

# Berkshire Co-op

QUARTERLY NEWSLETTER

Fall 2017



The  
**ANNUAL REPORT**  
EDITION

Berkshire Co-op Market is the center of a flourishing community that:

- cultivates generosity, cooperation and care for our environment
- invigorates the local economy through equitable relationships and support of the cooperative movement
- engages our greater community through education and outreach
- is the trusted source of healthful food for all

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# board of directors



Betsy Andrus



Victor Cantone



Leslie Davidson



Molly de St Andre



Sam Handel



Michael Maguire



Jen Salinetti



Dan Seitz



Erica Spizz

# leadership team



Rabea Akter



Jordan Archey



Deirdre Blair



Cian Dalzell



Travis DeGiorgis



Daniel Esko



Robbin Ezinga



Ted Moy



Jenny Schwartz



Melissa Payne



Zack Sheppard



Adam Sugarman



## Investing in our Future

Daniel Esko  
General Manager

Our Co-op community has much to celebrate upon the closing of fiscal year 2017. After years of delays, we moved our expansion project forward and signed a long term lease with the developer of our new store. To support our capital needs for the expansion, we successfully concluded our owner loan campaign in early July with over \$1.3 million invested by the Co-op's owners with groundbreaking expected later this fall. After two consecutive years of declining sales and operating losses, our team stemmed the tide of lost sales and has shown two straight years of positive net income. With the help of all staff, we were able to implement open book management and are still investing in and building this powerful storewide management program to its full potential. This year we rolled out our community access to healthy foods discount program (H.E.L.P.) to hundreds of community members. Our donation and sponsorship programs have once again helped many local organizations continue doing the good work they do to build a healthy community. Our commitment to education and outreach did not waver as we touched the lives of hundreds of children in the area through our elementary school education programs. Indeed, there is much for our co-op community to celebrate!

Of course with every success comes new challenges for the Co-op. While we turned the tide on the sales decline in the last quarter of the fiscal year, the Co-op is now operating in the most competitive grocery landscape in history, which is exerting downward pressure on sales and gross margins, making us work smarter and harder to maintain a competitive position in the market. Further, net income while positive, was significantly below budget mainly due to higher than budgeted personnel costs. Depreciated assets and aging infrastructure continue to cost almost \$50,000 a year to maintain and also negatively impact the customer experience, further limiting our sales potential. And while much progress has been made in the last year, we still struggle at times to consistently provide an exceptional customer experience. A continued focus on retail excellence as well as the development of a next level customer service program will be a key differentiator for the Co-op in this increasingly competitive market. Finally, new store construction this fall will negatively impact customer count and sales, and maintaining profitability during this time will be a significant challenge. Thankfully, we have an amazing group

of committed stakeholders who will team up to meet these challenges head on and I am confident that together, we will overcome these difficulties.

Last year the Co-op welcomed almost 100 new owners, many who bought a share to support the Co-op's growth as it works to secure its new long term home. Some owners joined because of the alignment of personal and organizational values while some joined simply because they want convenient access to real, wholesome food from a trusted source. Others see cooperative business as a means to balance the scales of capitalism a little more in favor of everyday people, helping create a more just and equitable economy that truly benefits the communities in which they operate. Whatever our reasons for becoming owners of our cooperative, we can all agree that an investment in the Co-op is an investment in our community.

**"...we strive to provide real food to all and do real good..."**

As we look to the future and identify our strategic business priorities, we take guidance from our ends policies developed by the democratically elected board of directors, which outline the results we want to achieve organizationally and in our community. The Berkshire Co-op Market is the center of a flourishing community

that cultivates generosity, cooperation, and care for our environment; invigorates the local economy through equitable relationships and support of the cooperative movement; engages our greater community through education and outreach, and is the trusted source of healthful food for all. Simply put, our co-op community strives to provide **real food** to all and do **real good** for all. The activity of the cooperative is entirely in service of these ends, which ultimately aim to help build a happier and healthier community. In the impact section of this annual report, we will show how our Co-op community achieves its mission of real food, real good.

