

# Lakewinds

MEMBER NEWSLETTER

JUNE/JULY 2005

## Growing a Lakewinds Business; Three Paths, Three Stores

By Judy Thompson

The Lakewinds community has been excited and energized these recent months. In June, the Anoka store celebrates its second anniversary as part of Lakewinds. Everyone there is delighted about its renovation, expanded product offerings and the growth of its membership. Meanwhile, members, customers and staff from the western suburbs are eagerly awaiting the debut of Lakewinds in Chanhassen. The groundbreaking ceremony took place in May, heralding the beginning of construction with an anticipated opening of fall 2005.

**Lakewinds in Minnetonka will move the two sister stores—Lakewinds Natural Foods and Lakewinds Natural Home—just a few storefronts down the sidewalk, merging them under one roof.**

Now, sparking even more excitement, is the news of another growth spurt. Lakewinds in Minnetonka will move the two sister stores—Lakewinds Natural Foods and Lakewinds Natural Home—just a few storefronts down the sidewalk, merging them under one roof. The space that was formerly Cooper's Supervalu will soon be the new home of Lakewinds Minnetonka.

The current 6,550-square feet of the



**At the groundbreaking: Kris Nelson, Ann Perkins, Joshua English Scrimshaw, John Case, Rachel Soffer, Lorayne Streeter, Jane Howard, Ellen Wolaner and Janice Hardin.**

food store plus the 800-square feet of Lakewinds Natural Home will fit into the 12,000-square feet at Coopers with room to spare. And that extra square footage will be welcome indeed. For years, staff members have done their best to squeeze more space from the existing square footage. Countless hours have gone into remodeling the store and regrouping the merchandise in an attempt to shelve more products and gain a few feet here and there. Lakewinds even introduced smaller shopping carts to lessen congestion.

But the fact remains that the Minnetonka store has become too small. It is too crowded for shoppers to move

easily through the aisles, too cramped for staff to receive and efficiently stock deliveries, too pinched to allow much storage of back stock and special orders. The cooks and bakers in the tiny deli kitchen have to choreograph their every move to avoid kitchen disasters. Even the parking lot is often over-crowded.

Ann Perkins, current board member and former board president, has given an unequivocal thumbs up to both locations. "The site at Chanhassen works for us, the city of Chanhassen wants us and the builder is good," she explained. "At the time that the Chanhassen deal

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# Happy Anniversary, Anoka!

Anyone who has visited Lakewinds in Anoka recently knows how lovely the spruced-up co-op has become. If you haven't visited in a while, you might want to drive up to the historic river town and wish the staff there a Happy Anniversary as they celebrate their second year as a Lakewinds Natural Foods Co-op!

It is easy to get there from the Lakewinds Minnetonka area. Head north on 169 for about 25 miles and turn right onto Anoka's Main Street. Turn right onto Second Street. Gould Jewelry is on the corner and other retail neighbors include Cowboy Mel's Barber Shop, Mists of Tranquility, and Mr. Mark Music Repair, Lessons and Sales. Then, right next to Regal Gals Clothing Store, is Lakewinds Natural Foods. Usually there is a place out front to park. If not, there is plenty of parking around the back.

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**—Lakewinds member Donna Finnell**

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If you visit on a weekday between 11:00 a.m.– 2:00 p.m., take the time to enjoy lunch from the store's café. The menu lists hot soup, four salads including Oriental Chicken Salad, deli and gourmet sandwiches and three hot sandwiches. A favorite is the Big Fat Burrito that comes with beans, rice, cheese, lettuce, tomato, guacamole, and fresh salsa. Add chicken if you wish. There is also coffee, tea and dessert, including pie by the slice.



Inside, light from the big front window pours into the café and into the aisles of the store. The space feels more open since it was remodeled in 2003. Yet it still retains its authentic charm, with original features intact such as the white pressed-tin ceiling and big black and white checked tiles on the floor.

