutes.

Add dressing ingredients to a bowl and whisk to combine. Add hot water as needed to thin.

Add the kale and 1 tbs. each of olive oil and lemon juice to a large bowl. Before adding the dressing, massage with your hands to soften the texture and lessen the bitterness of the kale, making it easier to digest. Add as much dressing as you want and toss.

Top with chickpeas, serve, and enjoy!



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# Baby, It's Still Cold Out There

The Weavers Way Neighborhood Nutrition Team is a group of nutritionists, dietitians and other wellness practitioners working together to bring nutrition inspiration and information to Co-op members. The team aims to provide information and resources that empower members to make desired changes in their approaches to nutrition.

Each month, the team offers a series of educational workshops and demos addressing a theme. In March, we're focusing on nutritious soups, stews and broths. Blossoms and sprouts are just around the corner, but while we wait, we might as well try to stay warm! Try these two recipes, contributed by Nutrition Team Member Liz Traison Witkin, to help keep the lingering chill at bay.

## weavers way NEIGHBORHOOD NUTRITION TEAM



**Vegetarian Soups & Stews for Immunity & Gut Health**  
Thursday, March 8, 6:30-8:30 p.m., Weavers Way Ambler

**Bone Broth 101**  
Saturday, March 10, noon-1 p.m., Weavers Way Ambler

**Cooking Demo: Warming Foods to Hold You Over Until Spring**  
Tuesday, March 13, 6-7:30 p.m., Weavers Way Ambler

### Brothy Beans and Kale

Just when you think you couldn't possibly eat another bowl of soup, these brothy beans will change your mind. This recipe is warm and filling on one hand, and bright and crispy on the other. Creamy white beans float in a flavorful broth, softened kale adds a bright and crunchy texture and a splash of vinegar lends a vibrancy that says, "Summer will be here soon."

- 1 tbs. olive oil
- 1 onion, halved and thinly sliced
- 3-4 cloves garlic, minced
- 1 tomato, diced
- 1½ cups white beans, cooked
- 2 cups water or broth
- 1 bunch kale, cut into 1-inch-wide ribbons
- 1-2 tsp. apple cider vinegar
- Salt and pepper to taste
- ¼ teaspoon chili flakes (optional)

In a heavy pot, heat olive oil over medium heat. Add onion and cook until softened.

Add garlic and tomato, and continue to cook. Lower the heat as necessary; the tomatoes should be softening and releasing liquid, not burning.

Add white beans and water, salt and pepper, and chili flakes if using. Simmer for 15 to 20 minutes until fragrant.

Add chopped kale and cover. Allow kale to soften, about 5-7 minutes.

Add the apple cider vinegar, give a stir and serve warm!

Serves 4 as a main dish, 6 as a side.

### Bone Broth

Bone broth has made its way into food blogs and trendy popup shops, touted for its wholesome healing properties. Bones are full of minerals, and when simmered into a broth, they leach collagen, calcium and other important substances, making the liquid very nutrient-dense. Bone broth couldn't be easier to make: just grab some bones and simmer with herbs.

- 3 to 4 pounds mixed beef bones — short ribs, oxtails, knuckles and neck bones
- 1 tbs. olive oil
- 2-3 carrots
- 3-4 stalks celery
- 1 medium onion
- 2-3 tsp. apple cider vinegar
- Optional: dried mushrooms, dashi, fish sauce, garlic, fresh or dried herbs such as bay leaf

Roast the bones at 400 degrees F for 45 minutes to an hour until evenly browned. (This is optional, but will create a richer, tastier broth.)

Chop the vegetables into large chunks.

Combine vegetables and bones in a pot and cover with 1-2 inches of water.

Add vinegar and any other ingredients.

Bring to a simmer, then cover, turn to the lowest possible heat and leave for 12-24 hours. (This could also be done in a slow cooker.)

Skim the surface of the broth as needed and add additional water as necessary.

Yields 2-2½ quarts

★ ★ *Baking all-natural* ★ ★  
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# How What You Eat Affects How You Itch & Sneeze

by Wendy Romig, for the Shuttle

ALLERGIES CAN SHOW UP A VARIETY OF WAYS, from food allergies, hay fever and seasonal allergies, to animal allergies and reactions to medications. Sufferers experience some sort of inflammatory response, such as sneezing, hives, watering eyes, runny nose or skin redness when they come into contact with an allergen.

An allergy is the body's response to a stimulus it interprets as foreign or dangerous. The biochemical cascade that ensues is somewhat complex but the response is generally immediate. Our bodies are equipped with a host of protective mechanisms that make up the immune system. Various cells, such as immunoglobulins or antibodies, are responsible for identifying potential threats and assisting in their destruction. In the case of allergies, Immunoglobulin E (IgE) is the antibody in charge of identifying allergens and signaling the release of mast cells, resulting in the classic allergic sneezing, watery eyes or redness, sometimes referred to as a histamine response.

Allergies are commonly treated with antihistamines; those with life-threatening allergies may carry an EpiPen, which contains a dose of epinephrine to treat anaphylaxis (symptoms include rashes, nausea, vomiting, difficulty breathing and shock). Allergy shots are often used as a long-term treatment by desensitizing the immune system to specific allergens over a period of one to three years. Some people find that allergies come and go depending on their age, the season or their overall health.

Research suggests that nutrition may play a significant role in controlling allergies and even in contributing to worsening of symptoms. Studies have shown that excessive intake of certain foods high in omega-6 fatty acids, like animal fats, can increase arachidonic acid levels in the body, leading to an increase in inflammation.

Other foods that can increase histamine responses (and thus inflammation) include those that are naturally

high in histamines or that release histamines when they enter the body. Examples include leftover food (more than 2 days old), overly ripened fruit, canned foods, aged cheeses, alcohol, wine, shellfish, some beans, certain nuts, vinegars, coffee, citrus fruit, fermented foods (like pickles and sauerkraut), and cured meats.

Reducing inflammation can significantly improve symptoms of allergies, especially environmental and seasonal allergies that may persist over a period of time. Anti-inflammatory, low-histamine diets can help lower inflammation, improve gut function and reduce levels of omega-6 fatty acids in the body.

Anti-inflammatory foods to consider include:

- Dark leafy greens like spinach, kale and collards.
- Bitter foods like broccoli rabe, arugula and dandelion greens.

- Zinc-containing foods like pumpkin seeds and ginger.
- Liver-detoxifying foods like cilantro, parsley, basil, cucumber and celery.
- Cruciferous veggies like kale and collards, but also cabbage, broccoli and cauliflower.
- Root vegetables that are high in minerals.
- Beta carotene-containing foods like squash, sweet potatoes and carrots.
- Antioxidant fruits like berries.
- Foods containing omega-3 fatty acids like fish, flax seeds and flax oil.

Some research suggests that supplements like vitamin C, omega-3 fatty acids, zinc and probiotics may also be useful for allergy sufferers.

Herbal medicine can also play a role in lowering inflammation and improving gut function. There are many healing culinary herbs and spices that, when added to daily meals, can offer tremendous benefit, including cilantro, parsley, dill, oregano, cumin, turmeric, ginger and cayenne.

Other natural methods that can help to reduce in-



## Workshop: Allergies, Inflammation and Nutrition

Thursday, April 5, 7-8:30 p.m.

Sage Integrative Health Center  
538 Carpenter Lane, Mt. Airy

Free. RSVP: [www.weaversway.coop/allergies-inflammation-and-nutrition](http://www.weaversway.coop/allergies-inflammation-and-nutrition).

Dietary choices can have a tremendous impact on allergies, either reducing or exacerbating the body's allergic responses. At this free workshop led by nutritionist Wendy Romig, you'll learn how to use food and herbal medicine to tamp down your body's inflammatory response.

Inflammation and allergy symptoms include acupuncture, chiropractic and massage. Exercise has also been found to lower inflammation, as recent scientific evidence points to increased levels of inflammation with a sedentary lifestyle.

There are many resources available for lowering inflammation, including anti-inflammatory cookbooks, Dr. Andrew Weil's online anti-inflammatory food guide and the Environmental Working Group ([ewg.org](http://ewg.org)), which lists pesticides and products that may be toxic and inflammatory to the body.

If you suffer from severe allergies, it is always best to consult your physician first to discuss all options available to you.

*Wendy Romig, MS, CNS, LDN, chairs the Weavers Way Health and Wellness Committee. She is a functional nutritionist/herbalist and owner of Sage Integrative Health Center (SageIntegrativeHealth.com), where she sees clients for a wide range of health concerns. She is finishing her doctorate in clinical nutrition and is currently on a research team investigating the anti-inflammatory effects of a proprietary blend of herbs.*

*Views expressed in this article are those of the author, not necessarily the Health & Wellness Committee, and are not a substitute for talking to your own doctor.*

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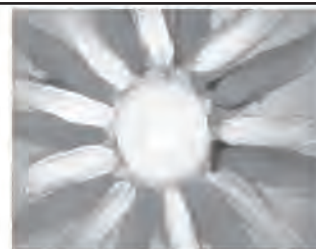
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# Remaining Whole While Caring for a Loved One with Dementia

by Rabbi Dayle Friedman,  
for the Shuttle

**M**ANY PEOPLE IN OUR WEAVERS WAY COMMUNITY are caring for dear ones with chronic illness or dementia — perhaps a parent or spouse who is living at home, or a family member or friend who is in assisted living or a nursing home.

The task of caring for a person with dementia is challenging in myriad ways. Caregiving is often invisible — our neighbors or co-workers may have no idea that we have another “job” that begins before our work day and doesn’t quite ever end. And caring for a person with dementia can be frustrating and sad; we often feel that we are losing the person we love day by day.

Caring for a person living with cognitive impairment can also be relentless. It is easy to forget about our own needs as we struggle to do enough for our care partner. We may be neglecting health-promoting behavior, such exercise and nutritious eating. We may forgo relationships that would “refill our cup,” feeling

that we cannot spare the scarce resources of our own time and attention.

The great second-century rabbi Hillel taught, “If I am not for myself, who will be for me? If I am only for myself, what am I? And if not now, when?” This deceptively simple teaching is a wonderful shorthand guide for the caregiver.

“If I am not for myself, who will be for me?” Implicitly, the text suggests, if I do not nourish myself, I will be unable to care for anyone else. No one else can do this. But this first direction is counterintuitive. One woman who was caring for her aging parents told me, “I hate it when people ask me what I’m doing to take care of myself. I don’t have time!” Yet Hillel’s teaching demands that we put ourselves on the “to-do” list.

“If I am only for myself, what am I?” We are required to attend to ourselves, but ultimately, we are fulfilling our human potential when we offer compassion and support to the people around us. A remarkable feature of caring for another is the way in which we often find more resources within ourselves than we knew we

had. We find ourselves taking on tasks we never imagined we could handle, whether it is managing complex finances or providing intimate personal care. In caring for another, we may come into ourselves more fully, tapping unexpected strengths and resilience.

“If not now, when?” As caregivers, we need, in each moment, to discern what is most important right now. There may be three, or seven, tasks simultaneously calling us, but we can only do one thing right now. We cannot put off the most important one. And perhaps the most essential thing is not any instrumental task, not a phone call or a bill, but being there, if we are able, with the person in our care. The moment may not come again.

*Rabbi Dayle Friedman has been a Weavers Way member for 32 years. She is currently organizing Restoring Our Spirits, a support group for caregivers of people with dementia. Contact her at rabbidayle@growingolder.net.*

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**BACH: GOLDBERG VARIATIONS**  
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**March 15, 7:30** Hill-Physick House  
**March 16, 7:30** Hill-Physick House  
**March 17, 5:00** Woodmere Art Museum

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**ARTIST RECITAL**  
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**April 13, 7:30** St Pauls Episcopal Church  
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# Death Café Comes Alive in Mt. Airy

by Larry Schofer, for the Shuttle

‘DEATH CAFÉ’ SOUNDS LIKE A gruesome event, but not in the eyes of more than 50 people who showed up at Lovett Library in February to learn about this burgeoning movement.