In conclusion, I want to thank each and every stakeholder who participated in our cooperative endeavor this past year and helped us accomplish what sometimes seemed like the impossible. From the dedicated and hardworking employees who make it happen day in and day out, to our passionate and selfless volunteer board of directors who ensure the Co-op's sustainable future, I say thank you. From our spirited and passionate local food purveyors who produce the most delicious and wholesome food, to our skilled local service providers who are always there for us no matter the hour, I say thank you. To the owners and shoppers who choose to get their groceries from the Co-op, to the owner investors who wrote checks for the new store, I extend a most warm and heartfelt thank you. Thank you all for investing in your co-op, for investing in your community, and for investing in our future.



# Board President's Report

**Dan Seitz**  
Board President

This past year, the Co-op focused its efforts on raising the loan funds necessary for its expansion project. Despite a slow start that may have had more to do with national politics than local circumstances, the Co-op more than exceeded its ambitious goal—and so we are poised to move forward. A heartfelt thank you goes to our owners for their financial support of the project, our general manager Dan Esko and the Co-op staff, who worked tirelessly to contact owners, explain the loan program and handle the complex paperwork, and finally to my fellow board members who engaged frequently with owners to explain the project, discuss loan options, hear suggestions, and address concerns.

The opening of a new facility is, however, approximately a year away. What this means is that the Co-op must now focus on being the best store it can possibly be. This will include maintaining an inviting, clean and well-stocked store, offering excellent customer service, and continuing to offer products that are responsibly grown and sourced, with an emphasis on products that also contribute to our local economy. While many of you shop at the Co-op because cooperatives offer a progressive, values-based business model—a truly kinder, gentler form of capitalism—it is,

nonetheless, also incumbent upon the board and staff to make sure that the store provides an excellent customer experience in line with expectations.

This coming year will present some challenges. As we move into the construction phase of the expansion project, there will inevitably be some inconveniences. We urge all of our customers to continue to patronize the Co-op despite these inconveniences. Nothing will contribute more to our success in a new space than maximizing our success in the current space.

Finally, it's important to acknowledge how crucial the cooperative movement—and, more broadly, the socially responsible business movement—are to the wellbeing of our country and world today. People involved with these types of businesses understand that by the supporting the life-affirming values we believe in—including community, cooperation, the environment, vibrant democracy, and acceptance of all people regardless of religion, race or ethnic heritage—we will not only enhance individual and group wellbeing, but will also achieve the financial success necessary for these types of businesses to flourish.







# The Greatest Oak was Once a Little Nut Who Held Its Ground

**Jill Maldonado**  
Marketing Team Member

It's funny, but it's true. So true, that it's nearly impossible to trace the origin of this proverb because it exists in every culture in the world where the oak tree grows. The oak is the subject of wise, old proverbs because in it we recognize many of the characteristics we admire in people—persistence, slow growth, and generosity.

One oak tree can drop as many as 10,000 acorns in a year. If left undisturbed, an acorn will germinate and sprout in the spring. But, we don't see thousands of new oak trees every year because an acorn faces many challenges in its early life. There is only the slightest chance it will land on the forest floor; remain hidden from hungry animals; sprout, root and find enough sunlight to grow.

The oak is persistent.

Much like the mighty oak, the Co-op had a humble beginning. It began as a network of buying clubs where neighbors pooled their resources to bring healthy food into the area, distributing it from their garages. From those early efforts among neighbors, the idea of a cooperative grocery store was born. And, just like a tiny acorn, the Co-op had many obstacles to overcome before it would take root and find the sun on Rosseter Street in 1981. Persistence.

An oak tree will send its roots five feet into the earth during its first year of life, but it might be as much as a decade before it has grown enough to provide shade. Above ground, there might not appear to be any significant growth, but those deep roots are what make them strong and hardy trees.

The oak grows slowly.

The fledgling Co-op grew into its new home, expanded its membership and reached sales of half a million dollars a year before expanding for the first time when it was 12 years old. It would be another decade before the Co-op expanded again and moved to its current location on Bridge Street in 2003. Fourteen years later, we have grown as much as we can in our current location and a year from now, we'll be moving into our new store. From 1,100 square feet of retail space to 7,600 over a span of thirty five years. Slow growth.

The oak tree is a source of food and shelter to more wildlife than any other native tree. The multitude of insects that live in the bark of an oak attract a variety of birds and spiders. Owls and bats make their homes inside hollow trunks. Mice, rabbits, and foxes are just a few of the small animals

that live among the expansive roots of the tree. The acorns an oak tree drops provide a lifeline through the winter to the spring for hundreds of small animals.