Penni Ruben, former store manager and now Purchasing Manager for Lakewinds, remembers “focusing on developing the customer base, expanding the product lines, and making sure that members could order by the case.” New and welcome additions that have found their way to the co-op include spice jars, bulk bins, a wonderful coffee selection, fresh produce, and even a Health Notes Kiosk.

Deli manager Judy Anderson has worked at the Anoka store for 16 years. “The merger with Lakewinds has been great. Our business has grown as customers discover that we carry more products. We have great customers and everybody we work with here is wonderful,” she exclaimed.

Staff member Craig Weingart noted that customers are more satisfied and happy

with the quality and quantity of the products the store now supplies. Erica Stromberg from the health and body department concurred. Even though she has worked at Anoka for just a few months, she has seen an increase in the number of shoppers. “The customers here are very sweet. They are so receptive to the food choices, supplements, resources and education Lakewinds provides.”

Lakewinds member Donna Finnell agreed whole-heartedly. “This store has gotten better and better. I shop here several times a week. I live a block away and I can walk over here. The first thing I did when I moved to Anoka from New Mexico last October was to sign up as a member of Lakewinds. The staff is wonderful. I am so happy they are here.”

Over the last two years, membership has more than tripled. The store has been profitable for the last three quarters resulting in profit sharing for the staff. Congratulations and cheers to current store manager Dave Yarbrough, to Penni Ruben, to all of the dedicated staff and to the members and customers of Lakewinds Natural Foods Anoka.

# Help Bring Solar Power to Lakewinds Chanhassen

Lakewinds is working with the newly created Cooperative Community Solar Fund to install a 10-kilowatt photovoltaic (PV) system on the roof of the new Chanhassen store. A system this size will produce about 1,000 kilowatt hours per month of clean energy or about 20 percent of the store's electrical needs. The summer months are the strongest producers, helping to offset peak energy prices.

Many people see the value of clean, quiet, solar energy, but the investment required for even modest sized PV systems can be too high for an individual household. Homes may also lack the right conditions (south facing, unshaded roofs) for solar power. A community site, such as the Lakewinds Chanhassen store, is an ideal setting where individuals pooling their resources can get solar energy into our community. With your help, we can work together to generate pollution-free energy and accomplish what is so difficult for an individual to do alone.

The Cooperative Community Solar Fund (CCSF), a program of the Northcountry Cooperative Foundation, was created to help bring solar power to cooperative enterprises throughout the Upper Midwest. They have agreed to be a fiscal agent for the fundraising drive. We need to raise approximately \$64,000 to install solar in our Chanhassen location.

CCSF will actually own the system, leasing it back to Lakewinds over many years for a minimal payment, while they continue to raise funds for addi-



tional systems. Linden Hills Co-op in Minneapolis is also raising funds for solar panels at their co-op.

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CCSF/Lakewinds. Customers also have the opportunity to donate at the registers when purchasing groceries. Ask your cashier for more information.

If you are interested in making a tax-deductible donation of any size to help support solar power at Lakewinds, send your check to Northcountry Cooperative Foundation at 219 Main Street SE, Suite 500, Minneapolis, MN 55414. You will receive a statement noting your donation. Please note that the check is for

## A Loan to Lakewinds?

Have you considered investing in your local community by making a member loan to Lakewinds? Your loan will generate competitive interest payments for you and vital financing for Lakewinds' new store in Chanhassen and the long-awaited expansion in Minnetonka. Lakewinds undertook a similar member loan program 10 years ago when the Minnetonka store moved to its current location. The program met with great success due to strong commitment of the membership.

The financing for these projects consists of a combination of bank and member loans as well as cash reserves. Specifically, we seek \$700,000 in member loans. This goal is a challenge, yet achievable based on the dedication of members to Lakewinds and their enthusiasm for these highly anticipated projects.

