



# COMMUNITY-OWNED, COMMUNITY-GROWN



**BETHLEHEM**  
**FOOD CO\*OP**  
[www.bethlehemfood.coop](http://www.bethlehemfood.coop)

*Co-Op Grow-Op*

# WHAT IS A CO-OP?

Owned – Operated – Financed  
by its members for the benefit of its members



# WHAT WE ARE

- A **full-service, brick-and-mortar grocery store** in Bethlehem's north downtown area where members – and non-members – will be able to shop
- A year-round retail location for **local farmers** and producers to sell their wares
- Part of a **community of 250+ food co-ops** in the US

# WHAT WE ARE NOT

- A CSA, farmers' market, or buying club
- A charity or non-profit
- A new idea
- A small, niche trend





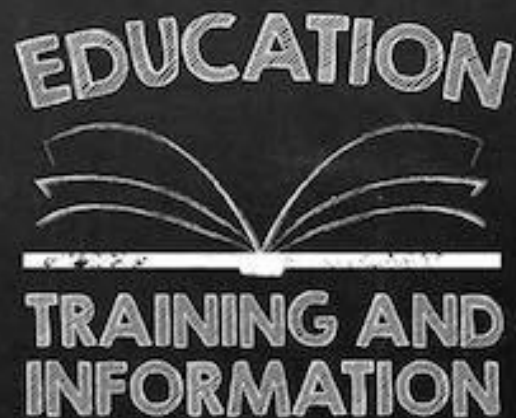
# OUR MISSION

- Encouraging physical, social, and economic health
- Providing healthful, reasonably priced food
- Emphasizing local, sustainable, humane and natural food systems
- Offering unique educational opportunities  
*to the entire community*