The oak is generous.

During my time here, I've come to appreciate the ways in which the Co-op is a center of community. Jenny's Education & Outreach programs touch neighbors, children and good people who need a helping hand. The community dinners that Travis prepares and serves every month provide not just good food, but good company to our friends who might otherwise eat alone. The Co-op employs nearly 70 people on its staff, many of whom drive as much as an hour to work at a place where they find friendship, shared values and a fair wage. Last year, the Co-op purchased nearly \$1 million in goods from local food producers. At the same time, we collected nearly \$13,000 for local charitable organizations through our at-register donation programs. Generosity.

Everything the Co-op has become grew from the idea that neighbors are stronger together. With persistence, slow growth



and generosity, we have accomplished so much, so far.

To all of you little nuts who held your ground 35 years ago, I thank you for helping grow this mighty oak that has become home to so many of us.

## How to Grow Your Own Oak Tree

1. Collect green acorns in early fall. (Right now is the perfect time!) Choose ones without worms, holes, or fungus.
2. Put the acorns in a bucket of water for a couple minutes. Acorns that float won't grow. Discard any floaters.
3. Put the remaining acorns in a large zipper bag with damp sawdust, vermiculite or peat. Put the bag in the refrigerator for 40-45 days. This process is known as stratification. Having a seed exposed to cold temperatures primes it for sprouting in the spring.
4. Keep an eye on your acorns. The root end will begin to crack through around early December. Once the root has cracked through, the acorn is ready to be planted.
5. Plant each acorn in a deep 2 inch diameter pot with drainage holes. Place the acorn about 2-4 inches below the surface with the root facing down. Water regularly.
6. After about six months, when the oak has grown about four inches, it can be transplanted outdoors.
7. Watch it grow!



## Education & Outreach Report

Jenny Schwartz  
Education & Outreach Coordinator

The Co-op has introduced me to a world with an emphasis on community, creativity and an encouragement to learn to cook. As I walk through the produce department, I am immediately inspired by the local and seasonal selection. For instance, when I look at the purple and pinto red potatoes from MX Morningstar, creativity sparks and I search the rest of the store to purchase ingredients I need to make homemade potato chips, a simple recipe that only requires a few ingredients. To save money, it is easy to purchase the exact amount of oil and seasonings from our bulk department. I feel that the Co-op is always working to create positive experiences and inspiring new menu options for meals.

For the past three years, Berkshire Co-op Market has sponsored the Great Barrington Farmers Market which has afforded us the opportunity to host our Kids can Cook program where some of the best local food is being purchased. I aim to invoke the creative experience that I have at the Co-op by presenting a variety of colorful, fresh and seasonal ingredients that inspire kids to visit the table, make a snack and then take the recipe home and make it again. Our table helps inspire young chefs to start creating and appreciate the variety of food that

is grown right here in our community. Each Saturday I am quickly reminded what this apparently simple table means to some of our youngest customers. I have watched some of our little chefs grow from standing on an egg crate with their caregiver guiding them from behind, to confident, independent people who can chop and prepare their own snacks. Sometimes the kids RUN to the table, excitedly anticipating what they are going to make that day.

Parents will often share how their kids ended up talking about a Kids Can Cook activity all week, that it's the reason their child is at the market that morning. I hear how our table is the only place they will try certain vegetables and enjoy what they're eating. Recipes over the summer have included: rainbow wraps, vegetable pasta salad, cabbage salad and more! On top of that, I think our table has increased the sales of lettuce knives in our community. Kids have been known to insist on having a lettuce knife in an effort to make a safer cooking environment at home. With safety comes freedom. If parents don't need to worry about their kids in the kitchen, they don't need to watch them like a hawk. This allows kids the freedom to be creative, imaginative and playful. They can actually play "waiter and waitress" and serve real

food that they made from scratch. They can really be that cool kid they watched on the Food Network's "Chopped Jr." At the end of each cooking experience, kids are encouraged to take home an illustrated copy of the day's recipe. I often hear how they are kept in special boxes at home or how "my kids have made that corn salad at least six times since last week". I hear how the pictures inspire the kids to start making something new in the kitchen. These are conversations that I get to have all the time at the market. For the Co-op, this program is organized and run on a very small budget but the return on that investment is huge. We purchase very few ingredients and the local farmers will often give discounts or hand over a zucchini to support the excited kids. The farmers at the Great Barrington Farmers' Market

help make it even more special with the Lunchbox peppers that can be found at Indian Line Farm, the yellow and purple cauliflower from Maynard farm, fresh ricotta cheese from R+G Cheesemaker to name a few. With the Co-op right next door, you can get pasta, rice, Israeli couscous and other must haves that you can't get at the farmers' market yet.