There are some 5,000 such “cafes” around the world, mainly in the United States. Currently, the Philadelphia group meets in Center City, but if there is enough interest, one can be established here in the Northwest. They currently meet in the coffee shop at Barnes & Noble, 18th and Walnut streets, on the last Monday of the month.

As the organizers say on their website (deathcafe.com), “At a death café, people drink tea, eat cake and discuss death. Our aim is to increase awareness of death to help people make the most of their (finite) lives.” That’s what happened at the Lovett Library event. And the conversations are so individual that I feel I must make this a personal report.

We broke down into tables of about six people each, and the 10 or so tables had 10 different conversations. The facilitators proposed some questions that might be useful to start a discussion, but the participants hardly needed that.

The information people shared is supposed to be kept confidential, but it is possible to talk about some of the general topics that came up. At our table, we had a variety of ages, ranging from 39 to mid-70s. We talked about belief or nonbelief in an afterlife. We talked about cremation versus burial. We talked about personal issues in our lives that would have a bearing on how we might like to be remembered. We talked about advance directives and how they might influence what we think about death. A common theme was how hard it is to talk about these issues with members of one’s own family; all the people in our group confessed that they had not discussed them with their children.

As we summarized what we talked about, several of us agreed with the com-



Death Café organizer Barbara Adolphe looks on as Lovett librarian Marsha Stender makes a point.

ment that we are not sure if we would return to this type of meeting, but we felt stimulated to discuss these issues with our children.

The session was facilitated by Pat Bubb, who has been active in death café groups for seven years, and Simcha Raphael, who is also a bereavement counselor. We also heard from the Lovett librarian, Marsha Stender, who incidentally has studied death rituals in Mexico. Marsha is eager for Lovett to be a com-

munity center for all kinds of groups and urged people to think about organizing a local death café.

This get-together was organized by the Northwest Coalition for Healthy Aging, whose members are Weavers Way, Ralston My Way, Northwest Village Network, East Falls Village and UU House Outreach.

Larry Schofer chairs the Weavers Way Education Committee. He can be reached at edcomm@weaversway.coop.

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**Whole Foods Column Not the Whole Truth**

**I**N THE FEBRUARY SHUTTLE, GM JON ROESSER gleefully extends the back of his hand to Weavers Way shoppers who also patronize Whole Foods and its parent company Amazon (like myself).

He calls the new Whole Foods store in Spring House a “death star” and indicts Whole Foods employees or would-be employees for working for, or wanting to work for, the “dark side.” To top it off, he disses people who intend a compliment when they liken Weavers Way to a “mini Whole Foods.”

But when it comes to discussing the legal and political system in the United States that makes it possible for Amazon’s Jeff Bezos to amass the \$90 billion that’s made him the richest person in the world, as Roesser makes a point of highlighting in the “Whole Truth About the Competition,” Roesser only glibly offers up “the lust for profit.” So naturally, in his world, Whole Foods recruiters wooing Weavers Way staff are “corporate goons.”

But that’s not the whole truth. That’s not even the truth.

The truth is that Weavers Way’s shiny newish Ambler store, with floor space totaling more than the square footage of the Weavers Way Mount Airy and Chestnut Hill stores combined and its bounty of high-end product, does resemble a mini-Whole Foods store. The problem is that Whole Foods does and will do Whole Foods a lot better than the Co-op. “I wouldn’t count us out. We’ve got a few tricks up our sleeve,” Roesser concludes.

Tricks, really? My idea of what Weavers Way could be does not include tricks. It is that of a cooperatively owned neighborhood grocery store that:

1. Focuses primarily on fresh and local vegetables and fruit, particularly what we harvest from our own farms.
2. Depends on all members to contribute some work time to help keep prices down and fulfill an ethic of participation.
3. Pays store employees, perhaps unionized, at least a living wage.
4. Reserves seats on its Board for committee chairs and employee representatives.

Reactionary/revolutionary thinking, I know.

*Brian Rudnick*

**Thanks for Information In Whole Foods Column**

**T**O JON ROESSER: JUST A QUICK note of thanks for your GM’s Corner piece in the February 2018 edition of The Shuttle. I’ve been searching for the language which delineates the core differences between Amazon Whole Foods and the Co-op so I was better equipped when the inevitable comparison was made.

You elegantly, smartly and meticulously laid bare the differences between both stores and shopping experiences. That you injected humor is the icing on the cake.

I am so grateful and look forward to educating others!

*Karen Palmer*

**Our Tap Water Is Tip-Top**

**I**AM WRITING IN RESPONSE TO A LETTER that appeared in the February Shuttle, titled, “Filtered Water Not an Ingredient in Our Soup?”

The letter raised concerns about supposed negative health impacts of using unfiltered tap water as an ingredient in soups and other food products. I am writing to assure Weavers Way customers and Shuttle readers that this is not true and is also a disservice to many Philadelphia residents who do not have the financial means to purchase filtered products.

Philadelphia’s drinking water is top quality and has always achieved higher standards than those mandated by the federal Safe Drinking Water Act. Our residents’ health and safety is our top priority and we take pride in the healthfulness of the drinking water that we provide 24 hours a day, seven days a week.

More information about the steps we take to ensure consistent, healthful water can be found on the Philadelphia Water Department’s website, [www.phila.gov/water](http://www.phila.gov/water), including our annual annual drinking water quality report.

*Joanne Dahme,  
General Manager, Public Affairs,  
Philadelphia Water Department*

**Environmental Alternatives**

**P**URSUANT TO TWO ITEMS IN THE February Shuttle, “Electronics Recycling” (p. 15) and “Don’t Be an Idler” (p. 14), I would like to suggest the following:

The city has an excellent recycling facility on Domino Lane, down from Ridge Avenue. I have utilized it many times. It’s free. Going there again with a flat screen.

My father was an “idler” and I picked up that habit from him. However, with all due respect, Dad, the best advice I heard came from the “Click and Clack” guys on NPR: 40 degrees and above, start the engine and drive off. Engine heats up driving. 32 degrees and below: give it 10-15 seconds. Do not gun the engine.

*Lawrence H. Geller*

*(Editor’s note: The Domino Lane facility is open to Philadelphia residents only.)*

**SHUTTLE LETTERS POLICY**

The Shuttle welcomes letters of interest to the Weavers Way community. Send to [editor@weaversway.coop](mailto:editor@weaversway.coop). The deadline is the 10th of the month prior to publication. Include a name and email address or phone number for verification; no anonymous letters will be published. Letters should be 200 words or less and may be edited. The Shuttle reserves the right to decline to publish any letter.


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**GM'S CORNER**

# Riding the Grocery J-Curve

Continued from Page 1

bane of the grocery business — so to be at the low point of our store-opening sales pattern at a time of year when business is seasonally slow can be doubly trying.

Despite this, the trend is encouraging. Since mid-January, sales have risen slowly but steadily — we got an unforeseen boost thanks to the Super Bowl, if you needed another reason to root for the Birds — and last week was our busiest since the holidays. All indications are that as the weather breaks and the seasonal cycle follows its typical pattern, sales will continue to rise throughout the spring.

Good things, as the saying goes, just take time.

The challenge is that while riding out the J-Curve is all well and good, there's no prognosticator for how long the pattern takes, and you have to make sure you don't run out of money in the meantime.

A traditional business expansion would have investor capital backing it up, providing the necessary financing to support the operation while the J-Curve runs its course. But we're a grassroots business, so our equity, and a large portion of our debt, comes from you, our member-owners.

As a cooperative, we rely on our member-owners' support in the form of equity, debt and patronage to help us navigate the ups and downs of the business cycle. So in the coming months, we'll be rolling out some initiatives that will bolster member equity, boost operating cash and encourage increased patronage. We do have to improve our financial position to recover the expenditures — which we anticipated and planned for — incurred in the startup of the Ambler store.

Those who want more details about the Co-op's financial position and our plans for the next few months are invited to discuss it at a Member Forum. We've



**As a cooperative, we rely on our member-owners to help us navigate the business cycle. So in the coming months, we'll be rolling out some initiatives that will bolster member equity, boost operating cash and increase patronage.**



we've scheduled three of them for later this month and early April — see the box next to this column for info.

In the meantime, one thing all of us can do is spend more of our food dollars at the Co-op. On a typical weekday, about 2,700 people shop at our three locations — even more on weekends. If every transaction was just a couple bucks higher, we'd see a meaningful increase in revenue and we wouldn't need to coax a single additional shopper through our doors.

I'm not asking you to eat more (especially those of you still adhering to those sales-busting New Year's resolutions). I am asking you to think of a couple of products you buy elsewhere that you could get at the Co-op instead.

By the way, if there are products you buy elsewhere that you can't find at the Co-op, we need to know. While we can't carry everything on every member's shopping list, adjusting our product mix to meet the needs of our

**OPEN MEMBER FORUMS**

**"STATE OF THE CO-OP"**

All meetings are 6:30-8 p.m.:

**Thursday, March 22**  
Ambler Senior Center  
45 Forest Ave.

**Tuesday, March 27**  
Chestnut Hill Community Center  
8419 Germantown Ave.

**Wednesday, April 4**  
Weavers Way Mercantile  
542 Carpenter Lane, Mt. Airy

RSVP online at [www.weaversway.coop/events](http://www.weaversway.coop/events) or contact Membership at [members@weaversway](mailto:members@weaversway) or 215-843-2350, ext. 119

owners is fundamental to the cooperative model.

Any Weavers Way staffer can take a product request — even me. Or email Purchasing Manager Norman Weiss at [normanb@weaversway.coop](mailto:normanb@weaversway.coop) with your suggestions.

In many ways, 2018 is shaping up to be a banner year for Weavers Way. Membership is approaching 10,000 households (we'll surely have a party when that happens) and we're on track for record sales in Mt. Airy and Chestnut Hill, growing sales in Ambler and another gangbuster year at our Henry Got Crops Farm Market at Saul High School.

What a joy it is to work for such a dynamic organization!

See you around the Co-op.

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## eco tip

### Support the Environment Committee on 'Twosday', March 13!

For many years, Weavers Way's Environment Committee has been giving out cash grants to community groups in Mt. Airy, Germantown, East Falls, West Oak Lane, Roxborough, and Chestnut Hill. In 2018, the program has been extended to include Ambler. Most grants are awarded for public purposes that benefit the environment through education and/or gardening projects. These grants are funded by the proceeds of our two electronics recycling days and the TreeCycling event to turn Christmas trees into mulch. (We share the proceeds, and the work, with our partners Green in Chestnut Hill.)

Now this year, we're getting an additional funding source: On

### GIVING TWOSDAY



March 13, the Environment Committee will be the beneficiary of the monthly "Giving Twosday" at all Weavers Way stores.

There's a very good chance that your group or a group you know of has been funded through this great program, in which the cashiers ask shoppers if they'd like to donate \$2 to a designated nonprofit. So please shop the Co-op on Tuesday, March 13, and when your cashier asks if you'd like to contribute \$2 to the Environment Committee's grants program, please give a hearty "Yes!" – and consider giving even more to this valuable program.

Thank you in advance from all of us on the Environment Committee!

— Marsha Lowe

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### 2018 Grant Applications Due March 9

WEAVERS WAY ENVIRONMENT Committee invites community groups from Mt. Airy, Germantown, East Falls, West Oak Lane, Roxborough, Ambler and Chestnut Hill to submit proposals for our 2018 grants.



Grants are given each year for clearly identifiable public purposes resulting in a tangible

improvement for the community. Most grants are awarded for public purposes that benefit the environment through education and/or gardening projects — for example, projects such as planting trees and herbaceous plants, purchasing garden equipment and enhancement of parks.

