



THE DIRT

GM UPDATE: THE ROAD TO OUR CAPITAL CAMPAIGN

2018 FISCAL YEAR IN REVIEW

BOARD UPDATE

& MORE

WINTER 2019 | OPEN HARVEST CO-OP GROCERY | FREE



1618 South Street
Lincoln, NE 68502

402-475-9069
openharvest.coop



General Manager
Amy Tabor

Board of Directors
Megan Jackson, Chair
Matt Pirog, Vice Chair
Rosina Paolini, Secretary
Jennifer Burianek
Aaron Druery
Sally Hillis
Skylar Mosby
Corey Rumann
Ross Brockley

Newsletter
Amy Tabor | 4-5
Jon Sands | 2, 3, 5, 8-11
Megan Jackson | 6
Aaron Druery | 7
Amy Tabor | managing editor
Kat Cantrell | editing
Jon Sands | layout & artwork

The Dirt

At 4:23 PM on December 21st, the winter solstice will be upon us yet again. For many cultures around the world, this marks an important milestone. It's the shortest day of the year and the longest night of the year. It signals a powerful transition point between seasons that is impossible to ignore. It is a time that is believed to hold a powerful energy for regeneration, renewal, and self-reflection. It is an opportunity to look within and focus on your wants and needs, and to set intentions for the coming year.

It's our intention to start off 2019 with some excitement! In this edition, you will find information about the upcoming capital campaign and remodel project, a sneak peak of our new website, and a few staff favorites. We will also reflect on the highlights of our 2018 fiscal year.

It is a privilege to serve this community with natural, nutritious food. We know that you, our customers, are the heart of the co-op. Thank you for another season of support.



Community Events

Winter
2019

BOARD MEETINGS

FIRST WEDNESDAYS
JAN 2, FEB 6, MAR 6
6:00 P.M. – 8:30 P.M.
MERCY CITY CHURCH
1430 SOUTH STREET, LINCOLN

Owners are encouraged to attend monthly board meetings.

WELLNESS WEDNESDAY

SECOND WEDNESDAYS
JAN 9, FEB 13, MAR 13
OPEN HARVEST,
1618 SOUTH STREET, LINCOLN

Receive 10% off all regularly-priced body care, supplements, and general merchandise purchases!

FIN MOO

JANUARY 24
MERCY CITY CHURCH
1430 SOUTH STREET, LINCOLN
5:30 P.M. – 7:00 P.M.

Join us at this Financial Meeting of Owners as we discuss the cooperative process of raising capital to keep Open Harvest evolving!

COMMUNITY SEED SWAP

JANUARY 26
COMMUNITY CROPS OFFICE
1301 SOUTH 11TH ST, LINCOLN
1 P.M. – 3 P.M.

Join Community Crops + Open Harvest on National Seed Swap Day! Share your seeds with others in the Lincoln gardening community, and learn tips on seed saving techniques.

communitycrops.org

FIRST FRIDAY ART WALK

FIRST FRIDAYS
JAN 4, FEB 1, MAR 1
PARTICIPATING ART GALLERIES

Celebrate the vibrant art community in Lincoln and discover the latest works from your favorite artists and craftsmen.

REVITALIZE (2019 ANNUAL HEALTHY FARMS CONFERENCE)

FEB 8 - 9
9:00 A.M. – 9:00 P.M.
RAMADA INN
2503 S. LOCUST ST, GRAND ISLAND

A conference focused on revitalizing our communities, landscapes, food systems, and bringing new life to the Nebraska Sustainable Agriculture Society
sustainablenebraska.org

RUN FOR THE BRIDGES

MARCH 10
8:30 AM
WILDERNESS PARK, LINCOLN

Participate in this benefit trail run to help fund the rebuilding of bridges in Wilderness Park!
runforthebridges.com





Our 2019 Business Plan is based on this gathered information and was formally presented to the Open Harvest Board of Directors in June. The board approved a preliminary campaign amount of \$170,000 in August, so that the planning phases of the campaign and the remodel could begin. Since then a Capital Campaign committee was formed, chaired by Director Aaron Druery (see article pg. 7), and incremental progress has been made. We’re excited to finally get to the point where we can share more detailed information with owners and customers!

