



GOOD
FOODS
CO-OP

FRESH BITES

ANNUAL OWNERS REPORT
and NEWSLETTER

-MARCH 2017-

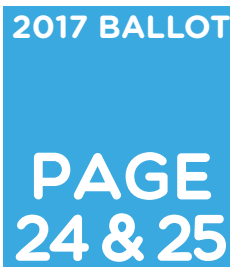
what's INSIDE

SAVE THE DATE:
Co-op Events

PAGE 4



ANNUAL OWNERS REPORT



YOU'RE INVITED

GOOD FOODS CO-OP

ANNUAL OWNERS MEETING

CELEBRATING 45 YEARS

Saturday, April 22 | 5 - 7 pm | Lyric Theatre

- 5 - 6 pm: Enjoy refreshments, drinks and music
- 6 pm: Owner Meeting begins
 - GM & Board Report
 - Mary Berry on "Cooperation Among Co-ops"
 - Andrea James on "Concern For Community"
 - Short film on Good Foods history

Win gift baskets, meet other owners & it's family friendly!

Reserve your spot at www.goodfoods.coop

We're teaming up with ReStore and the Southland Association to make our neighborhood beautiful! Meet in our parking lot on **SATURDAY, APRIL 29 AT 9 AM** to get to work. We'll provide the gear and refreshments.



on the table
your voice matters.

March 15, 2017

JOIN THE CITY-WIDE DISCUSSION

On Wednesday, March 15, neighbors, friends, associates and even complete strangers will gather to sit down together and discuss Lexington's future. Good Foods Co-op is proud to offer our cafe as a meeting place that day. We'll host our discussion at 6 pm. Come with ideas for improving our city, a list of things you'd like to make better and a willingness to listen to other ideas brought to the table. To find more information and to RSVP, find the event on Facebook, "On The Table at Good Foods". We hope to see you there!

SATURDAYS ARE FOR TRIVIA



In February we introduced trivia to our cafe. Every Saturday at 7 pm, teams and individuals have gathered for a battle of the brains. The trivia consists of multiple rounds, each round featuring a different topic. The Co-op has partnered with Local Trivia Action to tailor trivia topics and questions that are family friendly, so younger kids can come along and older kids may even like to participate. The top three teams go home with prizes: 1st place gets a \$30 Good Foods gift card, 2nd gets \$20 to spend at the Co-op, and 3rd place gets \$10. Think you've got what it takes to take home first place? Grab your smartest friends and join us Saturday night in the cafe!

OWNER TOWN HALL SUNDAY, MARCH 12

The Good Foods Board of Directors would like to invite all owners to their first of three Town Hall meetings for 2017, happening Sunday, March 12 from 7-8:30 pm in the Community Room. This is a perfect opportunity for owners and board members to meet and discuss important topics face-to-face. Owners can come with questions, suggestions or simply observe the democratic process of being an owner.



Seeds & Sprouts

SPRING FESTIVAL

Saturday, March 18
11 am - 3 pm

Join us at the Co-op to make your own insect hotel, swap seeds, learn about growing a veggie scrap garden and MUCH MORE!

FREE & family-friendly!



SAVE THE DATE

MARCH

March 12, Owner Town Hall, 7 - 8:30 pm

March 15, On The Table, 6 pm in cafe

March 17, St. Patrick's Day Buffet

March 18, Seeds & Sprouts Spring Festival, 11 am - 3 pm

March 24 - 27, Owner Appreciation Days

APRIL

April 22, Annual Owners Meeting, 5 - 7 pm

April 29, Great American Clean up, 9 am

MAY

May 5, Cinco De Mayo Buffet

May 13, Southland Street Fair, 3 - 8 pm

GIVE
WHERE
YOU
LIVE



THANK YOU!

We have raised **\$27,044.38** for our Give Where You Live Program since last May from "rounding up" at our registers. Because of your generosity, these local organizations benefitted from GWYL:

The Nest, Central Kentucky Radio Eye, GleanKY, Seedleaf, Habitat for Humanity, Bluegrass Rape Crisis Center, God's Pantry, Good Foods Charitable Foundation, Catholic Action Center, Hope Center, The Arboretum and Lexington Humane Society.

INTRODUCING



HOW-TO >>>

**STEP 1:
GRAB A BAG**



AFFORDABLE

**STEP 2:
LOOK FOR THE**



**DOTS AND
FILL'ER UP!**

**STEP 3:
PAY JUST**

\$10

AT CHECKOUT!