Some environmentally based educational programs have also been funded through this program.

Grant amounts range from \$100 to \$500, depending upon the available funds and the number of qualified applicants.

Applications must be received by Friday, March 9.

For guidelines and to download an application, visit [www.weaversway.coop/community-grants](http://www.weaversway.coop/community-grants). Applications are also available in the Environment Committee box on the second floor of Weavers Way Mt. Airy.

Anyone requesting a grant will learn within a month of the deadline if they have been selected. Grantees are then obliged to submit a report with receipts describing exactly how the money was spent by Nov. 1.

# ELECTRONICS RECYCLING

## WEIRD WASTE DAY

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# (Not Just) Suggestions

by Norman Weiss, Weavers Way Purchasing Manager

**G**REETINGS AND THANKS FOR WRITING. THIS MONTH'S ARTICLE is not the usual format. Go ahead and take everything seriously.

I just heard about the passing of an important person in the history and development of Weavers Way: Robert Iadicicco. I first encountered Bob at a Weavers Way membership meeting, I think in Fall 1974. Our brand-new Board was struggling over some operational and financial issues with Co-op's founder Jules Timmerman, and there were a couple membership meetings called to talk through the issues. Bob was outspoken in his view that the Board should control the Co-op and he was supportive of our Board taking that control so we'd have proper financial processes and reporting.



I ended up succeeding Jules as manager and Bob ended up joining the Board, I think as Treasurer. Back then, the Board was much more involved in operations, and many Board members were also very active committee chairs — active as in the chair of the Board's Building Committee installed air conditioners in the store, the chair of the Membership Committee kept member records on file cards, the Merchandising chair did store clean-up and the Treasurer oversaw the setting up of books and produced financial reports. There were meetings to attend and projects to work on every week, sometimes twice a week. Bob immersed himself in Weavers Way, and since we were growing quickly, there was plenty to do.

Bob's non-Co-op occupation was a computer systems analyst, and he used those skills to set up and manage our first electronic member database. I remember being in Bob's East Mt. Airy living room, where he had a terminal hooked up via a phone-modem handset cradle to a computer at some university's mainframe on which we rented time. Bob would tell it to sort the



Vineyard Gazette photo

Bob in "retirement" in 2012.

database, then go eat dinner while it ground through 850 member records.

He taught anyone around him with an interest in computers about everything from spreadsheets to operating systems, which eventually led to me having enough IT knowledge to be able to set up item databases, point-of-sale systems, scale networks and such in the late '80s.

Like many of the Board members back then, Bob could be said to be politically liberal but fiscally conservative. One of my favorite Bob memories is when we decided Weavers Way was ready to buy a printer. We ended up buying one somewhere in Southwest Philly from some guy Bob knew who had a garage full of used computer equipment. Back then we did lots of stuff on the cheap, partly because we didn't have much money, but also partly because of Board members' sense that as guardians of member capital, they wanted to be sure we got best bang for the buck when spending member money. This was also the era when one of the benefits Weavers Way offered to members was lower prices, especially in produce, bulk, bakery and natural foods. Operating, admin and capital expenditures were in general kept low, Board members frequently challenged management spending and made me justify everything.

What's interesting about Bob and the Board back then was

(Continued on Page 17)

## International Co-op Principles

- 1 Voluntary and Open Membership
- 2 Democratic Member-Owner Control
- 3 Member-Owner Economic Participation
- 4 Autonomy and Independence
- 5 Education, Training and Information
- 6 Cooperation Among Cooperatives
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# Weavers Way Farms 2017 Report

by Nancy Anderson, Nina Berryman, and Lauren Todd, for the Shuttle

**D**ESPITE UPS AND DOWNS WITH weather, pests and disease at Weavers Way Farms, our diverse cropping schemes proved resilient and 2017 was another robust year for us. It was also the best year ever for the Henry Got Crops Farm Market at Saul High School.

A notable change in 2017 was a major reorganization of our outlets. After almost a decade of participating in the weekly Headhouse Farmers Market in Old City, we concluded that distributing more of our produce closer to home was a better fit with our mission. We were able to add 50 new CSA households and increase sales of farm produce at the farm market and to the Weavers Way produce and prepared-foods departments.

Our 2016 Farm Market Assistant Lauren Todd stepped up to become this year's Farm Market Coordinator. Jaylynn Gardner, a junior at Saul, became our second student farm market assistant. Together, with the assistance of the farmers, Henry Got Crops Farm Market welcomed hundreds of new shoppers, many from our neighborhood in Roxborough, and signed up 30 new Co-op members. More thrilling, total farm market sales (which include both Weavers Way Farms produce and selected local items we bring in) grew by \$50,000, from \$42,536 in 2016 to \$92,573 in 2017.

The year wrapped up with staff tran-



Farm Manager Nina Berryman flaunts it at Henry Got Crops Farm Market; below, herb starts get some sun.



sitions. After three seasons farming at Weavers Way, Brendan Stiteler, the Field Manager at the Mort Brooks Farm at Awbury Arboretum, moved on to farm closer to home in Media, PA. Anna Danusiar, the Field Assistant at our Awbury Farm, moved out of the country with her husband. We will miss them both but look forward to new staff joining the team in the spring of 2018.

In summary, 2017 compared to 2016:

- We minimally increased our field staff/volunteer labor hours: 13,506 total field hours (11,487 farm staff plus 2,073 volunteer/cooperators) vs. 13,077 total

(Continued on Next Page)

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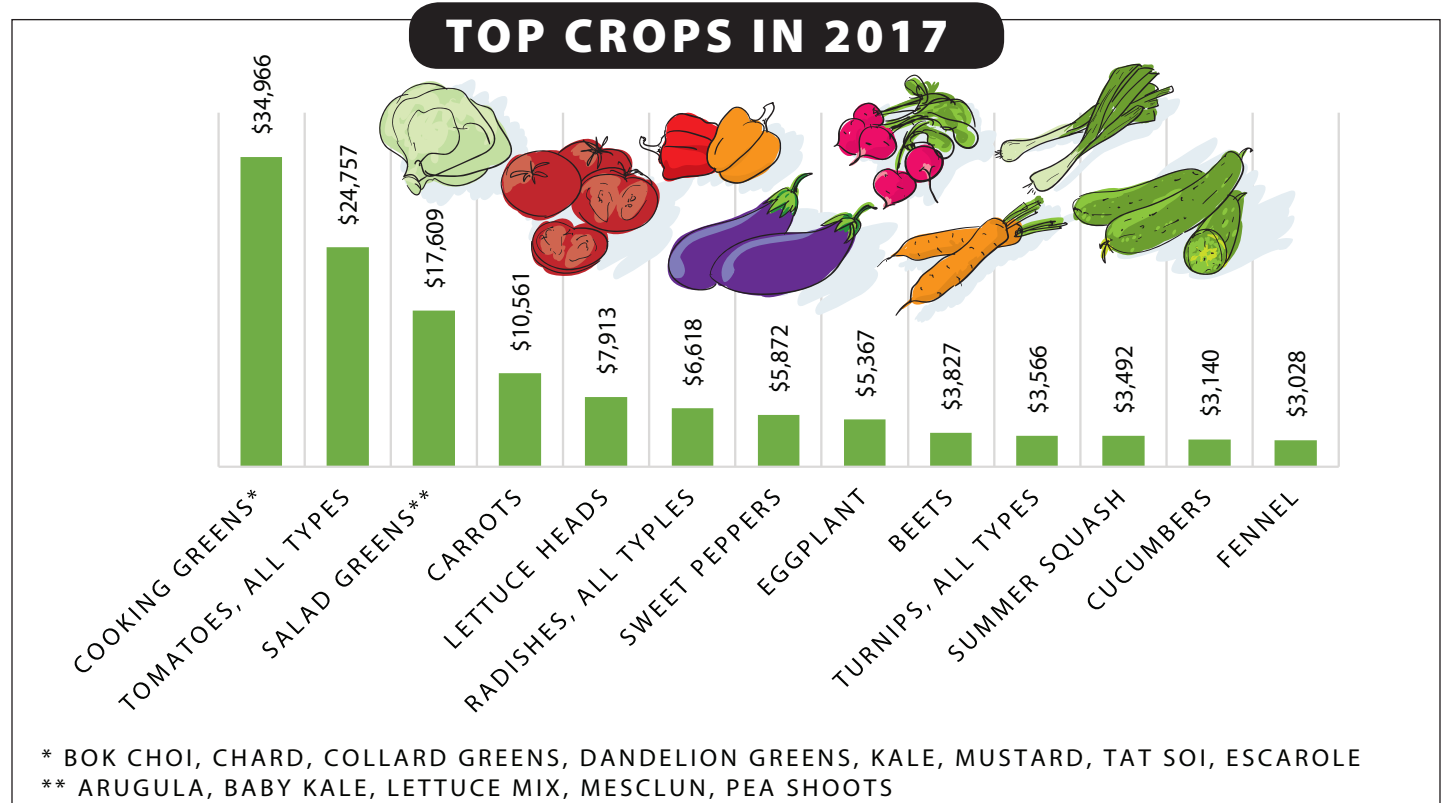
Field assistant Hannah Holby holds top crops, left; the Saul farm at the height of production; departing field manager Brendan Stitler joins Lauren Todd in showing enthusiasm for farm markets.

(Continued from Preceding Page)

field hours (11,148 staff plus 2,259 volunteer/cooperators) in 2016.

- Harvest weights decreased 7.5%, 51,506 lbs. (25.75 tons) compared to 55,689 lbs. (27.9 tons) in 2016.
- But our sales nevertheless increased 1.4%: \$170,187 (up from \$167,648), before discounts.
- Total sales from farm-grown produce plus farm-market resale products, before discounts, totaled \$238,234 (up from \$ 204,512).
- The farm's total income was \$240,041 (includes sales after discounts, fundraising and the farm market) compared to total expenses of \$272,099.

*Nancy Anderson is Weavers Way Farms' record keeper; Nina Berryman is the farm manager and Lauren Todd is the farm market coordinator.*



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## A Mom's Endorsement of PFLAG

by Edna Berry Berg, for the Shuttle

**I**N AN EFFORT TO EDUCATE MYSELF when my daughter came out as bisexual several years ago, I became aware of an organization called PFLAG — Parents and Families of Lesbians and Gays. Prior to PFLAG, there were few resources in the community to support parents and their children to deal with the everyday challenges presented when a child comes out.

The organization began in 1972 when Jeanne Manford expressed her pride by marching with her gay son, Morty, in New York's Christopher Street Liberation Day March, the precursor to today's Pride parade. It was a time when homophobia was rampant. According to the PFLAG national website, "After many gay and lesbian people ran up to Jeanne during the parade and begged her to tell their parents, she decided to begin a support group. Through word of mouth and community need similar groups sprang up around the country."

When my daughter came out, I immediately went online looking for support and educational resources to help me understand my child's sexuality. I found PFLAG.

PFLAG Philadelphia meetings are held monthly. The first hour of the meeting is usually educational and programs focus on a range of community issues, from how to access safe health care to getting along with the police. As an ex-

ample, one of our workshops focused on the Gay Officers Action League. Two out and proud policemen spoke to our parent group. They described how Philadelphia police officers are receiving training to address the stereotypes and facilitate positive relationships with the LGBTQ community. During the second part of the meeting, two support groups meet, one specifically for parents of transgender people and the other for gay, lesbian and bisexual families.

At PFLAG, I heard many coming-out stories and felt reassured by these heartfelt experiences. I was not criticized for what I felt; I was reassured that I would feel differently over time. I was especially encouraged by the 80-year old parents who supported their son when attitudes toward LGBTQ people were primitive. And more importantly, I was able to develop a healthy perspective on my child's sexuality.