The bottom line: we need to reinvest in our current location so that we can continue to build profitability and work on a five-year strategic plan. We are off to a great start with the new bylaws that were passed in November. Next steps will take place in January, with important changes to consider in our articles of incorporation. Owners can expect a special meeting notice and proposed article changes in their mailbox after the first of the year.

We need your help in making this campaign and remodel project a reality! If you are an owner, please consider attending our upcoming Fin MOO (yes, it’s a real thing – see pg. 7 for more information) to learn more about investment opportunities!

In cooperation,

Amy Tabor

HEY OWNERS

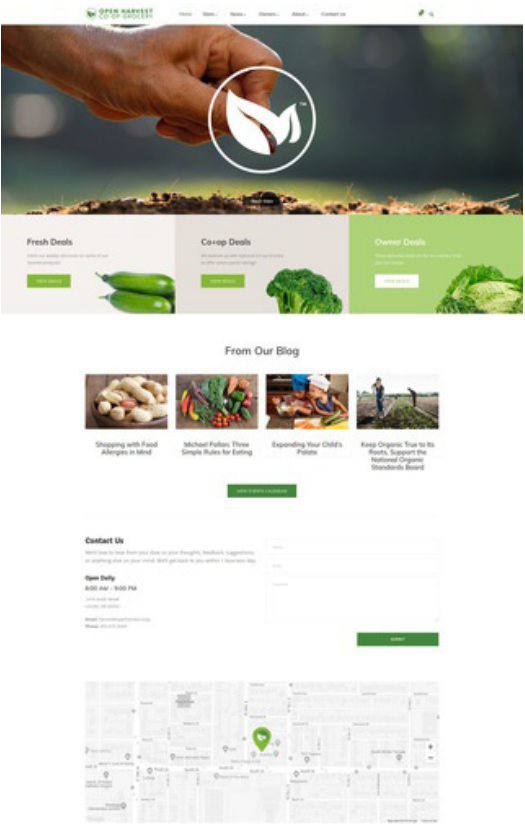
CHECK YOUR MAILBOX!

- A Special Notice is headed your way in January:
- ✓ Read the proposed Article of Incorporation changes
 - ✓ Vote!
 - ✓ Show up at Fin MOO!

Website REDESIGN

We’ve worked hard to create a new online experience for customers and it’s nearly complete! As part of our website redesign, we will introduce new features such as online catering orders, a more accessible platform for board info, streamlined events, and more!

We hope you will enjoy what we have in store for you. Here’s a sneak peek:



The website will publicly launch in early 2019, but this is just the beginning. Visit us at: www.openharvest.coop

Board Update

By Megan Jackson
Open Harvest Chair

I've heard from fellow owners that they feel a renewed commitment to Open Harvest; that there's pride and hope in being part of a vital and thriving community built around our collectively owned co-op. The board and store have a sense of this deepening support among owners and customers, too. It's momentum that's carrying us through the holiday season and into 2019 with:

- a successful October owner drive with 271 new and renewed owners!
- a most generous giving season with nearly \$3,000 in donations through our Friendship Home Giving Tree & food donations that benefit the Food Bank of Lincoln - and more than a week to go!
- a trending growth in overall sales for 2Q and increased basket size!

No doubt, this momentum is generated because of the diligent work by store management and staff, but it's also because of the meaningful opportunities we have made to engage owners and our customers. For example, we exchanged valuable conversations about successes, concerns, and our future work together at the Annual Owner Meeting in November.

The board heard feedback and questions from owners that were important to hear, and that will help set our upcoming board priorities, many of which address what we heard from owners.

Heading into a new year, the board is committed to: building leadership among and training of all directors, finding better ways to communicate the board's work, inviting owners to participate in strengthening the co-op, and developing a long-term vision to ensure another 40+ years of our success.

Here are some exciting events coming up in January:

Open Harvest is launching a brand-new website that will provide a new platform for the board to communicate with owners. We intend to post ongoing updates on the board's work and reflections from our meetings to better engage and share about how we are representing our owners.