ONLY AT



**GOOD
FOODS
CO-OP**



ROB WALKER
PRODUCER MANAGER
'FILL IT FRESH'

Good Foods Co-op's Fill It Fresh program is staged to showcase our Produce Department's wide variety of healthy fruits and veggies. Our weekly Fill It Fresh selections will include both organic and local produce. Yes, local produce. Everyone's favorites like broccoli and kale will be mainstays of the program,

along with an assortment of seasonal delights. Fill It Fresh will allow your taste buds to experience most of our fresh produce at an economical price. Our produce buyers are committed to ensuring that Good Foods Co-op continues to offer the best produce in town for our customers. So stop by, say hi and Fill It Fresh.



4 WAYS TO SAVE

coop
deals
WEEKLY SALES
EVERYONE CAN TAKE
ADVANTAGE OF

coop
basics
EVERYDAY LOW PRICES
ON YOUR FAVORITE
STAPLES

owner
deals
OWNERS CAN ENJOY
EVEN DEEPER
DISCOUNTS

FILL IT FRESH
1 BAG OF FRESH
PRODUCE FOR
JUST \$10

HONEY MUSTARD GLAZED SALMON

INGREDIENTS

- 1/4 cup Dijon mustard
- 1/4 cup whole-grain mustard
- 1/4 cup honey
- 2 tablespoons soy sauce
- 1 garlic clove, minced
- 1 1/2 teaspoons finely chopped thyme
- 4, 6oz skinless salmon fillets
- Olive oil, for brushing
- Salt & Pepper

DIRECTIONS

1. In a medium bowl, whisk the mustards with the honey, soy sauce, garlic and thyme.
2. Light a grill and oil the grate. Brush the salmon fillets with oil and season with salt and pepper.
3. Grill the salmon fillets skinned side down over moderate heat for about 3 minutes. Turn and grill about 3 minutes longer, until the salmon is nearly cooked through. Brush both sides of the salmon with the honey mustard and grill, turning frequently, about 1 minute. ENJOY!



JON REED
MEAT & SEAFOOD MANAGER

IT'S GRILLIN' TIME

Spring is in the air and you know what that means; it's time to get our grills a-going. Good Foods has everything you need to fill your grill. Our local, pasture-raised beef, pork or chicken are always a great option.

If you are wanting to grill something with a special flair try our Bristol Bay Caught Wild Salmon fillets. They are easy to prepare, delicious and nutritious. Want to learn more? Visit www.caughtwildsalmon.com.



OWNER APPRECIATION DAYS

March 24 - 27

September 8 - 11

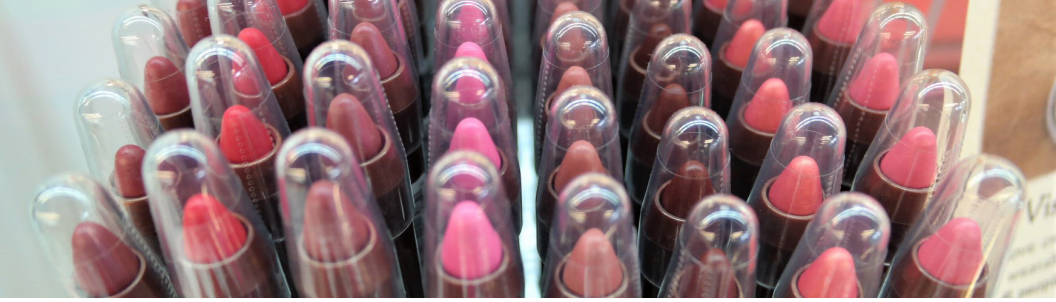
Mark your calendars for our TWO Owner Appreciation Day periods for 2017 where owners can save **20% off ALL PURCHASES**. Last day to special order for March OAD is Wednesday, March 15.



WE ARE A CSA PICK-UP LOCATION!

As we continuously work to deepen our commitment to local and sustainable agriculture, your co-op is happy to announce that we will serve as a CSA pickup location for both Elmwood Stock Farm and Lazy Eight Stock Farm in 2017.

Co-op shoppers interested in adding a CSA pickup to their co-op shopping routine can sign up on each farm's respective website. Be sure to select Good Foods as your pickup location!



After many customer requests, we're offering a carefully curated selection of makeup and jewelry. There's a common theme among them:

RESPONSIBLE INGREDIENTS AND MATERIALS.



That starts with our **MINERAL FUSION** Makeup, nail color and skin care products. Their all-natural cosmetics line is free of parabens, artificial colors, fragrance, talc, gluten and is hypo-allergenic and never tested on animals. That's probably why it's the #1 selling natural cosmetic brand, having gained a loyal following for its skin benefits and sensitivity.