I am forever grateful for the support I received at PFLAG Philadelphia. I am now on the PFLAG board of directors. We meet every third Sunday, 2-5 p.m., at the Robert Schoenberg Carriage House (LGBTQ Center) on the campus of the University of Pennsylvania. The address is 3907 Spruce St. Email [pflagphila@yahoo.com](mailto:pflagphila@yahoo.com) for more information, or visit the PFLAG national site at [www.pflag.org](http://www.pflag.org).

*Edna Berry Berg is a Weavers Way Working Member.*



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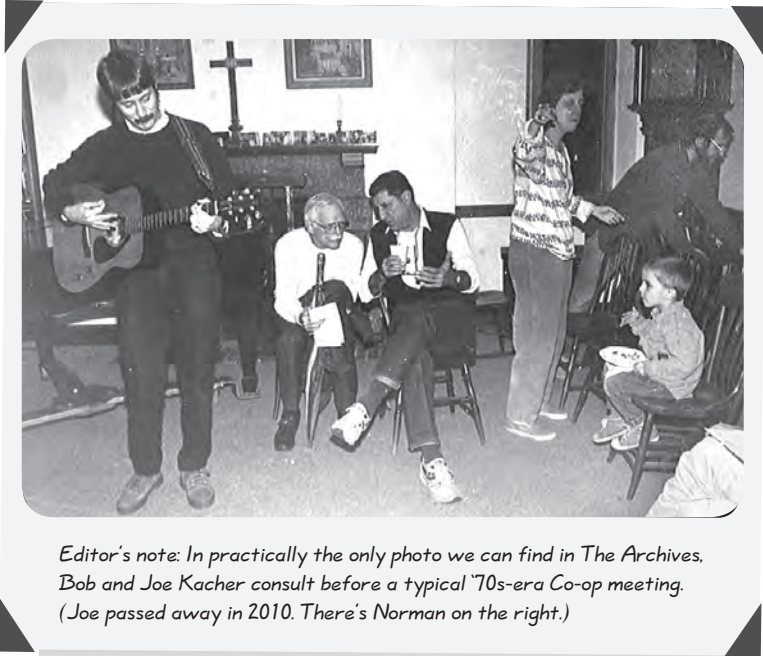
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Editor's note: In practically the only photo we can find in The Archives, Bob and Joe Kacher consult before a typical '70s-era Co-op meeting. (Joe passed away in 2010. There's Norman on the right.)

## Suggestions

(Continued from Page 13)

how cheap they could be about some things while at the same time being generous about others, especially staff compensation. We paid hourly staff much more than was typical for supermarkets and other retailers. And, in some ways most astoundingly, we offered full health insurance coverage to employees who worked over 25 hours a week. This was unheard of at the time, but it reflected Bob's and our Board's (and the Co-op's) values and priorities, which included paying a living wage and health insurance being a right, not a fringe benefit. Policies like this resulted in a very stable staff, a few of whom are still at the Co-op today.

Bob wasn't the only outspoken Board member in those days: We also had Mort Brooks, Vince Pieri, Maggie Heineman and Fred Novin, all of whom often agreed on basic principles but sometimes disagreed on how best to implement them. Board meetings could be contentious and raised voices were not uncommon. On Tuesday, Bob and Mort would scream at each other at a Board meeting and on Friday, they would be at one of their houses eating dinner together. This was well before Policy Governance or any Board trainings in process or governance.

I don't remember how long Bob served on the Board, probably 15 years or more. Like many Board members of that era, he would change hats to continue serving despite term limits. I think



Bob served as Treasurer, Management Advisory Committee Chair, at-large, and maybe even did a stint as Secretary. During this period Bob was also Treasurer of East Mt. Airy Neighbors. This kind of overlapping community involvement was typical. Mt. Airy was and remains a very involved community.

When Bob retired in 1999, he moved to Martha's Vineyard, where his wife, Connie, was from. It wasn't long before he was serving on the wastewater commission.

Current members may not be aware of the history of Weavers Way and its Board. With a 44-year-old Board-governed organization, there are hundreds of ex-Board members, and all have a story. Bob being one of the early ones, his contributions helped set things up for the Co-op to succeed for decades, so Weavers Way is one of the ways Bob's spirit lives on.

*normanb@weaversway.coop*

Gerard Plourde, Attorney at Law  
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## Watch for Andorra Park Closures for Stormwater Project Construction

by Peg Shaw, FOW Director of Land Management

PHASE I OF THE GREEN STORMWATER Infrastructure project in Andorra is set to begin construction in March and be completed by early June. This unique project, funded by the Pennsylvania Department of Environmental Protection, takes a watershed approach to mitigating damage from uncontrolled surface stormwater flows originating from Northwestern Avenue and the adjacent minimally vegetated parkland. A series of features designed to intercept, treat, convey and infiltrate stormwater will greatly decrease sediment carried into the Wissahickon Creek, while greatly increasing the quality of the day-use area of the Wissahickon Environmental Center and adjacent trails.

When the work is completed, park visitors can expect to see an enlarged and re-vegetated basin at the upper parking lot off Northwestern Avenue, with a series of vegetated rock cascades leading from the basin down the hill through the forested canopy. At the Wissahickon Environmental Center day-use area, a vegetated rain garden and swale will lead to the existing wetland located downhill and along the drive from the WEC. This lower reach of the watershed will be addressed later as Phase II of the project.

The Wissahickon Environment Center, Lower Parking Lot, the "Tree House," and public restrooms will be open during regular hours throughout the construction period. The access road from Forbidden Drive will also be open.

The environmental engineering firm

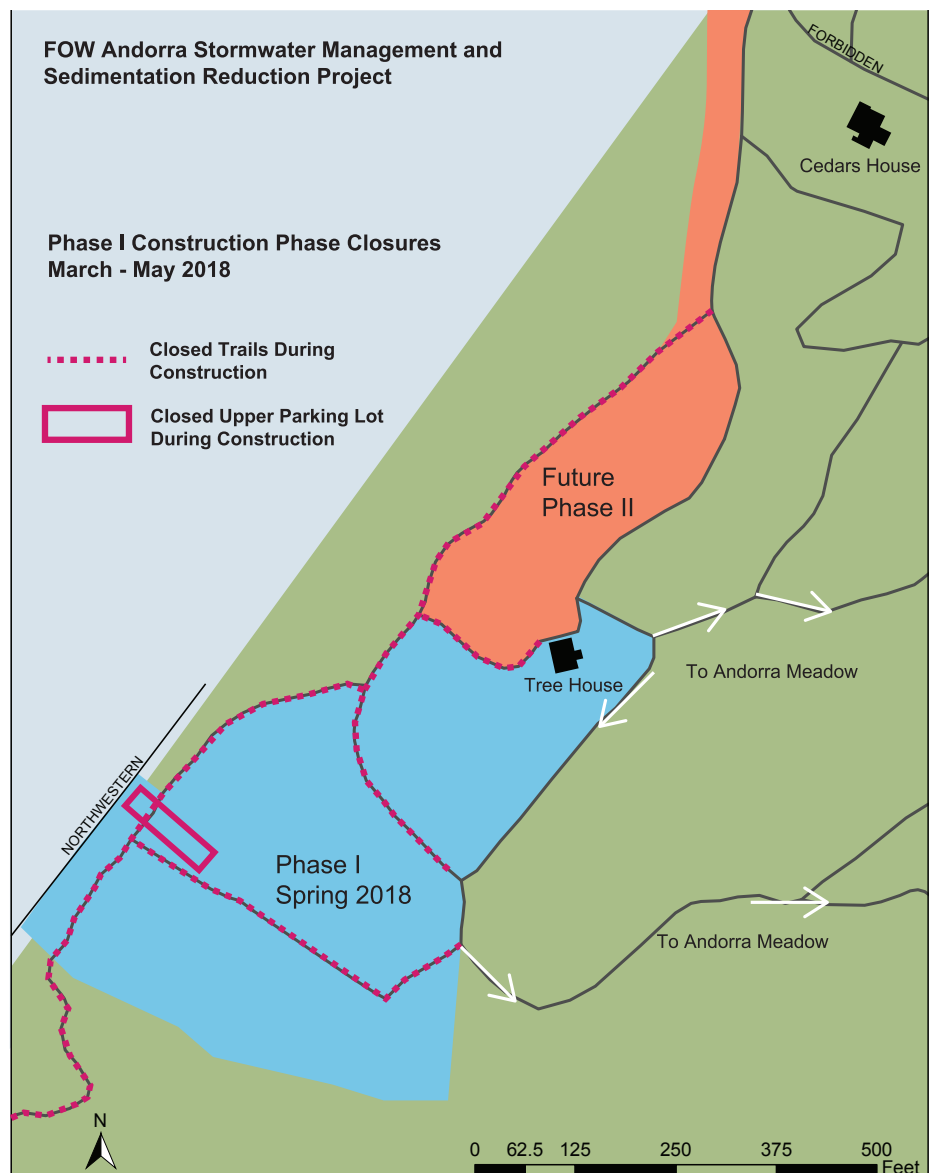
A.D. Marble, based in King of Prussia, has guided the project from concept to final design, and Lancaster-based Flyway Excavating is the contractor on site turning the 2-D drawings into 3-D reality.

### Safety During Construction

Friends of the Wissahickon consulted with Philadelphia Parks and Recreation and Natural Lands Restoration staff to help ensure public safety and minimize impacts on park users during construction. With that in mind, we ask visitors to the Andorra Natural Area during the construction period to please stay out of the work zone and heed safety signage at all times, even if no work crew is present.

- The work zone itself will be entirely closed to the public from early March to early June.
- The Upper Parking Lot will be closed during the entire project since it will be the main staging area and will be used for material stockpiles and equipment.
- The Bike Bypass will be closed during construction.
- Northwestern Avenue at the Upper Parking Lot will be closed to all vehicle traffic for a few days during the construction period.
- The Red Forest Loop and Connector Trail will not be impacted except for a few days based on the construction schedule. From the WEC, this is the most direct route to Andorra Meadow.

You can find the latest updates on the FOW website ([www.fow.org](http://www.fow.org)), or check our Facebook, Twitter and Instagram feeds.





# Henry PTA Leads Native-Plant Restoration of Helen's Garden

by Jenny Aiello, for the Shuttle

**B**ACK IN THE LATE 1990s, HELEN Kimbleton was a much-loved grandparent volunteer at C.W. Henry School. She loved to garden and beautify her community, and volunteered daily in the kindergarten classroom of Maryann Pravdiuk, taking great pleasure in teaching the children about plants and flowers. Helen won numerous civic awards from community organizations and even the mayor's office for her dedication to beautifying the neighborhood.

Sadly, Helen passed away in December 1999 due to injuries sustained in a hit-and-run accident. To honor her, the Henry School community planted and dedicated the raised brick bed at the end of the kindergarten wing in her memory. But as happens with time, over the years, the bed succumbed to benign neglect — chrysanthemum weed, daylilies and clematis vines took over much of this garden space.

Several years ago, a group of Henry parents and neighbors attempted to revive this bed. During the process of removing debris, it was discovered that the soil level within the bed was quite low. This presented a problem in that many of the existing plants, such as hosta and vinca, would

never grow tall enough to be visible to passersby. The volunteers did what they could and the bed benefited from a minor facelift, but more work was clearly called for.

New, this spring, with the help of a BirdSleuth grant from Cornell Lab of Ornithology, Helen's bed will undergo a full renovation. The grant, underwritten by the Lab of Ornithology and Alaska Fertilizer, will give the Henry School community the opportunity to create a beautiful planting with site-appropriate native plants that will provide food and habitat for pollinators and birds. The grant allows for adding more soil to the bed with amendments from Alaska Fertilizer, and will pay for native shrubs, perennials and mulch to retain moisture and reduce weeds. In addition, more habitat- and food-friendly plants for pollinators and birds will be added to the bed near the kindergarten playground.