The minimum member loan is \$1,000. Interest rates up to 6 percent with three, four and five year terms. Interested investors must be Lakewinds members and residents of Minnesota. All members will be receiving a letter with more information on participating in the member loan program. Lakewinds will also hold three informational meetings at the Minnetonka store. These meetings will be Wednesday, June 15, at 7:00 p.m., Saturday, June 18, at 10:00 a.m. and June 21 at 10:00 a.m. If you have any questions, please contact Mary Moulton at 952-742-1211. You can also e-mail questions to Kris Nelson at krisn@lakewinds.coop or John Case at jpcase@earthlink.net.

Thank you in advance for giving serious consideration to a member loan to Lakewinds. We look forward to hearing from you!

# Nutrition Education in the School: Lakewinds Supports a Co-op Approach to the Food Pyramid

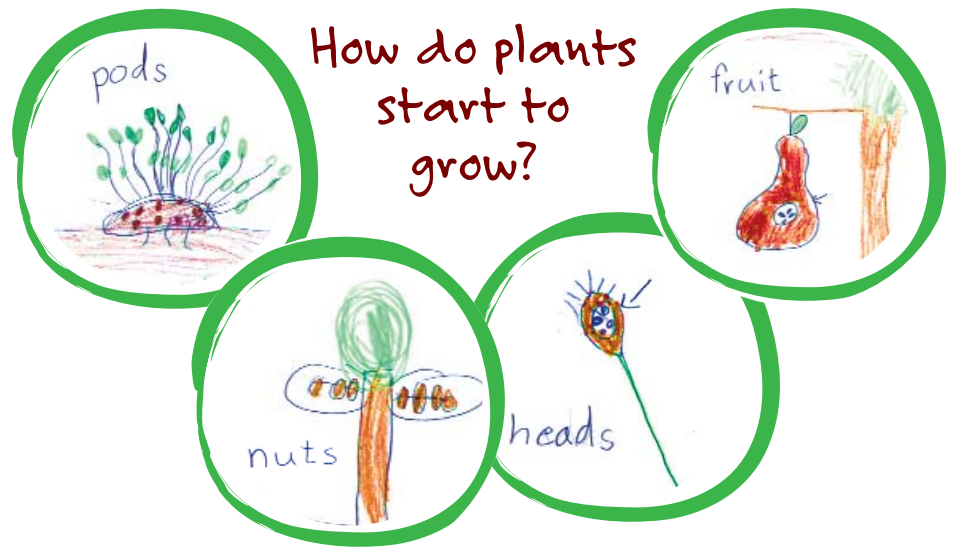
By Uli Koester

When the USDA unveiled a new food pyramid in April, I was delighted with its prominent advice about grains: "Make half your grains whole." Oddly enough, I learned about this advice before even seeing the pyramid. I noticed it first on TV where every food commercial was suddenly touting a new whole grain product. I guess the advertising people were given a sneak preview of the new pyramid!

Of course, we at the co-ops figured out the importance of whole grains years ago. Not only that, we got to the kids ahead of Madison Avenue... at least the kids that go to school around Lakewinds in Minnetonka! Since the mid-90s, the co-op has been sponsoring an elementary education program that teaches with verve and excitement the importance of whole grains, fresh fruits, vegetables and much more. Under the name Midwest Food Connection, this outreach venture presents over 125 classroom lessons to children in the Minnetonka and Hopkins school districts every year.

During the 2004/5 school year, Midwest Food Connection visited seven schools near Lakewinds in Minnetonka, culminating in a full-month natural foods residency at Groveland Elementary. As program director, I spent four weeks in the kindergartens, first and third grades of Groveland. Hour-long classroom sessions were complemented by visits to the lunchroom and storytelling assemblies.

With the arrival of spring, the residency combined healthful food choices with lessons on how to plant and grow this food. Simple questions such as "How do plants start to grow?" and "What food do farm animals eat?" led to work on soil fertility, sustainable meat production and organic farming methods.



**The Midwest Food Connection's lessons teach students about healthful food choices and how to plan and grow food. Above, drawings by Stephanie Hodel, age 6, a first grader at Clear Springs Elementary School in Minnetonka.**

Children learned how important it is that we, as consumers, respect the life that creates our food.