From nourishing your skin to adorning it, our new selection of jewelry is truly unique and perfect for giving gifts (to others or yourself!).

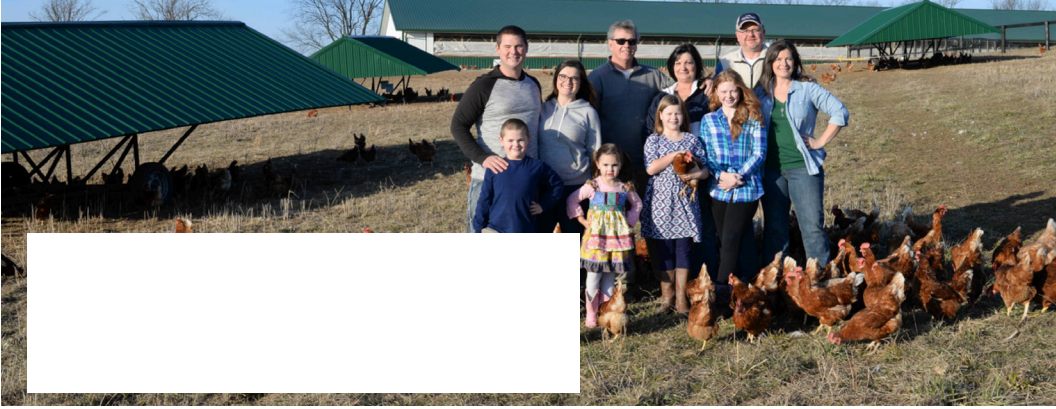
MAYAPPLE CREATIONS are handmade with care right here in Lexington and feature materials like 100% recycled tarnish-resistant Argentium Sterling Silver, Fair Trade recycled glass and sweatshop-free beads.



Speaking of **FAIR TRADE JEWELRY**, we're offering a selection of imported pieces from Peru, like the silver cuffs pictured left. All pieces are expertly crafted by Peruvian artisans who earn a fair wage for making their eye-catching creations.

Stop by the Wellness counter and try on necklaces or see how that new mineral foundation feels on your skin. Whatever you buy,

YOU CAN BE SURE IT'S GOOD FOR YOU AND THE PLANET.



The Caudill & Rowe Family | **STONE FALL FARM** **WINCHESTER, KY**

Established in 2014, Clark County's Stone Fall Farm is a KDA certified organic family farm. The Caudill & Rowe families started with a flock of 16 hens, now they produce 6,000 eggs daily. The whole operation is a true family affair. Papaw Lee tends to the barn and the fences, Nana Donetta and sisters DeAndra and Desiree collect the eggs and make the deliveries, and their husbands Ollie and Brian lend a hand when they aren't off the farm working their other jobs. Even the littlest ones help by washing and packing the eggs on the weekend and gleefully swinging open the barn doors when the hens head out to the pasture each morning. Speaking of pasture, the hens enjoy access to 18 rotationally grazed organic acres. They're also treated to the highest quality organic, non-GMO feed and constant access to fresh air and water, even while they roost.

Stone Fall Farms is part of the Kentucky Proud program and has the added distinction of being a member of Homegrown By Heroes thanks to family member Brian Caudill's service in the US Marine Corps. The Caudill & Rowe families are proud to bring their incredible eggs to Good Foods shoppers, and they hope you enjoy the delicious fruits of their (and their hens') labor!





ALICIA HULLINGER

BOARD PRESIDENT

Board Report

Co-operatives are based on a set of principles and values that inform all our work at Good Foods. The first principle is open membership which means we are open to all, without gender, social, religious, political, or racial discrimination. The principles and values set the tone in how we conduct business. Our co-op brings people from all backgrounds together and builds community through shared ownership and democratic control. We are different from most enterprises because we are a co-operative using our values and principles to guide us through challenging times such as we are facing today.

Our environment has changed and it appears that we have reached a stable, 'new normal' phase. We are experiencing intense competition from a multitude of retail grocery stores that have jumped on the 'good foods' bandwagon by offering more natural, organic, and local foods. We have also become more divisive as a country. To address the first issue we have restructured our pricing to offer lower prices, updated our store to make for a more pleasant experience, and have begun hosting events such as Trivia night. As for the second issue, we continue to serve and welcome ownership to ALL people.

Because our cooperative business model serves as the foundation for our actions we are confident we will weather the storm. Let's look to two of our principles for guidance: Cooperation among Cooperatives and Care for Community.