There is a lot of serious stuff going on in our country, world and with our food. I just hope to remind everyone that we have the ability to find happiness and creativity in simple situations. We can't control the world but we can control making dinner, what we put in it and how it's seasoned. What a great idea to pass onto the next generation!





# real food

Real food is wholesome and healthful.  
Real food is local, organic and sustainable.  
We aim to make real food available for all.



**\$2,754,010**  
in Local Item Sales



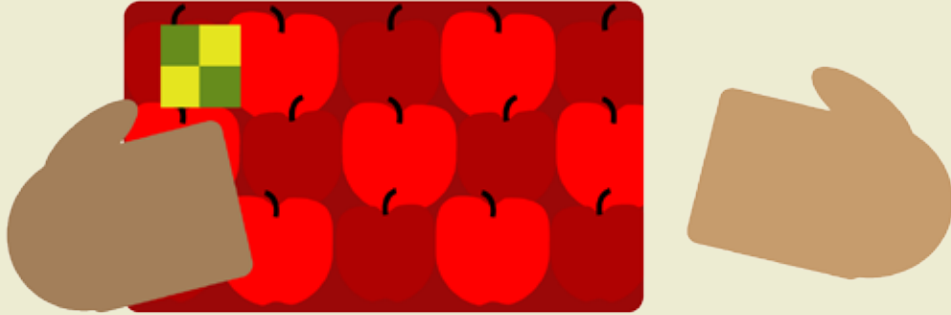
**Senior Discount**  
1,950  
People  
Enrolled  
**\$68,776**  
Saved

**HELP Program**  
223  
People  
Enrolled  
**\$30,006**  
Saved

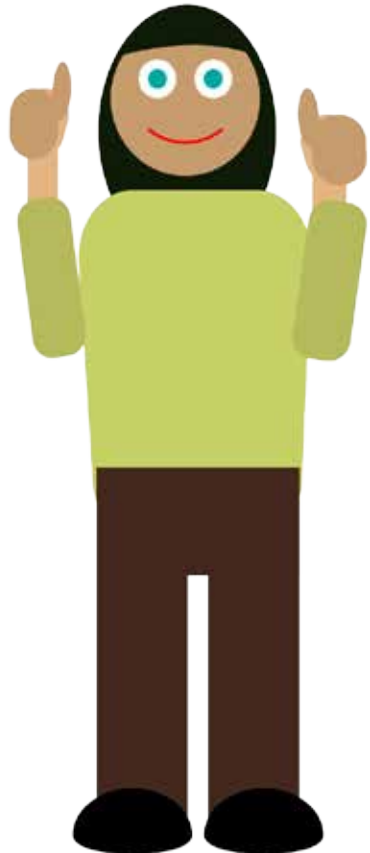


# real good

Real good is what we strive to do; to better our community through cooperation, equitable relationship building, education and outreach.