For children to learn, of course, they must have an active chance to process knowledge. For example, the lesson on soil fertility included real (but not fresh) cow manure that children could glue to their rendering of a vegetable farm. Meanwhile, teaching about farm animals involved a play in which children acted out the lives of pigs raised in the confinement of a factory farm. Afterward the students reflected and wrote about how these animals' lives can be improved and how those improvements will, ultimately, make better food for us.

Throughout the lessons there was food for tasting: sausage from sustainably raised hogs, a seed stew, organic butter on whole wheat crackers and plenty to sample in the lesson called "My Favorite Veggies." Children delighted in these foods and were eager to look for them in the store.

After the month of natural food education, the students took with them a new respect for their food and the life cycles that bring it forth. The third graders even spent an active day at Riverbend Farm in Delano, where they transplanted lettuce, studied the healthy soil and saw organic crop rotations in practice.

When our lessons are reinforced in the home, we know they go a long way! Parents and teachers alike tell us about the changes in children's diet. But, of course, we will back next year, ready with fresh experiences to keep the kids several steps ahead of the next food pyramid!

The Midwest Food Connection is a not-for-profit organization that receives funding from five food co-ops in the Metro area. For more information, or to invite the program to your school, call (612) 871-3993, ext 425.

# Easy Summer Grill and Salad Recipes

By Doug Roesse, Lakewinds Demo & Education Coordinator

At this point in the season, you've grilled a few of your old standbys and you're looking for something new and easy for your next cookout. Here are two salads (with dressings that double as nice marinades) perfect as a side or topped with grilled meats. Plus a nice marinade recipe that's great with flank steak or pork. Feel free to add a few of your favorite vegetables to the salads or even use strawberries instead of oranges in the Orange and Almond Salad. Happy grilling!

## Marinated Greek Salad

Serves 4

This quick salad is perfect all summer long, and can be turned into an elegant meal with the addition of shrimp, salmon, chicken or baked tofu.

### Dressing:

- 3 oz. extra virgin olive oil
- 1 oz. lemon juice (approx 1/2 lemon)
- 1 1/2 teaspoons balsamic vinegar
- 1/4 teaspoon black pepper
- 1 1/2 teaspoons salt
- 2 1/2 teaspoons firmly packed fresh oregano (or 2 teaspoons dry)
- 1 teaspoon minced garlic

### Salad:

- 1/3 lb. zucchini, thin triangles
- 1/3 lb. red pepper, thin sticks
- 1/4 lb. red onion, thin crescents
- 2 1/2 oz. kalamata olives, pitted, rough chop (and check for pits)
- 1/2 lb. feta, crumbled
- 6 oz. romaine lettuce, 1/2 chopped
- 1/2 pint grape or cherry tomatoes

Make the dressing first. Combine all ingredients in a blender or processor and mix until just combined. Pour into a large bowl. Then chop the kalamatas, red onion, red peppers and zukes, and toss with dressing. Allow to marinate in fridge for 1/2 hour. Add the lettuce, feta and tomatoes and mix gently. For a meal, top with sliced salmon, chicken, etc.

## Orange & Almond Salad

2 servings

This is a great salad by itself, but is also perfect for turning into a meal by topping with cooked chicken, shrimp or pork. Just double the dressing, and use half to marinate the meat in.

- 4 oz. mixed salad greens (soak in ice water 5 minutes, then spin dry)
- 1/2 cup slivered red onions
- 1 lb. cleaned navel oranges sliced into pieces
- pinch salt
- 1/3 cup roasted, slivered almonds

### Dressing:

- 1/4 teaspoon salt
- 1 tablespoon apple cider vinegar
- 2 tablespoons frozen orange juice concentrate
- 3 tablespoons extra virgin olive oil
- 1/4 teaspoon toasted sesame oil
- 1 tablespoon slivered fresh basil, firmly packed (or 1-1/2 teaspoon dry)

Combine lettuce, onion, peeled and sliced oranges and pinch of salt in salad bowl.