PRINCIPLE 6: COOPERATION AMONG COOPERATIVES

Operating as a cooperative, we believe that we are stronger together and value democracy, equality, equity, and solidarity. We work together to build a thriving co-operative economy that is open to everyone.

As we look to innovate and launch our next chapter, we can use our unique cooperative model as the basis for creative possibilities. Jessica Gordon Nembhard, a Professor of Community Justice and Social Economic Development at the City University of New York (CUNY) and a cooperative scholar, calls for a "cooperative commonwealth" of "local



solidarity economies” that is created from the bottom up. This line of innovative thinking is at the heart of our cooperative principles. Imagine grassroots cooperative businesses working together at the local, regional, national, and international levels. Consider the possibilities when we coordinate democratic, community-based, and economic practices. We welcome your ideas by sending us an email (board@goodfoods.coop) or chatting with Board members in person.

PRINCIPLE 7: CONCERN FOR COMMUNITY

When we work together as a community with universal values toward common goals we flourish. Diversity is an important factor contributing to a flourishing community. A flourishing community is one in which individual interests are balanced with collective desires for the common good. Every individual has an important role to play in society.

One way we demonstrate care for community is by working with local vendors. In 2016, we partnered with 258 vendors, making up 28.8% of our annual sales. Another way we show care for community is through our Give Where You Live Program. In 2016, we donated \$22,793.73 to 10 local organizations. Finally, the Board sponsored our first Town Hall meeting in the fall of 2016 to provide Board members and owners a formal time for dialogue. We plan to hold three Town Hall meetings a year, so we hope to see you at the next one.

In order for the co-op to remain a thriving business, we need to increase sales so we can reinvest in our infrastructure, staff, and community. Declining sales have necessitated tough budget choices—cutting back in some areas while not investing in others. The Board is optimistic about our future because 1) our General Manager has a business plan in place to address the declining sales, including a marketing plan that emphasizes our local character and 2) our cooperative spirit along with our shared vision and principles and values will guide us during these challenging times.





BILL BICKFORD **GENERAL MANAGER**

Manager Report

2016 was certainly an interesting year, both for Good Foods Co-op and the world at large. For our co-op, the most significant trend was a continuation of what we saw in 2015—increasing competitive pressure in the natural foods marketplace from both new and existing retailers.

Long gone are the days when co-ops had little to no competition for sales of natural and organic foods. Instead, co-ops across the nation are fighting to carve out a space for themselves in a market saturated by natural foods retailers, conventional supermarkets, and even online delivery or pickup services. Competition is everywhere we look, and there are only so many grocery dollars in Lexington to go around.

While the challenge before us is great, I am confident in our ability to succeed in the end. Why? Because we have one thing



that the competition can never truly duplicate—a genuine commitment to serving our local community and building a more just and sustainable food economy. Our co-op’s Ends and the values and principles shared by co-ops around the world provide the guidance necessary to weather our current challenges, thrive into the future, and most importantly, to have a positive impact on the world around us.

And positivity seems to be needed now more than ever in our country and our community. Unity, diversity and a vote for every voice are American values as well as co-op values. During these divisive times, Good Foods Co-op reaffirms its commitment to human rights, fairness and diversity. Now and throughout our history, we look to the cooperative values established by the International Cooperative Alliance to guide and remind us of the importance and purpose of co-ops in the U.S. and around the world.

WE VALUE EQUALITY - treating each person with kindness, respect and humanity.

WE VALUE EQUITY - working toward a more just use of our collective wealth and power.

WE VALUE SOLIDARITY - understanding that we achieve more good working together than we do when fostering division between us.

WE VALUE HONESTY - conducting ourselves with transparency, truthfulness and integrity.

WE VALUE SELF-RESPONSIBILITY - taking ownership of our actions, and knowing that we each have an important role in the success of the cooperative economy and in the overall common good.

WE VALUE SOCIAL RESPONSIBILITY - knowing we have a shared obligation to support our planet and all people living on it, including the most vulnerable within our communities.

WE VALUE DEMOCRACY - understanding we all succeed when everyone has an opportunity to share their voice.

These shared values are not simply words on paper. They have been the very foundation of the cooperative movement, and they serve as a beacon that shall continue to guide us in 2017 and beyond.



FINANCIAL REPORT

As noted in the GM Report, your co-op continues to face a challenging competitive environment. Sales declined in 2016 for the second consecutive year following the opening of two major natural food competitors in January and September last year. And while we have done our best to adjust expenses downward to meet this challenge, the co-op ultimately failed to produce a positive net income in 2016.

WHY IS THE NET INCOME NEGATIVE?