The C.W. Henry PTA will provide support for this project by organizing parent and community volunteers during the Philly Spring Cleanup in April for the large tasks of clearing and removing weedy debris and adding soil and amendments.

As part of the grant, BirdSleuth has also provided classroom materials on the importance of pollinators and our role in



The brick bed at the end of the Henry School kindergarten wing is about to get some much needed renovation.

providing a healthy environment for their benefit and subsequently our own. Second grade teacher Yvette Fisher will share the supplemental instruction with teachers and students in kindergarten and first and second grades.

Once the beds are prepared, the students will help plant and maintain the gardens.

Over the last nine years, the PTA and volunteers within the school and neighboring community have worked year-round to make the garden area a beautiful, welcoming and effective part of the

curriculum for the students and staff of C.W. Henry. The BirdSleuth grant allows for continued focus on improving the food and habitat areas around the school garden while providing a greater understanding of our connection to the natural world.

We think that Helen would approve.

Please contact me at [corsecretary@cwhenrypta.org](mailto:corsecretary@cwhenrypta.org) for more information or if you are interested in volunteering.

*Jenny Aiello is the Henry PTA's corresponding secretary.*

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# WEAVERS WAY ENDS

Weavers Way Cooperative Association exists to provide commercial and community services for the greater good of its members and community, to champion the cooperative model and to strengthen the local economy.

AS A RESULT OF ALL WE DO:

**END 1** There will be a thriving and sustainable local economy providing meaningful jobs, goods and services to our members and the community.

**END 2** Our community will have access to high quality, reasonably priced food, with an emphasis on local, minimally processed and ethically produced goods.

**END 3** There will be active collaborative relationships with a wide variety of organizations in the community to achieve common goals.

**END 4** Members and shoppers will be informed about cooperative principles and values; relevant environmental, food and consumer issues; and the Co-op's long-term vision.

**END 5** Members and shoppers will actively participate in the life of the Co-op and community.

**END 6** The local environment will be protected and restored.

**END 7** Weavers Way will have a welcoming culture that values diversity, inclusiveness, and respect.



# Don't Miss Roxborough's Running of The Toads

by Mike Weilbacher, for the Shuttle

**E**ACH SPRING, ON THE FIRST WARM rainy nights, thousands of hibernating toads awoken from deep under the Schuylkill Center's leaf litter. In our corner of Roxborough, they move at night across Port Royal Avenue, hoping to get to the water they smell in the Upper Roxborough Reservoir Preserve. There, they intend to mate.

If conditions are right, hundreds of small lumpy, bumpy toads bounce onto the road — and get hit by cars.

That's where you come in. By joining Toad Detour, you can help them cross the road safely. And you also get a front-row seat to Roxborough's acclaimed running of the toads!

This spring is the 10th year that Toad Detour volunteers will gather at the corner of Port Royal and Hag's Mill Road to usher our local amphibians across the road. On nights when things are really hopping, our volunteers, clad in their luminescent vests and wielding flashlights, close Port Royal Avenue to car traffic. They also carry plastic cups to pick up toads and tote them to safety.



Toad Detour volunteers staffing the barricades, waiting for toads to run in a previous spring; below, a tiny toadlet, photographed on a volunteer's thumbnail.

Schuylkill Center photos

Over the last nine years, we estimate some 12,000 adult toads have been helped across the road.

When the toads awaken from their winter slumber, their instinct is to mate right away. For that they need standing water, and toads in the Schuylkill Center's upper forest tend to head straight for the Upper Roxborough reservoir, crossing Port Royal Avenue and Eva Street after sunset. As toads did not evolve with an understanding of cars, when toad meets evening commute, the toad tends to lose.

Those that make it to the reservoir begin courting, males singing long trilling calls that females find irresistible.

The story is not over once the female toads have laid their jelly-like strings of



eggs in the water — nor is Toad Detour. It takes six to eight weeks for toad tadpoles to develop into "toadlets," fully formed toads smaller than a dime. A second mass migration occurs with these toadlets

crossing back over Port Royal to get to the forest, where they take up residence, living on insects and worms. (Once when returning to the Center for a lunch break, I saw what looked like a swarm of grasshoppers crossing Port Royal. It was thousands of toadlets heading "home," not even waiting for cover of darkness.) Toad Detour has helped countless toadlets cross as well.

To help with Toad Detour, contact Volunteer Coordinator Claire Morgan at 215-482-7300, ext. 120, or [claire@schuylkillcenter.org](mailto:claire@schuylkillcenter.org).

The Schuylkill Center thanks the many volunteers who have helped over the years and also our neighbors, who patiently wait through the road closings.

The bulls run in Pamplona — here in Roxborough, we have the running of the toads.

*Weavers Way member Mike Weilbacher is the executive director of Schuylkill Center. Reach him at [mike@schuylkillcenter.org](mailto:mike@schuylkillcenter.org).*

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## The Passionate Gardener

# Plant Herbs to Reduce Pesticide Use

by Ron Kushner, for the Shuttle

THERE ARE MANY HERBS THAT work as companion plants, but I am focusing on three — coriander (cilantro), borage and tansy — for their ability to repel many insect pests.

### Coriander/Cilantro (*Coriandrum sativum*)

Coriander is a fast-growing annual that grows 1-3 feet tall and matures quickly in cool weather. (It tends to bolt once the weather warms.) The upper leaves look like dill and the lower leaves resemble Italian parsley. Both the leaves and the seeds are used as seasoning in a variety of cuisines. It is a member of the carrot family, with umbels of white or very pale lavender flowers. Native to Eurasia, the plants can take full sun for at least a half day, if not more, but coriander actually tolerates more shade than most herbs. The plant repels aphids, Colorado potato beetles and spider mites — and bees love it!

It is a good companion to asparagus, potatoes, Brussels sprouts, carrots and peppers, but do not plant next to fennel. Direct-sow seeds in the garden. The seeds are large and the plants grow very quickly. They develop a long taproot, so they do not like to be transplanted. The soil should be well drained and moist. Fertilize with 5-10-5.

Coriander leaves can be harvested



Borage, with its blue flowers, forms a large shrubby plant. Tansy, right, blooms chrysanthemum yellow all summer but can become invasive.

until the plant goes to seed. If you want to harvest the seeds, wait until they turn brown, cut off the branches and hang upside down in a paper bag to catch the seeds as they fall off. Remove any of the hulls and make sure the seeds are dried well before storing.

### Borage (*Borago officinalis*)

Borage is an annual and needs to be replanted each year, although the seeds will self-sow. It can grow into a fairly large bushy plant 2 or 3 feet tall and just as wide, with star-shaped, electric-blue flowers with hairy stems and leaves. It prefers cooler weather, average soil on the dry side and at least a half day of full sun. The plants will falter in hot, humid summers.

Direct-sowing in the garden is recommended. The seeds are large and grow quickly but should be pre-chilled in the refrigerator a week or so. Cover the seeds,



as they need darkness to germinate.

Borage is a good companion to beans and corn and it is said to improve the flavor of tomatoes and cucumbers. It will repel many common pests such as cabbage worms and tomato hornworms. It is a great favorite of bees of all types. There are only three species, all native to the Mediterranean region.

Both the leaves and the flowers are edible and the new, young leaves add a cucumber flavor to salads. They can be fertilized with 5-10-5.

### Tansy (*Tanacetum vulgare*)

Tansy is a hardy perennial herb with attractive flowers closely related to chrysanthemum. It has been grown since ancient times to repel a variety of bugs. But the plants can spread invasively through underground runners so it may be better to keep in containers throughout the gar-

den area.

It grows to 3-4 feet tall and tolerates poor, dry soil, but needs to drain well. Better to be kept loamy and moist. The foliage is strong scented and used as an insect repellent. It has a “peppery-camphorous” aroma.

It blooms all summer with flat clusters of lots of half-inch wide yellow flower heads that look like gold buttons.

It is a great companion for beans and attracts beneficial insects to control cabbage pests. It also help to deter and repel many flying insects. It repels green peach aphids and squash bugs from susceptible garden crops, along with many beetles, flies, cutworms and ants. You can also brew a tea from tansy leaves and spray it on other plants to repel insects.

For questions or comments, email [ron@primexgardencenter.com](mailto:ron@primexgardencenter.com).

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# WEAVERS WAY WORKSHOPS



Weavers Way workshops provide opportunities to learn and share knowledge on a wide range of topics. Popular themes include civic life, health, the environment and, of course, food! Workshops are usually free and always open to the public.

## RSVP on EVENTBRITE

WE ASK THAT YOU REGISTER EVEN IF THE WORKSHOP IS FREE.

Go online at **Eventbrite** or RSVP via the Events Calendar, [www.weaversway.coop/events/workshops](http://www.weaversway.coop/events/workshops). Or do it the old fashioned way: Contact **Programs Coordinator Stephanie Bruneau** at [sbruneau@weaversway.coop](mailto:sbruneau@weaversway.coop) or 215-843-2350, ext. 152.

## WHY NOT GIVE ONE YOURSELF?

Anyone can propose a topic, and members who lead workshops get three hours of work credit.

## WORKSHOPS ARE HELD:

- In Mt. Airy in the **Community Room**, 555 Carpenter Lane
- In Chestnut Hill in **The Backyard**, 8482 Germantown Ave., and the **Healing Arts Studio**, 15 W. Highland Ave., 2nd floor.
- On our farms: **Henry Got Crops**, Saul High School, 7095 Henry Ave.; **Awbury Arboretum**, 901 E. Washington Lane.
- In Ambler, in **The Café** at the store, 217 E. Butler Ave., or the **Ambler Senior Center**, 45 Forest Ave.
- Other locations as noted.

## COMING UP IN MARCH

### Vegetarian Soups & Stews for Immunity & Gut Health

Thursday, March 8, 6:30-8:30 p.m., Weavers Way Ambler

As we round the corner into spring, it's important to give the immune system and gut a nourishing boost. Nutritionist Wendy Romig leads this FREE workshop from the Weavers Way Neighborhood Nutrition Team.

### Bone Broth 101

Saturday, March 10, noon-1 p.m., Weavers Way Ambler

Having bone broths, rich in protein, minerals and gelatin, on hand is one of the best ways to make quick and nutritiously dense meals for you and your family. Learn more in this Weavers Way Neighborhood Nutrition Team mini workshop led by nutritionist Beth Chiodo. Recipes included. FREE.

### Moxie Tuesday: Planning Your Vegetable Garden

Tuesday, March 13, 6-7:30 p.m., Mt. Airy Community Room, 555 Carpenter Lane.

Join Food Moxie's Manager of Growing Spaces Brandon Ritter in a workshop that will give you

the knowledge to organize your seeds so you can start digging right in! \$5 benefits Food Moxie programs.

### Cooking Demo: Warming Foods to Hold You Over Until Spring

Tuesday, March 13, 6-7:30 p.m., Weavers Way Ambler

Learn simple, nourishing and delicious recipes, such as brothy beans and spaghetti squash pad thai, that will keep you satisfied until spring produces sprouts again. This FREE Neighborhood Nutrition Team program is led by Liz Traison Witkin.

### Seed Starting for Native Plants

Friday, March 23, 7-8:30 p.m., Ambler Senior Center

Join Christopher Sohnly, native plant landscape designer and owner of Spruce Hollow Designs for a hands-on seed-starting workshop. You'll get a 48-cell tray filled with potting soil and a selection of native seeds from Prairie Moon Nursery, along with plenty of guidance on planting and maintaining your native plants as a pollinator-garden. \$30; space is limited.