Here's a first: a special Financial Meeting of Owners (Fin MOO) is scheduled for January 24th at 5:30 pm at Mercy City Church (1430 South Street). We hope to make this an annual event, but the timing couldn't be better for our first one! Not only will owners get the first sneak peek into investment opportunities of the Capital Campaign, but it will also be an opportunity to learn more information about the store's financials.

Another first: the entire board and GM will attend a Co-op Cafe in Lawrence, KS hosted by the Merc Co+op. This training opportunity is organized by CDS Consulting and is provided by our membership. The training will not only help with the onboarding of our new directors, but help us all build on a strong foundation of co-op principles, cooperative governance, our legal roles and responsibilities, and our financial understanding.

As we embark on these new opportunities and changes in 2019, there's a sense of renewed connection to community and a hope for a stronger future together. I hope you feel that, too.

CAPITAL CAMPAIGN

By Aaron Druery
Capital Campaign Committee Chair

Back in August, the Board of Directors approved a capital campaign to pursue exciting, much needed improvements within the store. These improvements are a crucial element of the business plan that the GM presented to the board in June.

Capital Campaign

A capital campaign is a unique fundraising tool that allow co-ops to raise capital from owners -- supporting a cooperative, local economy and actively pursuing co-op principle #3: Member Economic Participation. A co-op can garner financial support either through loans or preferred shares. In the past, Open Harvest successfully used loans in a capital campaign that helped us grow our store's offerings and nearly doubled our square footage. This time, the board has chosen preferred shares. I am excited to tell you more about this opportunity and how you can participate again in an impactful, local investment.

Our Project

The main objective of our Capital Campaign is to raise equity to make key store updates to help us thrive in an increasingly competitive market. Many of the changes will be visible, some will not. These changes will:

- add more in-store seating
- make changes to the deli counter to improve the customer experience
- add a vestibule to help with customer comfort and increase store climate control and energy efficiency
- purchase new equipment that can be taken with us if a move is ever considered necessary

Preferred Shares

The board has decided to offer preferred shares as a means to raise equity for the campaign. Here are some key characteristics of preferred shares:

- **Dividend bearing investments**

- **You must be an owner to invest**

- **Carry no additional voting rights**

- **Like all investments, include some risk**

At our recent annual owner meeting in November, owners voted via quorum to amend our bylaws in ways that allow the co-op to raise capital via preferred shares. Now we must take one more similar, yet crucial step.

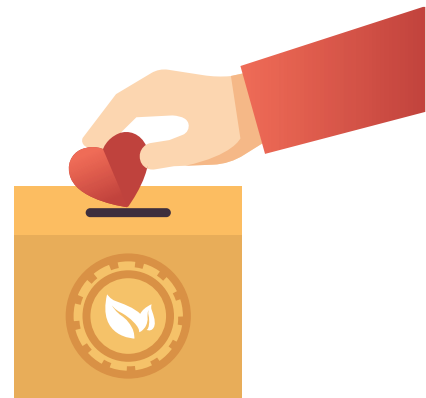
Next Steps

In order to offer the preferred shares, we need to amend our articles of incorporation to allow the co-op to pay dividends on this new class of stock. The board of directors approved this amendment at its December 2018 meeting. We are once again asking owners to approve these changes. In early January, a notice of special meeting and ballots for this vote will be sent out via mail.

Owners may also bring their ballots or vote in person at our special meeting of owners on January 24th, from 5:30 – 7:00 pm at Mercy City Church (1430 South Street). It will be a fun, informative meeting with tasty treats and the first preview of the Capital Campaign! Following the vote, a financial meeting of owners (Fin MOO) will take place to share more, in depth information about the store's financials.

This campaign, and subsequent project will ensure that our vibrant community has a store that meets the needs of our owners and continues to actively embody the seven cooperative principles for the foreseeable future.

I sincerely hope you will join us on January 24th to hear more about this cooperative process and help us keep Open Harvest evolving to meet your needs.