34% Purchasing from Owners

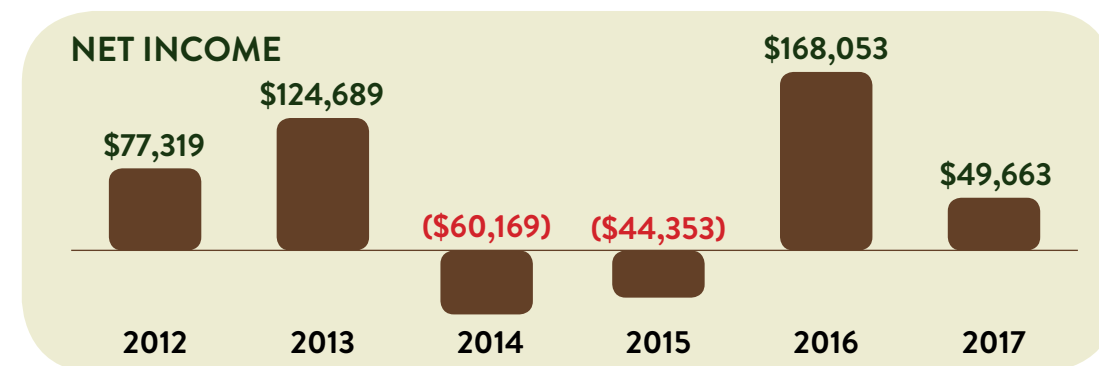


# financial review

FISCAL YEAR 2017 ended June 30. It saw the Co-op make significant progress towards opening a new store, particularly with securing owner loan financing and making subsequent capital investments in expansion planning. No significant increase/decrease in sales was seen with almost 100 new owner shares sold. The Co-op still uses the cash basis of accounting and is in the process of planning the transition to GAAP (Generally Accepted Accounting Principles) accounting in fiscal year 2018.

| INCOME STATEMENT            | FY2017           |              | FY2016       |       |
|-----------------------------|------------------|--------------|--------------|-------|
| Net Sales                   | \$ 8,015,084     | 100%         | \$ 8,044,871 | 100%  |
| Cost of Goods               | 4,811,292        | 60.0%        | 4,829,677    | 60.0% |
| <b>Gross Profit Margin</b>  | <b>3,203,792</b> | <b>40.0%</b> | 3,215,194    | 40.0% |
| Wages - All                 | 1,770,266        | 22.1%        | 1,635,999    | 20.3% |
| Benefits and Taxes          | 380,332          | 4.7%         | 363,471      | 4.5%  |
| <b>Total Labor Expenses</b> | <b>2,150,598</b> | <b>26.8%</b> | 1,999,470    | 24.9% |
| General and Administrative  | 965,551          | 12.0%        | 988,426      | 12.3% |
| Depreciation                | 31,881           | 0.4%         | 36,150       | 0.4%  |
| <b>Total Expenses</b>       | <b>3,148,030</b> | <b>39.3%</b> | 3,024,046    | 37.6% |
| <b>Net Operating Income</b> | <b>55,762</b>    | <b>0.7%</b>  | 191,148      | 2.4%  |
| Other Income                | 19,481           | 0.2%         | 10,305       | 0.1%  |
| Interest Expense            | (84)             | 0.0%         | (2,849)      | 0.0%  |
| <b>Income Before Taxes</b>  | <b>75,159</b>    | <b>0.9%</b>  | 198,604      | 2.5%  |
| Income Tax Expenses         | 25,496           | 0.3%         | 30,551       | 0.4%  |
| <b>Net Income</b>           | <b>\$ 49,663</b> | <b>0.6%</b>  | \$ 168,053   | 2.1%  |

Sales decreased by \$29,787 to a year end total of \$8,015,084, due to decreases in customer count from the prior year. Gross profit remained stable at 40% of sales as pricing updates were consistently attended to. Labor expense was \$151,128 greater than last year at 26.8% of sales, due primarily to the hiring of a permanent general manager, the addition of the new evening manager position, and a \$40,000 annual wage increase that took effect on July 1. General and administrative expenses were managed closely throughout the year and were decreased by \$22,875 to 12% of sales. Net income after taxes was positive at \$49,663, a decrease of \$118,390 from last year primarily due to the increase in personnel expenses.



| CASH FLOW  | FY2017            | FY2016            |
|--|-------------------|-------------------|
| Net Income                                       | \$ 49,663         | \$ 168,053        |
| Depreciation & Amortization                      | 34,439            | 36,791            |
| (Increase) Decrease in Inventory                 | (23,218)          | 4,791             |
| Patronage Dividends Received as Investments      | (19,355)          | (10,717)          |
| Loss on Investment (non-cash)                    |                   | 540               |
| (Increase) Decrease in Other Current Assets      | 7,332             | 39,327            |
| Increase (Decrease) in Other Current Liabilities | (17,291)          | 61,302            |
| <b>Cash Flow from Operations</b>                 | <b>31,570</b>     | <b>300,087</b>    |
| From Investments                                 |                   |                   |
| (Increase) Decrease in Fixed Assets              | (6,769)           | (3,100)           |
| (Increase) Decrease in Other Assets              | (107,984)         | (102,521)         |
| <b>Cash Flow from Investments</b>                | <b>(114,753)</b>  | <b>(105,621)</b>  |
| From Financial                                   |                   |                   |
| Increase (Decrease) in Long-Term Liabilities     | 697,525           | (77,875)          |
| Increase (Decrease) in Equity                    | (509)             | 14,615            |
| <b>Cash Flows from Financing</b>                 | <b>697,016</b>    | <b>(63,260)</b>   |
| Total Cash Flow                                  | 613,833           | 131,206           |
| Beginning Cash                                   | 311,090           | 179,884           |
| <b>Ending Cash</b>                               | <b>\$ 924,923</b> | <b>\$ 311,090</b> |