The short answer is simple. As sales have declined, our Margin Minus Labor—the amount of money left over after paying Cost of Goods and Personnel, our two largest expenses—has become insufficient to cover all the various other costs of doing business.

This is not to say that either our margin or personnel expenses are particularly out of line compared to

other co-ops of our size. Our margin is actually quite strong, due in particular to the size of our deli operation. And our labor percentage, while also slightly above average, is still well within the normal range compared to co-ops nationally. Rather, the decline in sales revenue has created a situation where all of our other expenses take up a greater proportion of our gross income, limiting our ability to produce a profit.

Many of these expense categories are non-discretionary. That is, they cannot easily be reduced no matter how much sales might decline. Rent and utilities have to be paid, equipment must be fixed when it breaks down, and so on. These Occupancy Expense items in particular have grown significantly as a proportion of overall revenue. With rent increasing each year and sales falling, ending the year with a profit becomes increasingly difficult. For this reason, it is critical that your co-op work to increase sales going forward, which will require serving our current shoppers well while also attracting new ones.



THE GOOD NEWS?

Negative net profit is never fun, but there are still reasons to be optimistic regarding the co-op's current financial standing:

WE'RE STILL CASH-POSITIVE.

While net profit was negative last year, the co-op still retains the ability to produce positive cash flow. How is this possible? Because one of our larger expense categories, Depreciation Expense, is greater than our overall loss. This is considered a non-cash expense, as it reflects cash invested in various assets over the course of previous fiscal years. In other words, it reflects cash that was actually spent in years prior to 2016. So it is possible for the co-op to increase its cash balance even with negative net profit.

OUR BALANCE SHEET REMAINS STRONG.

We continue to have a strong cash balance. We also have almost no long-term debt, and what we do have is to individual co-op owners from previous expansion efforts. The strength of our balance

sheet affords us both time and flexibility in responding to the current competitive environment and our profitability challenges.

WE'RE NOT ALONE.

While it may be small consolation, we are far from the only natural foods retailer struggling in the current competitive environment. Many other co-ops are facing similar challenges, and it's not just co-ops either. Many national and regional natural foods retailers have reported flat or declining same-store sales due to increased competition. We are experiencing a period of hyper-competition with almost every retailer in the country looking to cash in on the tremendous growth in natural foods. Almost by definition, this period of hyper-competition cannot last indefinitely, and we appear to be approaching the point of maximum saturation in our immediate trade area. Good Foods is committed to weathering this competition and—with the help of our friends at National Co-op Grocers and our co-op peers around the country—emerging stronger as a result.



FINANCIAL REPORT

INCOME STATEMENT	2016			2015		
Net Sales	\$	10,416,391	100.0%	\$	11,576,179	100.0%
Cost of Goods	\$	6,333,201	60.8%	\$	7,011,393	60.6%
Gross Margin	\$	4,083,189	39.2%	\$	4,564,786	39.4%
Personnel Expense	\$	2,524,248	24.2%	\$	2,875,636	24.8%
General & Administrative	\$	1,756,630	16.9%	\$	1,869,088	16.1%
Total Expenses	\$	4,280,878	41.1%	\$	4,744,724	41.0%
Net Operating Income	\$	(197,688)	-1.9%	\$	(179,938)	-1.6%
Other income/Expense	\$	29,750	0.3%	\$	50,411	0.4%
Interest Expense	\$	(15,214)	-0.1%	\$	(16,105)	-0.1%
Net Income*	\$	(183,153)	-1.8%	\$	(145,632)	-1.3%
* before provision for Income Tax and Patronage Rebate						

BALANCE SHEET	2016		2015	
Cash	\$	782,085	\$	799,398
Inventory	\$	446,464	\$	425,245
Other Current Assets	\$	53,216	\$	121,146
Current Assets	\$	1,281,766	\$	1,345,789
Property and Equipment	\$	1,330,326	\$	1,553,419
Other Assets	\$	234,155	\$	236,213
Total Assets	\$	2,846,247	\$	3,135,421
Current Liabilities	\$	543,894	\$	709,330
Long-term Debt	\$	228,100	\$	221,600
Total Liabilities	\$	771,994	\$	930,930
Owner Equity	\$	1,657,213	\$	1,604,297
Retained Earnings	\$	417,040	\$	600,194
Total Equity	\$	2,074,253	\$	2,204,491
Total Equity and Liability	\$	2,846,247	\$	3,135,421



FOCUS ON ENDS

Good Foods Co-op is at the forefront of a vibrant cooperative economy. Our owners, employees, customers, and partners enjoy:

- An equitable and sustainable food system
- Stronger local food enterprises
- Access to education that cultivates food citizenship
- Access to healthy food for all

EQUITABLE AND SUSTAINABLE

In 2016, we added shelf tags that help shoppers identify certain desirable product attributes that we might associate with a more equitable and sustainable food system—attributes such as fair trade, organic, non-GMO, cage free, and antibiotic free. We're happy to report that many of the categories increased in total dollars despite an overall sales decrease, and all of them increased as a percent of store sales.