6 | OPEN HARVEST CO-OP GROCERY

From Left: Skylar Mosby, Matt Pirog, Jennifer Burianek, Sally Hillis, Rosina Paolini, Aaron Druery, Corey Rumann, Ross Brockley, Megan Jackson

FIN MOO

For more information visit:
openharvest.coop

Date: Thursday, January 24th
Time: 5:30 P.M. - 7:00 P.M.
Place: Mercy City Church
1430 South Street, Lincoln

Staff Picks



local
goods

ROBINETTE FARMS

Spicy Microgreens

Recommended by:
Kat Cantrell

IT MANAGER

"They're delicious, nutritious, and local! Plus, these sprouts keep well relative to other sprouts."



made
fresh

OUR BAKERY'S OWN

Mexican Chocolate Cupcake

Recommended by:
Joe Norseen

GROCERY MANAGER

"Always moist and delicious."



made
fresh

OUR DELI'S OWN

Curried Chicken Salad

Recommended by:
Elizabeth Norris

FOOD SERVICE MANAGER

"It's an amazing food that captures most of the senses. Taste, smell, colorful, and wonderful texture."



LILY OF THE DESERT

Pure Aloe

Recommended by:
Danielle Jolly

PREPARED FOODS
COORDINATOR

"Perfect moisturizer for normal skin."



made
fresh

OUR BAKERY'S OWN

Mama's Chocolate Chip Cookies

Recommended by:
Lori Allison

FRONT END SUPERVISOR

"Tasty, classic, chewey, chocolatey!"



USDA
ORGANIC

MARY'S GONE
CRACKERS

Black Pepper Crackers

Recommended by:
Jon Sands

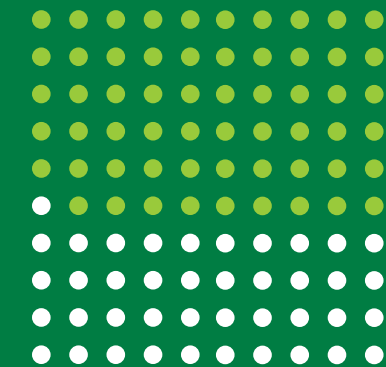
MARKETING ASSISTANT

"Thin, crunchy wafers. Wholesome ingredients, no fillers. Pairs well with curried chicken salad!"

Year in Review 2018

Sales from local products total:

\$1.1M | **29.4%**
in revenue dollars | of total sales



59%
of sales come
from owners

41%
of sales come from
other shoppers

Local Giving

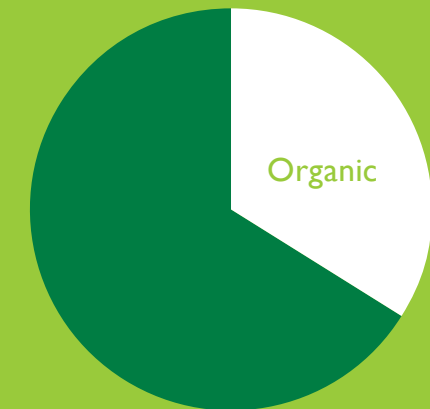
\$2,500

Local Purchases

\$453K

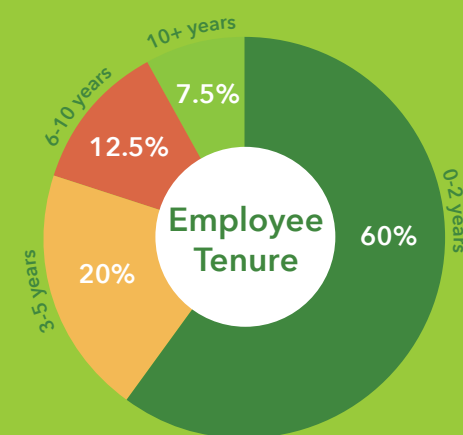
Wages Paid

\$748K



36.7%
of total store sales
come from organic
products

Including more than:
\$1.4M
in organic products



Employee
Tenure



41
Employees

14
Full-Time
(>35hrs/wk)
27
Part-Time
(<35hrs/wk)



Blue Cheese Stuffed Mushrooms

strongertogether.coop

Looking for a dish for a party or a crowd-pleasing appetizer? These stuffed mushrooms are packed with crunchy almonds and tangy blue cheese for an irresistible bite.