MORE INFO & TO RSVP: [www.weaversway.coop/events/sbruneau@weaversway.coop/215-843-2350](http://www.weaversway.coop/events/sbruneau@weaversway.coop/215-843-2350), ext. 152

## Regional Co-op Group to Visit Ambler

by Sue Wasserkrug, for the Shuttle

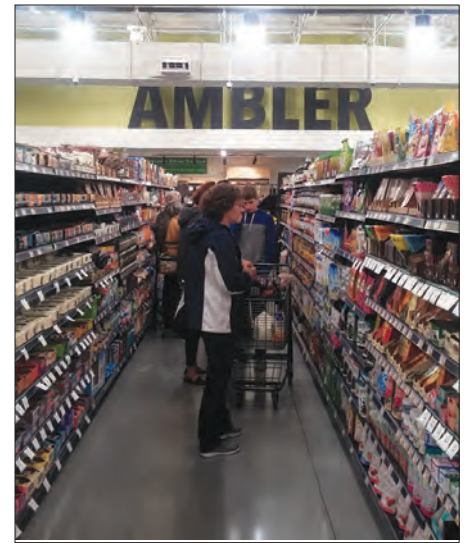
ABOUT TEN YEARS AGO, A Weavers Way board member thought it would be fun and informative to bring together the boards of all of the food co-ops in the Delaware Valley. I had just joined the board, and I volunteered to help plan the gathering. We invited folks from co-ops in Swarthmore, West Philly (Mariposa), South Philly, Kensington, Media, Doylestown, Newark, DE, — and probably a few I've forgotten — to join us for a barbecue over Memorial Day weekend. Folks who were trying to start a co-op, and folks from smaller co-ops, were thrilled to network with folks from more established ones.

We planned a second gathering for the fall, and word spread: Co-ops as far away as New York and Maryland asked if they could join in. About 50 of us packed into a community room in Swarthmore for that second meeting, which ended with the creation of the Mid-Atlantic Food Cooperative Alliance, a/k/a MAFCA.

Eventually, we came up with a mission statement: "Our purpose is to grow the cooperative economy, provide education about co-ops and build a sustainable and equitable system of healthy, local food production, distribution and consumption." We organized ourselves into working groups, and within a couple of years, we held a conference aimed at providing support for start-up co-ops. More than 100 people attended!

These days, we sponsor two or three gatherings a year at different co-ops throughout the mid-Atlantic region. These events are open to anyone interested in the world of food co-ops. We also host a very vibrant Google group on which members post all sorts of co-op-related information and requests. Lively conversation abounds.

Later this month, on March 25, we'll be meeting at Weavers Way's new store in Ambler. Like all of our gatherings, this



The Mid-Atlantic Food Cooperative Alliance invites you to join them at the Ambler store.

one will begin with a tour of the store. (Someone at one of our meetings once said, "If you've seen one co-op, you've seen one co-op." It's true: no matter how many stores I've seen, I always learn something new on these tours.) We'll have lunch, catered by Weavers Way, of course, and then we'll gather to network and learn from one another. We'll have a few speakers who will talk about the history of the partnership between Weavers Way and the Ambler Food Co-op. We'll also have speakers from other co-ops that have taken different growth trajectories, as well as our regular "popcorn" session, where each co-op present can share something new that's happening at their co-op, or can pose a question or seek advice.

If you haven't been to Weavers Way Ambler, this is a great opportunity to see it. And if you have, this is a great chance to meet dedicated cooperators from across the region — and, of course, eat some great food! The event is free, but please, please RSVP (to me: [wasserkrug@gmail.com](mailto:wasserkrug@gmail.com)) so we can plan properly.

You can find out more about MAFCA at [www.mafca.coop](http://www.mafca.coop), or you can follow us on Facebook.

*Sue Wasserkrug is the chair of the Mid-Atlantic Food Cooperative Alliance.*

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## STAFF CELEBRITY SPOTLIGHT

### Shahriar Eskandari

**Job:** Chestnut Hill Grocery Staff

**Age:** 38

**Where He's**

**From:** Southern Iran, near the Persian Gulf

**Where He Lives**

**Now:** Chestnut Hill, with his husband, Robert

**Why He Left & How He Got**

**Here:** He earned three college degrees in Iran, and was an optometrist with his own business, but emigrated in 2009 fearing he would be persecuted for being gay. "I left everything behind — my family, my country and my friends, and I just took one backpack." He went to Turkey, applied for asylum and lived in refugee housing there for a year and a half before coming to Philadelphia in October 2011. He got his green card a year after arriving, and is in the process of becoming a U.S. citizen.

**How He Got to the Co-op:** He was living in Mt. Airy, and his landlady got him a landscaping job. While there, he met a Co-op member who knew Nazie Dana, another immigrant from Iran who's also a member. The man asked if he could share Shahriar's contact info with her; Shahriar agreed, and he and Nazie struck up a friendship that continues to the present. Nazie advocated (and translated for) Shahriar with then-Chestnut Hill Front End Manager Kamorin Mattern, Store Manager Dean Stefano



and Jon Roesser, who was still head of HR at the time, to hire him as a cleaner in March 2012. He later went on to work the cash register before switching to grocery last year.

**Outside Pursuits:** He's now taking adult-education classes in math and language arts in preparation for returning to college and getting his degree in optometry here.

**Outside Passion:** Cooking. He prepared all the food for

his and Robert's July 2013 wedding reception at their home. "When I was in Turkey, my friend and I rented an apartment, and when I had stress or I was upset or angry or something like that, I'd say to my friend, 'Do you want me to cook for you?'"

**Favorite Co-op Products:** Produce, nuts, dried fruits and spices, Sweetwater breads, Ben Brown's honey, Swiss Villa raw milk, Wholesome Dairy yogurt. ("The taste is like Middle Eastern yogurt.")

**A Little Co-op Love:** "I always enjoy shopping in small and local businesses ... When I met Robert and we got married, I moved to New Jersey, but still I worked here, and it was very difficult, because [it took] three and a half hours for me to get here ... I've learned a lot from the Co-op."

— Karen Plourde

## COOPERATOR OF THE MONTH

### Lina Hartocollis

**Joined Weavers Way:** 2008

**Lives In:** West Mt. Airy, with husband Larry Ceisler and daughter Isabel. (They have five children in all, ranging in age from 17 to 37.)

**Day Job:** Dean of Students for the School of Social Policy and Practice at the University of Pennsylvania; director of the doctorate in clinical social work program there. She's also interim associate dean for academic affairs at the school.

**Why They Joined:** They'd just moved to the neighborhood. Lina was familiar with the Co-op because she's a longtime member of a book group with many members who belong to Weavers Way.

**Why They're Working**

**Members:** "One of the best things about living in this neighborhood is the Co-op ... I believe in it, and if you shop as much as we do, it's nice to have that little discount." Over the years, Isabel and her older sister Hannah have done the family's hours.

**Favorite Co-op Products:** Local apples, Weavers Way Farms produce, anything in bulk, kefir, kombucha, Qorn chick'n tenders, Wyman's frozen blueberries. (They do almost all their shopping here.)

**A Little Co-op Love:** "The Co-op is a wonderful place, because you can avoid having to plan ahead very far ... I like it because it's small. The supermarket experience has never been a pleasing one for me — too big, and too much stuff"

— Karen Plourde



## What's What & Who's Who at Weavers Way

### Weavers Way Board

The Weavers Way Board of Directors represents members' interests in the operation of the stores and the broader vision of the Co-op.

The March Board meeting will be held at 7 p.m. Tuesday, March 6, in the 2nd-floor conference room of the Chestnut Hill Community Center, 8419 Germantown Ave. The April meeting is scheduled for Tuesday, April 3.

For more information about board governance and policies, visit [www.weaversway.coop/board](http://www.weaversway.coop/board). Board members' email addresses are at [www.weaversway.coop/board-directors](http://www.weaversway.coop/board-directors), or contact the Board administrator at [boardadmin@weaversway.coop](mailto:boardadmin@weaversway.coop) or 215-843-2350, ext. 118.

**2016-2017 Weavers Way Board**  
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**Vice President:** Joshua Bloom  
**Treasurer:** Emmalee MacDonald  
**Secretary:** Lisa Hogan  
**At-Large:** Eric Borgstrom, Megan Seitz Clinton, Larry Daniels, Joyce Miller, Joan Patton, Laura Morris Siena, David Woo

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### Weavers Way Mt. Airy

559 Carpenter Lane  
**8 a.m.-8 p.m. daily**  
**215-843-2350**

### Weavers Way Across the Way

610 Carpenter Lane  
**8 a.m.-8 p.m. daily**  
**215-843-2350, ext. 276**

### Weavers Way Chestnut Hill

8424 Germantown Ave.  
**Monday-Saturday, 7 a.m.-9 p.m.**  
**Sunday, 8 a.m.-9 p.m.**  
**215-866-9150**

### Weavers Way Ambler

217 E. Butler Ave.  
**8 a.m.-8 p.m. daily**  
**215-302-5550**

### Weavers Way Next Door

8426 Germantown Ave.  
**9 a.m.-8 p.m. daily**  
**215-866-9150, ext. 221/222**

## HOW TO REACH US

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**Bulk**  
 Sierra Dunn, ext. 379  
[sdunn@weaversway.coop](mailto:sdunn@weaversway.coop)

### Chestnut Hill

**Store Manager**  
 Dean Stefano, ext. 212  
[dstefano@weaversway.coop](mailto:dstefano@weaversway.coop)

**Next Door Wellness**  
 Amira Shell, ext. 220  
[ashell@weaversway.coop](mailto:ashell@weaversway.coop)

**Grocery**  
 James Mitchell, ext. 217  
[jmitchell@weaversway.coop](mailto:jmitchell@weaversway.coop)

**Produce**  
 Josh Magnitzky, ext. 211  
[jmagnitzky@weaversway.coop](mailto:jmagnitzky@weaversway.coop)

**Deli**  
 Ann Marie Arment, ext. 209  
[aarment@weaversway.coop](mailto:aarment@weaversway.coop)

**Prepared Food**  
 John Adams, ext. 209  
[jadams@weaversway.coop](mailto:jadams@weaversway.coop)

**Meat, Poultry & Seafood**  
 Ron Moore, ext. 205  
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### Mt. Airy

**Store Manager**  
 Rick Spalek, ext. 101  
[rick@weaversway.coop](mailto:rick@weaversway.coop)

**Across the Way Wellness**  
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**Grocery**  
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**Produce**  
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**Deli**  
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**Prepared Food**  
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[dballentine@weaversway.coop](mailto:dballentine@weaversway.coop)

**Meat, Poultry & Seafood**  
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[dale@weaversway.coop](mailto:dale@weaversway.coop)

**Bulk**  
 Luis Cruz, ext. 142  
[lcruz@weaversway.coop](mailto:lcruz@weaversway.coop)

**Advertise in the Shuttle**  
[advertising@weaversway.coop](mailto:advertising@weaversway.coop)

**DID YOU KNOW?**  
 You can read the Shuttle online.



[www.weaversway.coop/shuttle-online](http://www.weaversway.coop/shuttle-online)

### Become a Member

Want to play a role in shaping your grocery store? Just complete a membership form in any store or online, make an equity investment and you're good to go! We ask new members to attend an orientation meeting to learn about our cooperative model. You'll receive two hours of work credit for attending. We look forward to meeting you!