	EQUITABLE/SUSTAINABLE PRODUCT ATTRIBUTES							
	2015				2016			
	DOLLARS		UNITS		DOLLARS		UNITS	
TOTAL STORE	\$ 11,576,179.00	%	1214435	%	\$ 10,416,390.73	%	1092521	%
FAIR TRADE	\$ 149,711.35	1.3%	29976	2.5%	\$ 164,907.29	↑ 1.6%	37785	↑ 3.5%
NON-GMO	\$ 1,577,067.44	13.6%	432528	35.6%	\$ 1,432,534.88	↓ 13.8%	390752	↓ 35.8%
ORGANIC	\$ 1,665,109.23	14.4%	427831	35.2%	\$ 1,518,249.05	↓ 14.6%	392627	↓ 35.9%
CAGE FREE	\$ 104,117.45	0.9%	27849	2.3%	\$ 121,133.32	↑ 1.2%	27743	↓ 2.5%
ANTIBIOTIC FREE	\$ 283,156.86	2.4%	58051	4.8%	\$ 296,178.68	↑ 2.8%	59078	↑ 5.4%



STRONGER LOCAL FOOD ENTERPRISES

Supporting the local food economy is a vitally important part of Good Foods' identity and mission. Last year, your co-op was able to slightly increase the overall percentage of store sales that went toward various local food enterprises. More significantly, we increased actual dollars going directly to farmers and producers, where the economic impact of the co-op's purchases is greatest.

PURCHASES FROM LOCAL FOOD ENTERPRISES								
	2013		2014		2015		2016	
TOTAL STORE	\$ 11,690,769	100.0%	\$ 12,047,709	100.0%	\$ 11,576,179	100.0%	\$ 10,416,391	100.0%
PURCHASES								
Local distributors	\$ 896,500	7.67%	\$ 983,882	8.17%	\$ 1,264,817	10.93%	\$ 1,007,158	9.67%
Local farmers	\$ 566,201	4.84%	\$ 561,539	4.66%	\$ 552,894	4.78%	\$ 564,703	5.42%
Local producers	\$ 591,269	5.06%	\$ 483,259	4.01%	\$ 495,186	4.28%	\$ 511,740	4.91%
TOTAL LOCAL PURCHASES	\$ 2,053,970	17.57%	\$ 2,028,680	16.84%	\$ 2,312,897	19.98%	\$ 2,083,601	20.00%

HEALTHY FOOD FOR ALL

Two of our more prominent programs for removing barriers to food access over the past two years are our Basics program and our participation in Bluegrass Double Dollars, both designed to improve the affordability of healthy food. Each of these programs saw growth in 2016, both in total dollars and in percent of overall store sales.

	2015				2016			
	DOLLARS		UNITS		DOLLARS		UNITS	
TOTAL STORE	\$ 11,576,179	%	1214435	%	\$ 10,416,391	%	1092521	%
BASICS	\$ 288,404	2.49%	92629	7.63%	\$ 318,329	↑ 3.06%	↑ 101921	↑ 9.33%
BLUEGRASS DOUBLE DOLLARS	\$ 10,483	0.09%			\$ 10,916	↑ 0.10%	↑	↑

YOUR CO-OP STAFF IS WORKING HARD TO CONTINUOUSLY IMPROVE YOUR SHOPPING EXPERIENCE! HERE ARE SOME THINGS TO LOOK FOR IN THE COMING MONTHS...



FILL IT FRESH

Our brand-new Fill It Fresh program launched March 1st. We are super excited to share this new offering with our owners! For a flat price of \$10, customers can fill a bountiful bag with fresh, nutritious and delicious produce. Look for the red dots in our produce department for eligible Fill It Fresh items, with a rotating selection available each week! We believe this program will offer tremendous value to our current owners and shoppers while also working to meet our Ends policy of providing access to healthy food for ALL of our community.



MORE GRAB & GO

Did you know that our small grab & go deli selection has become one of the fastest-selling categories in the entire store? This was an area of growth for the co-op in 2016, which is in keeping with trends at most co-ops and natural foods retailers. We believe this is a strength the co-op can build upon! Look for a new grab & go cooler



to be installed in late spring that will allow us to significantly expand our offerings of fresh and convenient meal solutions from our fabulous kitchen staff.