Cash flow was net positive for the year at \$613,833 in additional cash generated by the business primarily through financing activities (owner loan funds), and to a lesser degree from operating activities. Total investments were \$114,753, a majority of which was capital investment related to new store fundraising, planning and design. End of year operating cash (less owner loan funds) was more than adequate to cover all short term cash obligations.

| <b>BALANCE SHEET</b>                | <b>FY2017</b>       | <b>FY2016</b>       |
|-------------------------------------|---------------------|---------------------|
| Cash                                | \$ 924,923          | \$ 311,090          |
| Inventory                           | 239,856             | 216,638             |
| Other Current Assets                | 58,853              | 64,977              |
| <b>Current Assets</b>               | <b>1,223,632</b>    | <b>592,705</b>      |
| Property and Equipment, Net         | 551,697             | 576,806             |
| Other Assets                        | 356,801             | 233,228             |
| <b>Total Assets</b>                 | <b>2,132,127</b>    | <b>1,402,739</b>    |
| Current Liabilities                 | 417,607             | 460,759             |
| Long-Term Debt                      | 707,719             | -                   |
| <b>Total Liabilities</b>            | <b>1,125,326</b>    | <b>460,759</b>      |
| Owners' Equity                      | 1,006,801           | 941,980             |
| <b>Total Liabilities and Equity</b> | <b>\$ 2,132,127</b> | <b>\$ 1,402,739</b> |

The balance sheet as at June 30, 2017 shows a significant increase in cash due to the infusion of owner loan funds earmarked for capital expenditures as well as a much smaller increase in operating cash. Current assets increased commensurate with a \$23,218 increase in inventory on hand. Other assets grew by over \$123,573 as we made capital investments related to our expansion, namely fundraising costs, design, legal and consulting fees. Current liabilities decreased as we retired the final current portion of a \$100,000 loan from the Co-op Fund of New England. Long term debt increased as we closed on over 50% of the total owner loans before the end of the fiscal year. Total owner equity grew as net profit was retained and almost 100 new owner shares were sold over the course of the year. Overall, the Co-op's balance sheet grew \$729,388 year over year.

The summary financial statements provided are based on a preliminary financial review by Brazee and Huban, CPAs. The final review will be available subsequent to the publishing of this report. A complete copy of this review is available to co-op owners upon request.





# Behind the Scenes: The Making of Food

Co+op, Stronger Together

Today, the vast majority of U.S. food is produced by an industrial system that churns out commodity crops (like corn and soybeans), which are then turned into processed foods for human consumption or fed to livestock to produce cheap meat. But now, more than ever, people are showing interest in finding local, sustainable alternatives.

Humans first started cultivating land some 10,000 years ago, and incredibly, farming remained much the same for millennia, despite developments like irrigation, crop rotation, fertilization, and pesticide application (early pesticides were mercury, arsenic, and lead).

Since 1900, however, a new era of agriculture has taken shape. Machines and synthetic fertilizers and pesticides have replaced human labor and crop systems that naturally replenish themselves. As a result, instead of raising a smaller but more diverse volume of crops that nourishes the soil, farmers are cultivating staggering amounts of one or two crops on huge tracts of overworked land.

And the changing face of agriculture doesn't stop there. For example, companies have begun genetically modifying plants by inserting DNA from one species into

the cells of another, altering the natural ecosystem in a profound way. As industrial agriculture continues its monumental spread, the list of worries that accompany it grows in parallel:

- Water pollution from petroleum-based fertilizers and chemical pesticides
- Contamination of foods with drug-resistant E. Coli and other pathogens
- Farm subsidies that singularly encourage large-scale production of corn
- An epidemic of obesity linked to increased consumption of processed foods
- The health impacts of pesticides
- The decline of family farms and rural communities

But there's positive momentum in the food industry, too, largely due to increasing awareness of these and other issues. A wellspring of support for organic, sustainable, and local food has emerged, and while its market share remains small, interest is growing steadily.