### Upcoming Orientations

**Mt. Airy**  
**Wednesday, March 7, 6:30-8 p.m.**  
 Parlor Room, Summit Church, 6757 Greene St.

**Ambler**  
**Thursday, March 15, 6:30-8 p.m.**  
**Saturday, March 24, 1-2:30 p.m.**

Senior Center, 45 Forest Ave.  
 RSVP: [outreach@weaversway.coop](mailto:outreach@weaversway.coop)





# Pre-Order Your Holiday Favorites

## Prepared Food Specialities

Matzo Balls	\$1 ea
Matzo Ball Soup (vegetable or chicken stock, quart size only)	\$9.50 qt
Passover Haroset	\$9.50 lb
Winter Borscht (quart size only)	\$9.50 qt
Assorted Sweet and Savory Kugel	\$9.50 lb
Potato Latkes	\$9.95 lb
Walnut Lentil Paté	\$7.50 lb
Chicken Liver Paté	\$10.99 lb
Freshly Pureed Horseradish with Beets	\$9.95 lb
Whole Braised Brisket with Baby Onions	\$19.99 lb
Dried Fruit and Nut Platter (12-inch platter)	\$36.99 ea
Sweet Potato Tzimmes	\$8.99 lb
Citrus-Roasted Asparagus	\$12.99 lb
Glazed Carrots with Apples	\$7.99 lb
Green Beans with Toasted Almonds	\$12.99 lb
Brussels Sprouts with Shiitake Mushrooms and Leeks	\$10.99 lb
Whole Side Braised Salmon with Cucumber Dill Sauce	\$21.99 lb
Whole Boneless Herb-Roasted Turkey Breast	\$14.99 lb
Braised Lamb Shank with Moroccan-Spiced Sauce	\$10.99 lb
Mashed Potatoes	\$5.99 lb
Mashed Sweet Potatoes	\$5.99 lb

3 LB. MIN. ON ALL ORDERS

## Meat & Seafood Specials

Beef Brisket, brands vary by store	20% off
Empire Kosher Cut-up Chicken	20% off
Esposito Boneless Leg of Lamb	20% off
Esbenshade Naturally Raised Turkeys (frozen)	reg \$2.49 \$1.69 lb
Esposito Boneless Bacon-Wrapped Lamb Roast	\$12.65 lb
Garret Valley Spiral-Cut Ham	\$6.29 lb
Wild Isle Scottish Farm-Raised Salmon (antibiotic-free, sustainable)	\$13.99 lb

Shank bones free with purchase from the Meat Department!

Don't forget to check our catering menus for additional options!

[www.weaversway.coop/catering](http://www.weaversway.coop/catering)

Pre-order from our butchers at all three stores

Ask about house-cut roasts!

Call 215-302-5550, ext. 358, for Ambler Prepared Foods.

Call 215-866-9150, ext. 209, for Chestnut Hill Prepared Foods.

Call 215-843-2350, ext. 102, for Mt. Airy Prepared Foods.

We are happy to accommodate special requests with advance notice. We prefer a week's notice on holiday pre-orders, but will fill last-minute orders whenever possible.



# coop™ basics



## Looking to stretch your grocery budget?

Just look for this logo to find **everyday low prices** on hundreds of items!







FISCAL YEAR 2017 ANNUAL REPORT (JULY 1, 2016-JUNE 30, 2017)

Includes Membership and Farm Report from Calendar 2017 (Jan. 1, 2017-Dec. 31, 2107)

FROM THE GM

Feb 28, 2018

Dear Fellow Member-Owners,

My colleagues and I are pleased to present this year's Annual Report.

The report is an annual reminder that Weavers Way is really not in the grocery business. While it's true we sell groceries, a review of the Annual Report shows our expanding support of local farmers and food producers; our efforts to protect the environment; the workshops we've sponsored to bring people together; and the tremendous number of community partnerships we've fostered. Weavers Way is really in the community business.

This year, as I reviewed the data for the Annual Report, I was particularly struck by our growth in membership — over 8,800 member households at the end of last year, and we're still growing! This extraordinary growth shows the commitment we've made, and the success we've had, in growing the cooperative business model.

This growth is not without challenges. Member participation is one of our core values, and it is essential to keeping our cooperatively owned business strong. But how do we keep so many people — our 8,800 households represent some 20,000 individuals — engaged participants in the Co-op? And how, with active members now living in a geographical area spanning from Center City to North Wales, do we tie us all together, so that we feel part of the same Co-op and feel pride in all the things we do, whether it's a donation to a community partner in Mt. Airy, participation in a community event in Chestnut Hill or hosting a community workshop in Ambler?

In the year ahead, my colleagues and I will be working hard to respond to these challenges. Our goal will forever be to make sure that no matter where you live or how often you shop, you as a member of Weavers Way will feel a sense of connection to the cooperative enterprise you own, and that you'll be proud of the work it does.

Thank you for your ongoing dedication and patronage.



Jon Roesser

WEAVERS WAY'S ENDS

Weavers Way Cooperative Association exists to provide commercial and community services for the greater good of its members and community, to champion the cooperative model and to strengthen the local economy.

As a result of all we do:

- END 1** There will be a thriving and sustainable local economy providing meaningful jobs, goods and services to our members and the community.
- END 2** Our community will have access to high quality, reasonably priced food, with an emphasis on local, minimally processed and ethically produced goods.
- END 3** There will be active collaborative relationships with a wide variety of organizations in the community to achieve common goals.
- END 4** Members and shoppers will be informed about cooperative principles and values; relevant environmental, food and consumer issues; and the Co-op's long-term vision.
- END 5** Members and shoppers will actively participate in the life of the Co-op and community.
- END 6** The local environment will be protected and restored.
- END 7** Weavers Way will have a welcoming culture that values diversity, inclusiveness, and respect.

SALES

Total sales in FY2017 were \$22.3 million, a modest 2.2% increase over the prior year. This was during a time when most brick-and-mortar grocery stores experienced relatively flat sales or sales below prior year. Mt. Airy store sales grew 3.59% while Chestnut Hill store sales grew 0.87%. This represents a slowdown in growth for both stores but given general business conditions in FY17, modest growth puts us ahead of most grocers.

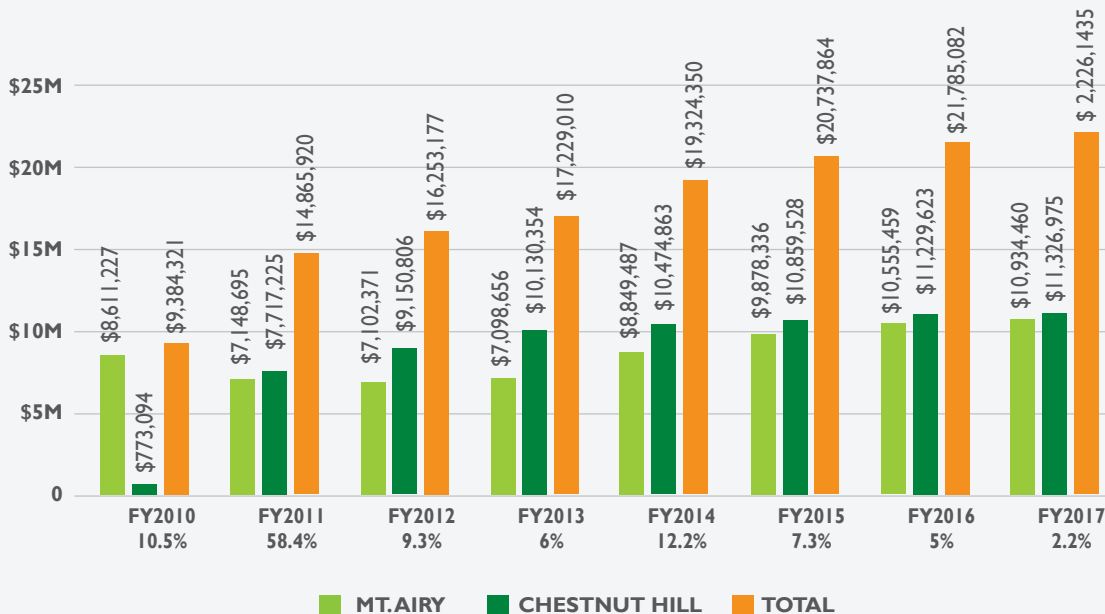
Chestnut Hill store sales growth has been slow since the opening of The Fresh Market's Germantown Avenue location in January 2016. Mt. Airy store sales growth benefited from the opening of Weavers Way Mercantile in November 2016.

The grocery industry continues to experience disruption. In addition to natural and organic foods moving into mainstream markets and the increase in online grocery sales, now Amazon has entered the brick-and-mortar marketplace with its purchase of Whole Foods.

We should expect continued change in the grocery industry and continue to emphasize our differentiators: a commitment to locally grown and produced products, superior prepared foods, excellent customer service and the power of the cooperative business model.



Sales Year Over Year FY2010-FY2017





## LOCAL

Local sales in FY2017 were \$7.7 million; 35% of our total sales of \$22.3 million. (Weavers Way defines “local” as products grown or produced within 150 miles of Philadelphia.) We sold more than 2,770 different local products, purchased from



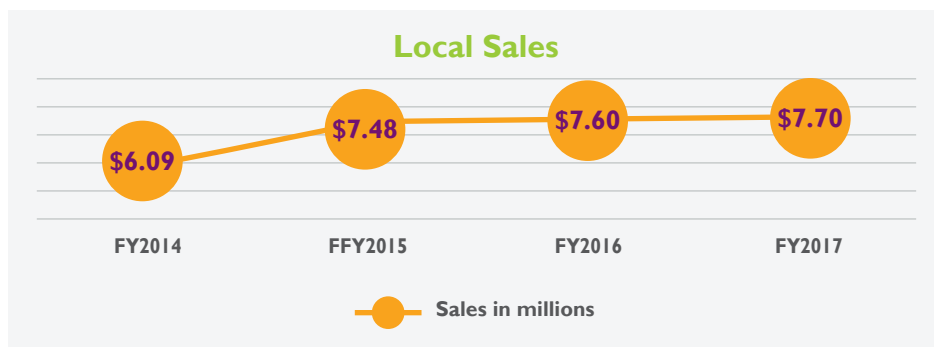
231 vendors. Of those vendors, 170 were non-farm businesses that produce their products locally but their primary ingredients may not be local (e.g., hummus, bread, soap). The rest were farmers or producers whose primary ingredients came from their own operations (e.g., produce, meat, cheese, yogurt).

The \$7.7 million in local sales was distributed between local products, at \$5.9 million, and locally grown products, at \$1.8 million.

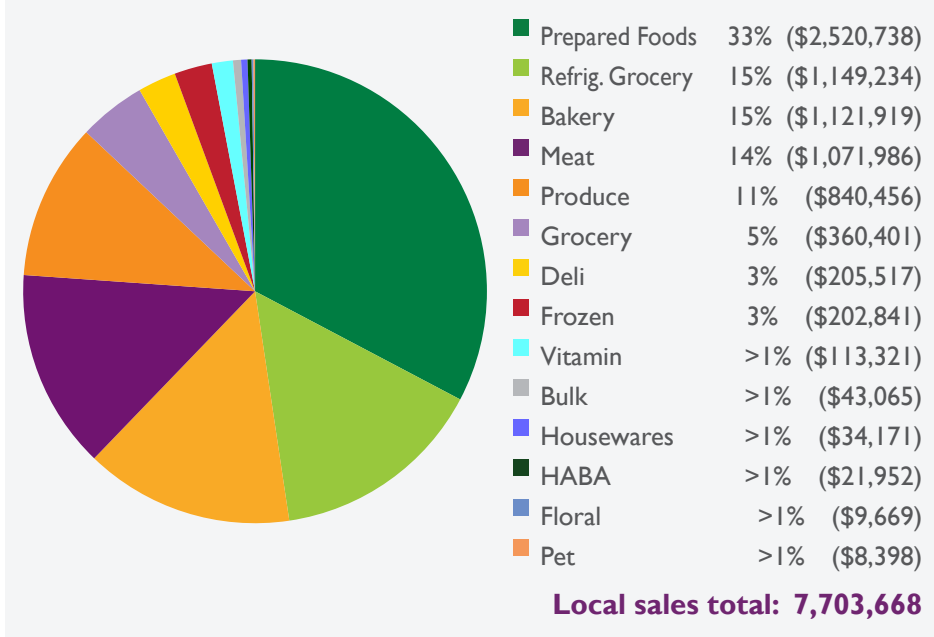
We’ve continued to show growth in local sales, but our ability to significantly replace

non-local products with local products is diminishing — there will never be locally grown bananas or avocados, and many of our packaged and frozen grocery items come from “corporate organic” firms based outside the region.