In a small bowl, mix salt and vinegar until dissolved. While whisking constantly, slowly drizzle in the two oils. Add the fresh basil and toss with salad. Arrange nicely in bowls, then toss on the almonds.

If adding fish or shrimp, marinate for an hour, cook thoroughly, then add to top of salad. If chicken or pork, marinate 4 hours or so. Cooked meat could be hot or cold on top of the salad.



## Lemon-Thyme Flank Steak Marinade

Yield: 6-8 servings

Marinating overnight helps ensure that the steak will be full of flavor, allowing you to broil or grill quickly.

- 3 pound flank steak
- 1/4 cup tamari
- 1/2 cup red wine
- 2 tablespoons olive oil
- 1 1/2 teaspoons minced garlic
- 1 1/2 teaspoons fresh thyme
- 1/2 teaspoon cracked black pepper
- 2 tablespoons lemon juice
- 1/2 cup minced red onion

Mix all ingredients well except flank steak, then add steak, cover, and put in fridge.

**Allow 8 hours or overnight for marinating.** Turn over every few hours if possible.

Dry off between sheets of paper towels and let approach room temperature as you heat up the grill or broiler. Grill for about 5 minutes per side for medium rare.





# notes & news

## Co-op Gift Cards

Lakewinds now sells and accepts Natural Food Co-op Gift Cards. These new gift cards can be activated in any amount you choose, spent down and even reloaded. Gift cards can be used at a variety of local co-ops including East Side, Linden Hills, Mississippi Market, Seward and The Wedge. They can also be used at select co-ops in Wisconsin, Iowa, Indiana, Illinois and Kansas (for a complete list visit [www.mwnatural-foods.coop](http://www.mwnatural-foods.coop)). An ideal way to give the gift of natural food.



## Lakewinds' New and Improved Website

Lakewinds' website will soon have a new look! We're making the site easier to navigate, added more content, including a new recipe page packed with delicious Lakewinds creations, plus information on food safety and other food-related health issues.

The new site will feature an added community page with updates on local events, programs and giving opportunities. Lakewinds fans will also find regular progress reports on our third Lakewinds store opening this fall in Chanhassen. We hope to have the new site live by mid-June.

## Lakewinds is now a certified organic retailer!

### Lakewinds Is Now Certified Organic

Midwest Organic Services Association (MOSA) has officially certified Lakewinds Natural Foods as an Organic Retailer. MOSA offers independent, third-party certification services to interested producers and retailers in the Midwestern United States. It was among the first group of certifiers to be announced as accredited by the USDA's National Organic Program. This certification is an important part of Lakewinds' continuing commitment to organics.

### Chanhassen Business Fair

Lakewinds will be joining over 40 other Chanhassen businesses on July 3 for the Chanhassen Chamber of Commerce Business Fair. This event is part of Chanhassen's Fourth of July Celebrations. Other events that day include carnival games, face painting, pony rides, petting corral, children's parade and street dancing. Activities

will be held in City Center Park, 7700 Market Boulevard in Chanhassen. Events begin at 3:30 p.m.

### Anoka Member Meeting

The next Lakewinds Anoka Member meeting will be held July 27 at 5:30 p.m. in the Anoka Café.

### Anoka Store Hour Change

Lakewinds Anoka will now open an hour earlier on Saturdays. The new Saturday hours are 9:00 a.m.–6:00 p.m.

### Holiday Hours

Minnetonka—Grocery

July 4th—9:00 a.m.–4:00 p.m.

Minnetonka—Home Store

July 4th—CLOSED

Anoka

July 4th—CLOSED

# Candidates Sought for Lakewinds' Board of Directors

Lakewinds Natural Foods' Board of Directors is currently seeking candidates to run for three seats on the Board. The Board supervises the management of the co-op, sets policies and priorities for the stores' future and works to safeguard members' interests and investment in the co-op. Prospective board members should have finance, retail strategic planning or cooperative experience. Board members receive a quarterly stipend.