CAFE IMPROVEMENTS

Leveraging another area of strength, your co-op will be making some improvements to our café dining experience in 2017. New tables and chairs, improved outdoor seating and lighting, and a more versatile and inviting Community Room layout should all be in place by this summer.

Our goal is to provide the most comfortable dining experience possible and to make our café an even more appealing destination for both lunch and dinner.



CHARITABLE FOUNDATION

The Good Foods Charitable Foundation is getting ready for the 2017 grant making season! Calls for proposals will be announced in mid-March. Applicants will be informed of grant decisions in mid-April. Organizations awarded grants will be invited to our Annual Owners Meeting on April 22. At the AOM, awardees will receive their grant checks and have the opportunity to share the work they do in the central Kentucky region.

Non-profits, public schools, and exempt governmental units serving the central Kentucky area are eligible to apply. Applications for funding should be for programs

or initiatives that directly relate to at least one of the Good Foods Charitable Foundation areas of grant making focus.

Those areas of focus are:

- Developing the local food system in central Kentucky
- Promoting food citizenship
- Increasing food access
- Promoting the cooperative business model

Funds requested should be no less than \$500 and no greater than \$2,500. Please note that organizations may submit only one request per grant cycle. So get your amazing idea on paper and ready to send in!



MEET THE 2017 BOARD CANDIDATES



KATE SEAGO

As a membership organization, it is important for the Co-op to have members step forward and serve on the board and committees. I became a member in 2003 and have served on the former Nominating Committee. Running for the board is a logical next step. I discovered the Co-op while developing a more plant centered diet. Good Foods played a large role in increasing my knowledge about organic foods, using local produce and the food system. I am interested in serving

on the board to ensure that Good Foods is there to play this role for others. The diversity of viewpoints and educational elements of the Co-op provide people access to information along with food and other products.

And as a librarian, I find Good Foods educational aspects dovetailing nicely with my profession's goal of providing access to information to others. In addition to my role as a librarian, I am also a yoga teacher, and middle level manager at the University of Kentucky Libraries. I hope I can bring skills of evaluating options, assessing data and developing plans that work well for long term health and success of the organization to the Board.



ASHTON WRIGHT

I am a Lexington native and grew up shopping at the Co-op with my parents. Soon after moving back to Lexington in 2011 to start my doctorate at the University of Kentucky College of Public Health, I became a Co-op owner. While working on my doctorate I had the opportunity to work with Tweens Nutrition and Fitness Coalition on several community-based prevention marketing research projects aimed at improving healthy food access in Lexington. I currently serve as the City of Lexington's Local

Food Coordinator and oversee the Bluegrass Farm to Table program. Bluegrass Farm to Table exists to support food-related agricultural development and the improvement of nutritional health in the region. My current position has afforded me the opportunity to work with farmers, local food producers, policy makers, non-profits, and consumers to build a more vibrant local food economy. I'm honored to be on the ballot for the Co-op Board and if selected, I will work diligently to support the mission of the Co-op, its staff, and my fellow board members. I feel strongly about the cooperative values that Good Foods was built upon and I look forward to having the opportunity to serve the Co-op during this exciting chapter.



UP FOR RE-ELECTION



JOEL DIGIROLAMO

It has been an honor as well as a pleasure to serve on the Good Foods Co-op Board these last three years. As you know these have been difficult years for us and the staff has put in an extraordinary effort to maintain the vibrant community we collectively have built. During this time I have contributed to the co-op by doing a formal job analysis

of the General Manager position, developing a situational interview and leading the process to select our new General Manager.

I repeated this sequence of tasks for prospective Board members as the Board took on the duty of recruiting and nominating candidates. I would be honored to serve another three years on the Board to continue working with you, our owners, staff, my fellow Board members, and our General Manager to ensure that Good Foods Co-op remains a resilient and vibrant enterprise.



ROB WALKER

I first would like to say that it was a great honor to be the first employee/owner to be elected to serve you as a board member. We've been hard at work the past three years with hiring a new GM, updating board policies and evaluating expansion possibilities all while ensuring the needs of our owners are

consistently represented. I'm currently serving on the Co-op film committee as well as on the Co-ops Charitable Foundation board. While I'll admit that this has been a considerable time commitment, it's been extremely rewarding and I respectfully look forward to potentially serving you again after the upcoming election. While our current board has completed some important work the last three years, the next three years will have its own challenges to which I feel my experience as an owner and employee can continue to be beneficial in serving your needs.