Many local farms are small-scale practitioners of sustainable, organic farming, which focuses on the health of soil, the environment, and the consumer.



While local isn't always sustainable and organic, and organic isn't always small, these categories substantially overlap and share common farming practices:

- Crop rotation, the practice of alternating various crops in the same field to avoid a build-up of crop-specific pathogens and pests and avoid soil depletion
- Managed grazing, or creating grazing patterns across farmland to avoid over-grazed areas and allow for regeneration of a pasture's grasses (animals raised in this way are often referred to as "pastured" or "pasture-raised")
- Cultural pest control, which involves methods such as crop rotation, combining various types of crops, timing of planting and harvest, weeding, and planting of "trap" crops to naturally divert pests
- Drip irrigation, a method that saves water and starves weeds by dripping water slowly to the roots through a network of valves, pipes, and tubes

Local farmers frequently sell at food co-ops, farmers markets, and through

community-supported agriculture (CSA) ventures, in which people "subscribe" to receive weekly shares of fresh produce from the farm during the growing season.

Organic farmers can pursue organic certification from the USDA, which grants them use of the "USDA Organic" label on their food products. Some producers who adhere to organic practices lack the means to gain and maintain this certification. For consumers, however, the availability of Certified Organic food at the supermarket provides assurances about how their food was grown, particularly when they don't have access to a local co-op or farmers' market.

Wherever you are, you have power to influence the agricultural industry with the choices you make. Learn as much as you can about organic and sustainable farming practices, get to know your local farmers and food producers at the co-op or farmers' market, and above all, vote with your dollars by buying from producers whose food production methods you believe in.

# Try These at Home!



## Crockpot Blackbean Chili

**Total Time:** 6 hours, 10 minutes;  
10 minutes active

**Servings:** 4-6

Set it and forget it, and you'll be so glad when this crockpot full of chili is ready. This meatless classic has a little extra texture thanks to quinoa, which simmers in the black bean broth and gives it body.

### Ingredients

1 cup dried black beans, rinsed  
2 large carrots  
1 medium green pepper, chopped  
1 15-ounce can diced tomatoes  
1/4 cup quinoa  
4 cups water  
1 1/2 tablespoons chili powder  
1 teaspoon salt

### Preparation

Combine all the ingredients in the slow cooker and close the lid. Set the cooker on low and cook for 6 hours.

After 6 hours, test the beans for doneness. If they are not quite tender, cover and cook for another half an hour.

Serve hot or transfer to containers to refrigerate or freeze.

### Serving Suggestion

Cornbread flecked with diced jalapeno peppers makes a tasty accompaniment to this hearty chili.

## Pumpkin Gingerbread

**Total Time:** 1 hour 5 minutes;  
20 minutes active

**Servings:** 20 slices (makes 2 loaves)

This pumpkin gingerbread is a delicious breakfast treat served warm with a smear of cream cheese and a drizzle of honey.

### Preparation

Preheat the oven to 350°F.  
Grease two 9 x 5 inch loaf pans.

In a mixing bowl, whisk together the spices, salt, baking soda, baking powder and flours.

### Ingredients

2 cups sugar  
1/2 cup canola oil  
1 cup applesauce  
1/2 cup blackstrap molasses  
4 large eggs  
2 teaspoons vanilla extract  
1/2 cup water  
1 15-ounce can pumpkin puree  
1 tablespoon ground ginger  
1 teaspoon ground allspice  
1 teaspoon ground cinnamon  
1 teaspoon salt  
2 teaspoons baking soda  
1/2 teaspoon baking powder  
2 cups all-purpose flour  
1 1/2 cups whole wheat flour

In a second large mixing bowl, whisk together the sugar, oil, applesauce, molasses, eggs, vanilla, water, and pumpkin until smooth and well blended. Add the flour mix to the wet ingredients and blend well, then pour the batter evenly into the loaf pans.

Bake for 45-50 minutes until a toothpick inserted into the center of the loaf comes out clean, being careful not to over-bake. Let cool for 15 minutes before removing from the pan.



# Berkshire Co-op Market

42 Bridge Street

Great Barrington, MA 01230



@berkshirecoop



berkshirecoop



@berkshirecoop

413.528.9697 | [berkshire.coop](http://berkshire.coop)