Board members are expected to fulfill the following expectations:

- Understand and promote the mission of Lakewinds Natural Foods.
- Act in the interest of the entire membership.
- Attend meetings faithfully and serve on committees effectively.
- Assure continuity in organizational leadership.



- Adhere to a code of ethics adopted by Lakewinds Natural Foods' Board of Directors.

## Application Process

If you are interested in receiving a board application packet, send an email to [joshuaes@lakewinds.coop](mailto:joshuaes@lakewinds.coop) with

"board packet" in the subject line and a Microsoft Word version of the packet will be emailed to you. You may also call 952-742-1221 for more information. The packets will be available June 1. The deadline to return applications is July 20.

## COVER STORY FROM PAGE 1

went through, we on the board thought that Cooper's was a dead deal. Then all of a sudden it became available. It is less risky overall to do Cooper's now than to wait for several years, even though it coincides with the building of the new store. We decided to go for it and said yes."

"Of course, the expanded space will mean more products and better product availability," she continued. "But to me the priority is more room, more space. People will have the ability to walk through the aisles more easily. This will provide a better shopping experience for our customers."

Kris Nelson, general manager of Lakewinds, recalls past growing pains. "Lakewinds Natural Home Store opened in 1998," she recalled. "Within a year we were looking for a space to expand the food store. We explored various ways of expanding the Minnetonka store, but

those ideas never worked out. We now we have this great opportunity, including a supply agreement with SuperValu. The better pricing available to us on some products allows us to pass along good prices to our members and customers. We can also make use of some great services they offer to retailers, such as pricing systems, design services, technology, and equipment purchasing."

Much work lies ahead. "The store needs to be gutted and reconfigured," Kris stated. "A possible opening could be in October, near the date the Chanhassen store is scheduled to open. It's a real plus for Lakewinds members and customers to expand into a space that is just steps away from the current store. Customers and staff can follow their established route to Lakewinds. More parking will be available."

Another change on the horizon is a road construction project slated to last three years. The city of Minnetonka plans to widen Highway 101 and

Minnetonka Boulevard, install sidewalks and crosswalks to make the intersection more pedestrian friendly, and bury the overhead utility wires. "Lakewinds can continue to provide good service to our members during construction," Ann Perkins insisted. "It will be easier for Lakewinds customers to get to the store and park in the months ahead. The new location is far more appealing."

In the midst of so much change, Ann emphasized the priorities that Kris Nelson and the board always consider first and foremost. "Every direction, every course is ethically considered within the overall belief system and our overriding vision of Lakewinds. We want to promote sustainability. We are always seeking out small farmers. We believe the expansion of Lakewinds' stores will provide more ways to allow people in these communities to participate in the shared vision."



# tried & true

from Lakewinds Natural Home

**Q: I've decided to take advantage of the shade trees in my yard and plant hostas. I've had success keeping deer and rabbits away using Liquid Fence but now I'm having trouble with slugs eating big holes in the leaves. Is there anything I can do?**

**A:** Common garden slugs are about 1" long with dark skin. They like damp places and feed at night. They especially like to hide out in moist areas under rocks and boards. One of the most effective products for ridding your garden of slugs is non-toxic **Slug and Snail Bait** by Schultz. It is safe to use around pets and wildlife and remains effective after rain. This product lures slugs and snails from their hiding places and, once ingested, will cause them to cease feeding and die within three to six days. By reducing the slug and snail population, you will see less damage to your hostas.



**Snail Bait**

# Lakewinds

## Lakewinds General Manager

Kris Nelson

## Lakewinds Marketing Manager

Joshua English Scrimshaw

## Board of Directors

Steve Caster

Mary Chasin

Janice Hardin

Jane Howard

Ann Perkins

Rachel Soffer

Ellen Wolaner

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NATURAL FOOD  
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