194 calories, 8 g. fat, 221 mg. cholesterol, 446 mg. sodium, 5 g. carbohydrate, 1 g. fiber, 24 g. protein

INGREDIENTS for 6-8 servings:

- 1 pound white or brown mushrooms
- 1 tablespoon olive oil
- 1/2 medium onion, finely chopped
- 1 cup whole almonds
- 1 slice whole wheat bread
- 4 ounces crumbled blue cheese
- 1/2 teaspoon salt
- 1/2 teaspoon freshly ground black pepper

PREPARATION

1. Preheat oven to 375°F. Wash the mushrooms, carefully snap out the stems and set them on a cutting board. Place the mushroom caps on a clean kitchen towel, gill side down, to drain. Mince the mushroom stems. Pour the olive oil into a large sauté pan over medium-high heat, and add the minced mushroom stems and onion, stirring frequently. Reduce the heat to medium and cook until the pan is nearly dry, about 5 minutes. Let cool.
2. Spread almonds on a sheet pan and toast in the oven for about 8 minutes. Let cool, then chop coarsely. In a food processor, grind the bread to crumbs.
3. In a large bowl, combine the sautéed mushroom stems, chopped almonds, bread crumbs, blue cheese and salt and pepper. Stir to combine. Lightly oil a large sheet pan or a casserole that you can use for serving. Use your fingers to stuff each mushroom cap with a rounded mound of filling. Place on the prepared pan.
4. Bake the mushrooms for 25 minutes, until the tops are browned and they are heated through. Serve warm.

TIPS

- For convenience, stuff the mushrooms a day or two ahead, wrap tightly and store in the refrigerator until it’s party time!
- Pair with your favorite wine & cheese for a truly decadent appetizer.



For more great recipes like this one, **visit strongertogether.coop**

Honey Lemon Ginger Tea

The Spruce Eats

Feeling achy? Stuffy? Sore throat? Warm your soul with a cup of this delicious & nutritious tea.

251 calories, 1 g. fat, 18 mg. sodium, 36 g. carbohydrate, 2 g. fiber, 2 g. protein

Ingredients for 1 serving:

- 1-inch fresh ginger root, peeled
- 1 cup water, boiling
- 1 tablespoon lemon juice, freshly squeezed
- 1 tablespoon honey (raw, unpasteurized)

PREPARATION

Gather the ingredients. **Peel** the ginger. **Grate** the ginger into a teapot, medium bowl, or large measuring cup. **Pour** 1 cup boiling water over the ginger and let it steep for 3 minutes. While the mixture is brewing, put the lemon juice and honey in a large mug. **Strain** the ginger tea into the mug. **Stir** to dissolve the honey, taste, and add more honey or lemon juice to taste. **Serve** hot.

VARIATIONS

- Add a dash of cinnamon, nutmeg, or cardamom at the end for a warm spice flavor.
- Use a cinnamon stick to do the stirring to dissolve the honey.
- A bit of tumeric tastes great and turns the tea a brilliant yellow.
- If you like things spicy, add a dash of cayenne.
- If the lemon flavor is too much for you, balance it out with a splash of orange juice.
- Is it bedtime? You wouldn’t be the first person to add a shot of whiskey, bourbon, scotch, rye or dark rum to the mug.





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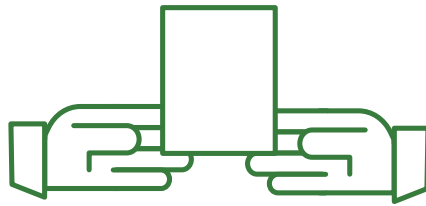
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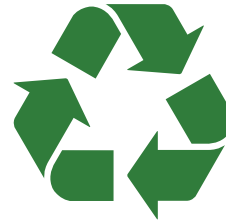
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