Over 500 new local products were added in FY17. In one of the biggest changes, we revamped our deli selection to feature Philadelphia’s Dietz & Watson and discontinued Boar’s Head. Dietz & Watson is family-owned and -operated, now in its fourth generation, producing fresh, high quality deli meats. Weavers Way’s staff toured D&W’s state-of-the-art facility in the Tacony section of Philadelphia.



### Local Sales As a Percentage of Total Sales by Department



## WEAVERS WAY FARMS (CALENDAR 2017)

Using organic methods, our farms produce sustainably grown food that is safe and healthy for members of our community to purchase and consume. The farms are valued by Community Supported Agriculture shareholders and Co-op members as beautiful places where all are welcome to visit and participate.

### In the 2017 growing season (Calendar 2017):

We ended our participation in the weekly Headhouse Farmers Market in Old City, which allowed us to add 50 new CSA households and increase sales of farm produce at the Henry Got Crops Farm Market at Saul High School and to the Co-op’s produce and prepared foods departments.

■ We minimally increased our field staff/volunteer labor hours (0.75%) and although our harvest weights decreased slightly (-7.5%), our sales of farm product still increased (1.4%) over the 2016 season.

■ Total sales from farm grown produce in 2017 were \$170,187, up from \$167,648 in 2016. Total sales from farm grown produce plus farm market resale product, before discounts, was \$238,234 in 2017, up from \$204,512 in 2016.

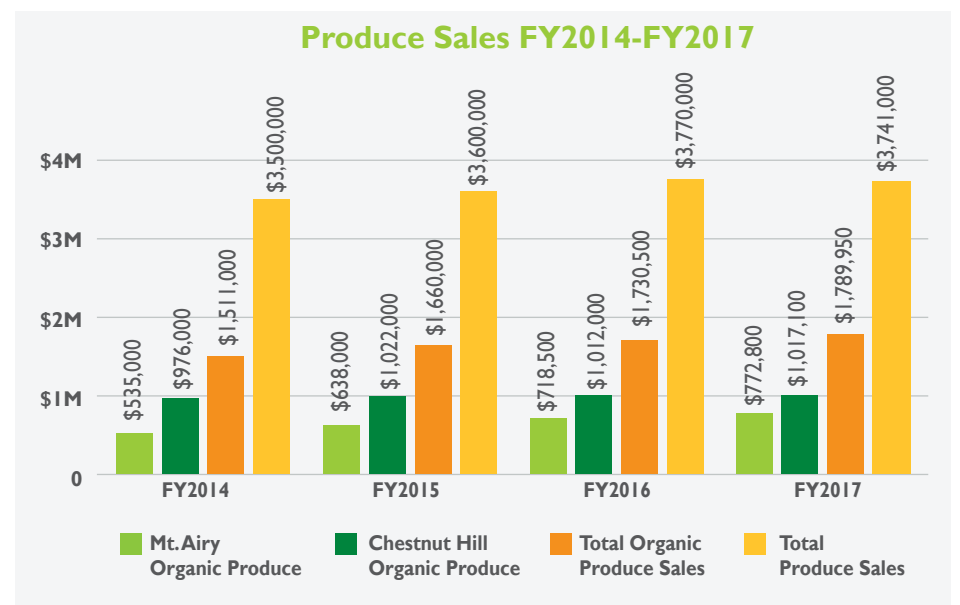
■ Henry Got Crops Farm Market sales eclipsed the previous year, with total sales, including both HGC produce and other local products we brought in, of \$92,573 vs. \$41,536 in 2016. Weavers Way Farms produce sales were \$25,500, vs. just under \$10,000 in 2016.



## ENVIRONMENT

### Organic Produce

One way the Co-op works to protect the environment is through featuring organically grown produce. Overall, organic produce is about 46% of all produce sales, and in FY2017, sales of organic produce were up significantly in Mt. Airy and up slightly in Chestnut Hill.



### Trash and Waste

Each store has two 2-cubic-yard landfill dumpsters and two 2-cubic-yard recycling dumpsters, both picked up six times a week. Mt. Airy and Chestnut Hill also compost vegetable trimmings, coffee grounds and similar materials via the composting operation at Saul High School run by Weavers Way member Scott Blunk. This material amounted to over 90,855 pounds in FY17, compared with 85,000 pounds in 2016. Both of the General Membership Meetings held in FY17 were “Zero Waste” events, resulting in very little waste generation. Members were encouraged to bring their own plates and utensils. Reusable plates and utensils were “rented” to those who did not bring their own.

### Packaging and Supplies

Packaging represents a significant part of Weavers Way’s environmental footprint. Given consumer buying habits, we have struggled to find ways to offer less-environmentally damaging alternatives.

The Co-op uses a great deal of packaging and supplies, such as deli containers, plastic-foam meat trays, office paper, trash-can liners, grocery bags (paper, plastic and cellophane) and plastic food film (390,000 linear feet last year, the first year we counted it). Though we source sustainably to the extent we can and made some progress in FY17, this is an area where there is still much room for improvement. Here are some examples:

- Last year our shoppers took about 134,000 paper bags at checkout and bulk, down from 143,000 the year before.
- About 600,000 plastic bags were used, up from previous years because the FY17 count included deli and bulk bags.
- Disposable gloves went from 268,000 in FY16 to 343,000 in FY17. We are not sure why.
- Trash bags were the same — 24,000 both years, but twist ties dropped from 160,000 to 152,000.
- Plastic deli containers went from 190,000 to 231,000, probably the result of more Prepared Food and Deli sales.
- Foam meat trays went down, from 220,000 to 186,000, in part due to the shift to more prepacked Bell & Evans chicken.

### Bulk Sales

Our bulk departments offer our shoppers the opportunity to reduce their own environmental footprint by reducing their consumption of single-use packaged groceries and bringing their own reusable containers.

BULK	FY2016	FY2017	Change FY16-FY17
MT. AIRY	\$1,037K	\$1,075K	+3.7%
CHESTNUT HILL	\$491K	\$493K	+0.4%
<b>TOTAL BULK</b>	<b>\$1,528K</b>	<b>\$1,568K</b>	<b>+2.6%</b>



## MEMBERSHIP & OUTREACH (CALENDAR 2017)

- We added 2,563 new member households, ending 2017 with 8,801 households, an all-time high for the second year in a row, due in large part to our expansion to Ambler.
- Participation in the Working Member Program rose dramatically. We made a change to classify all new members as working members, allowing them to receive the 5% discount immediately upon joining, rather than having to wait until they completed their household work share. This approach increased the total number of members joining and more than doubled the number of working members, from 1,744 in 2016, to 4,156 by the end of 2017.
- Participation in Food for All, our needs-based member discount program, grew in 2017. In December 2017, 142 members participated, compared with 103 in December 2016. Monthly savings in December 2017 were \$4,042, compared with \$2,417 in December 2016.
- Senior Discount Tuesdays participants in December 2017 numbered 1,134, compared with 830 in December 2016. They saved \$ 14,895 in December 2017, compared to \$12,404 in December 2016.

Community programming in FY2017 engaged more than 1,100 Co-op members around the themes of food and nutrition, health and wellness, sustainability, community and cooperative effort. Whenever possible, all programming was tied to inventory available at the Co-op.

### Some of the most popular of our 62 events were:

- The Wonderful World of Worm Composting
- “From the Ashes” (film)
- Herbal Infusions
- Intro to “Active Hope” (book study)
- Bill Siemering & G-Town Radio
- Food Preservation
- Encore Careers
- Cooking with Beans!
- Ferment Your Own Kimchi
- Intro to Ayurveda
- Improv Cooking
- Native Edibles



### Community Partnerships

Weavers Way supported Food Moxie, the Co-op's affiliated nonprofit, in the following ways in Calendar 2017:

- Donated all food and labor to the Hoedown fundraiser.
- Sponsored the Urban Farm Bike Ride.
- Encouraged customer donations on “Giving Twosdays.”
- Donated cash collected for Chestnut Hill store's self-serve coffee.

### We partnered with these community organizations in a variety of projects:

American Red Cross  
 Awbury Arboretum  
 Creekside Co-op  
 C.W. Henry School  
 Delaware Valley Regional Food Co-op Alliance  
 Doylestown Food Co-op  
 Enon Tabernacle Baptist Church  
 Friends of the Wissahickon  
 Germantown United Community Development Corp.  
 GMO Free PA  
 G-Town Radio  
 Health Center #9  
 Historic Germantown  
 Interfaith Power and Light  
 Kensington Community Food Co-op  
 Maddie Dixon Food Cupboard  
 Mt. Airy Art Garage  
 Mt. Airy USA  
 Northwest Village Network

Pennsylvania Horticultural Society  
 Philabundance  
 Philadelphia Area Cooperative Alliance  
 Philadelphia Beekeepers Guild  
 PSPCA  
 Ralston My Way  
 Schuylkill Center for Environmental Education  
 South Philly Food Co-op  
 W.B. Saul High School

### We also made a total of \$7,164 in cash donations. Recipients were:

Big Backyard Nursery School  
 C.W. Henry School  
 Cooperative Nursery School  
 Food Moxie  
 Jewish Farm School  
 Mt. Airy USA  
 Peter Javicas Memorial  
 Philadelphia Area Cooperative Alliance  
 Philadelphia Youth Basketball

Ronald McDonald House  
 St. Paul's Center  
 Sustainable Business Network  
 Unitarian Society of Germantown  
 Wissahickon Day Parade  
 YES! And Collaborative Arts

### The Environment Committee's annual grant program distributed a total of \$3,083 to these organizations:

Awbury Arboretum  
 East Falls Tree Tenders  
 Families for Houston  
 Friends of Gorgas Park  
 Historic Germantown Preserved  
 Norwood Academy  
 Philadelphia Landmarks – Grumblethorpe  
 Roxborough Development Corp  
 Roxborough YMCA  
 Spiritual Freedom Ministry  
 Springside Chestnut Hill Academy  
 Waterview Recreation Center



## EMPLOYMENT

### Wages & Benefits

- The Co-op's starting pay rate is \$10.50. This was once considerably above industry standards but in recent years competitors, responding to a tightening labor pool, have increased their starting wage to the point where our starting wage is now closer to what is typical. Entry level employees receive performance-based step raises that take their pay rate to \$11.50 by their one-year anniversary. Current business conditions prohibit us from being able to raise our starting wage at this time but we are hoping to build an increase in our starting wage into the FY2019 budget.
- All Weavers Way employees receive paid time-off benefits and a staff discount, and are eligible for the staff bonus plan. Employees who work at least 30 hours a week are also eligible for medical and dental insurance (this is currently a requirement of the Affordable Care Act, though the Co-op extended this benefit prior to the ACA and will continue to do so regardless of what happens with the ACA). Employees who work at least 35 hours a week receive life insurance and short- and long-term disability insurance.

### Employment & Staff Diversity

Staff number increases in FY2017 reflect preparation for the opening of our third store.

Year	Total	FullTime	PartTime	Women	Men
2016	186	119 (64%)	67 (36%)	92 (49%)	94 (51%)
2017	261	170 (65%)	91(35%)	126 (48%)	135 (52%)

Racial diversity is tracked using standard EEOC classifications. All newly hired employees are given an opportunity to self-identify their race based on guidelines provided by the EEOC. We will continue to make a concerted effort to improve our diversity recruiting efforts in the year ahead.

### Staff Diversity

	All Weavers Way		Admin		Mt. Airy		Chestnut Hill		Ambler		Farm/Food Moxie	
	Total	Non-white %	Total	Non-white %	Total	Non-white %	Total	Non-white %	Total	Non-white %	Total	Non-white %
2016	186	28	24	21	66	16	86	42	N/A	N/A	8	13
2017	261	28	34	18	66	19	84	44	68	25	9	22