VOTE EARLY. VOTE ONLINE.

Cast your vote online for the board candidates and Give Where You Live partners at www.goodfoods.coop. Quick, easy, done! Online and mailed ballots must be received by April 20.

FILL OUT

Important! You must fill out this panel completely for your mail-in vote to be valid.

REQUIRED

REQUIRED

REQUIRED

Owner Number:

Found on back of owner card. Ballot is invalid without owner number.

Your Full Name:

Owner of record's name. Ballot is invalid without owner name.

Owner Signature:

Sign here. Ballot is invalid without owner signature.

VOTE

A. Board of Directors candidates (vote for up to three)



**JOEL
DIGIROLAMO**

(incumbent)



**KATE
SEAGO**



**ROB
WALKER**

(incumbent)



**ASHTON
WRIGHT**



VOTE

A. Give Where You Live Partners (vote for up to eleven)

You may vote for up to 11 charitable organizations including a write-in organization. The top 11 organizations chosen will be our Give Where You Live partners through April 2018.

- AVOL
- Big Brothers Big Sisters of the Bluegrass
- Bluegrass Conservancy
- Bluegrass Double Dollars
- Bluegrass Greensource
- Bluegrass Rape Crisis Center
- Broke Spoke Community Bike Shop
- Catholic Action Center
- Central KY Radio Eye
- Community Action Council
- Floracliff Nature Sanctuary
- FoodChain
- Fresh Stop Market
- GleanKY
- God's Pantry Food Bank
- Greenhouse 17
- Green Forests Work
- Habitat for Humanity
- Hope Center
- Kentucky Heartwood
- Kentucky Student Environmental Coalition
- Jubilee Jobs of Lexington
- Lexington Community Radio
- Lexington Humane Society
- Moveable Feast
- Natalie's Sisters
- Nursing Home Ombudsman Agency of the Bluegrass
- PFLAG Central Kentucky
- Primate Rescue Center
- Refuge for Women
- Ronald McDonald House
- Seedleaf
- Shepherd's House
- Speak Out And Rescue
- The Arboretum State Botanical Garden of Kentucky
- The Nest Center for Women, Children & Families
- The Thomas & Patrick Blackburn Cardiovascular Disease & Heart Failure in Minority Populations Fund
- The Well of Lexington
- Tweens Nutrition & Fitness Coalition
- Write in _____

CUT & MAIL

1. Cut ballot along perforation lines.
2. Fold and place in an envelope.
3. Drop it off at Good Foods Co-op or stamp and mail to: 

Good Foods Co-op
Attn: Danielle Doak
455-D Southland Drive,
Lexington, KY 40503

- I have included my Co-op owner number, name and signature.
- I am submitting the full ballot page (no panels removed).
- Mailed ballots must be received by April 20.





CONCERN FOR COMMUNITY

From 2016 - 2017 Good Foods contributed over \$50,000 back to our community.

Thanks to your generosity at our registers, our new Give Where You Live “round up” program was a huge success. In addition to “rounding up” at the registers, every time a shopper brought a reusable bag, Good Foods donated 10 cents to our Give Where You Live recipient of the month. “Rounding up” at the registers and our bag refund donations totaled \$27,044.38 since May 2016.

That is an average of \$2,704.44 per month, which was given to The Nest, Central Kentucky Radio Eye, GleanKY, Seedleaf, Habitat for Humanity, Bluegrass Rape Crisis Center, God’s Pantry, Good Foods Charitable Foundation, Catholic Action Center, Hope Center, The Arboretum and Lexington Humane Society. In 2016 before our new program began, \$1,242.10 was raised in 4 months. Every cent really does count!

The co-op provided over \$8,500 in sponsorships which supported

the good works of community organizations including Bluegrass Community Foundation, Lexington Art League, Lexington Parks & Rec, The Southland Association, Marksbury Farm, UK and more!

Our donations to local fundraisers and events totaled more than \$6,200. We supported 175 organizations including non-profits, charitable organizations, schools, 5k races, tree plantings, community groups and neighborhood associations.

We want to help feed the hungry in our community, and we were able to do so by donating thousands of pounds of gleanings from our Produce Department to Faith Feeds|GleanKY and 793 pounds was collected for God’s Pantry Food Bank in the blue barrel program. Good Foods also donated over \$10,200 worth of meat and seafood to Wolf Run Animal Sanctuary.

Thank you for helping Good Foods Co-op make a difference in our community.



**GOOD
FOODS**
CO-OP

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