# SEVEN COOPERATIVE PRINCIPLES



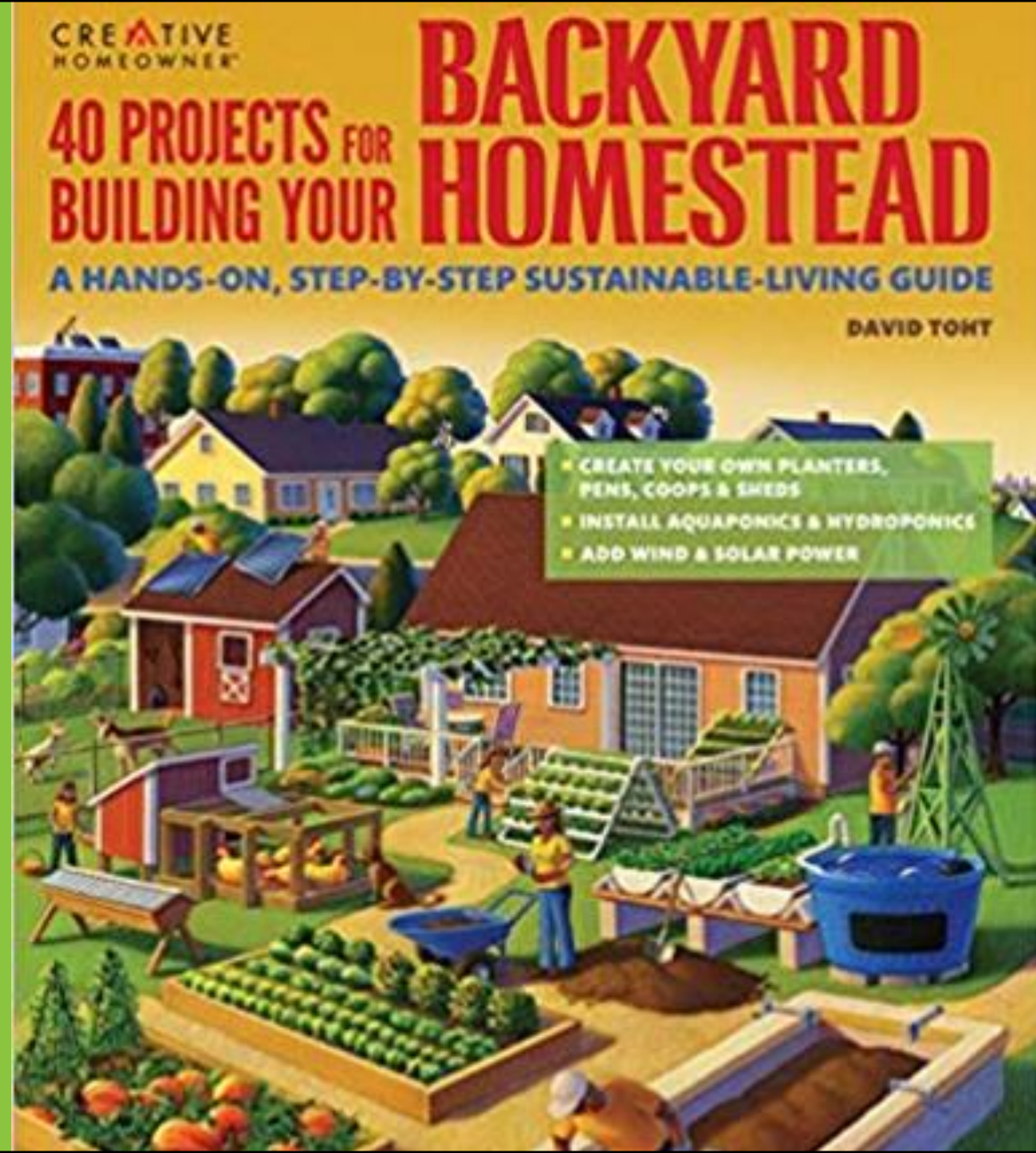
AUTONOMY & INDEPENDENCE





# Solutions

- Grow all your own food
- Source your own food
- Start a food co-op



# **HOW WILL BFC HELP OUR COMMUNITY?**

## **3 Major Ways!**

**Fresh Food Access  
Community Empowerment  
Sustainability**





# FRESH FOOD ACCESS

- Increase resilience in our local food system
- Shorter travel distances – conserves nutrients and tastes better
- Generate more jobs than conventional agriculture
- Reduce greenhouse gas emissions - less miles between farm and fork
- Land preservation - cleaner water and air
- Better nutrition means better public health



# COMMUNITY EMPOWERMENT

- Having a vote and a voice in your local co-op also gives you a sense of ownership in your community
- You will decide how the Co-op gives back to your community
- Access to fresh and healthy food - improve quality of life and health for residents
- Educational events will teach residents about fresh foods, how to cook, why fresh food is important
- Co-op will act as a “third spot” for the community, a gathering place of like minded individuals to learn and grow



# Sustainability

**We believe part of our core mission is to implement and improve practices to respect and protect the environment.**

- BULK products encourage the use of re-usable containers resulting in less waste of food products, and plastic waste
- Composting of expired food and produce can help sustain local agriculture
- Donations of food instead of throwing it out
- Purchase energy efficient refrigeration, and other equipment, needed to run the store



# Co-ops Make a Powerful Impact

The average co-op works with  
**178** local farms  
& producers



## Reducing our carbon footprint



Refrigerant gas emissions  
down **23%**



**1.3M** pounds of food diverted  
from landfill preventing  
777,808 lbs. CO<sub>2</sub>



The average food co-op has  
reduced total energy use **10%**  
since 2016 (electricity and fuel)

## Food Co-op Facts

Average Members per Co-op 6,400

### Impact Per Co-op

Annual Sales \$10 Million

Sales From Members 60%

	Co-op	Conventional
<b>Store Size</b>		
Total Square Feet	<b>15,000</b>	<b>33,300</b>
Staff / \$1 million sales	<b>9.3</b>	<b>5.6</b>
Sales / square foot	<b>\$10.37</b>	<b>\$ 8.55</b>
<b>Compensation</b>		
Average Hourly Wage	<b>\$14.31</b>	<b>\$13.35</b>
% Eligible for Benefits	<b>68%</b>	<b>56%</b>
<b>Local Impact</b>		
Purchases Locally Sourced	<b>20%</b>	<b>6%</b>
Local Suppliers	<b>157</b>	<b>65</b>
Economic Multiplier	<b>1.60</b>	<b>1.36</b>
Donations, % of Income (Cash)	<b>13%</b>	<b>4%</b>
<b>Healthy Foods</b>		
Organic Groceries	<b>48%</b>	<b>2%</b>
Organic Produce	<b>82%</b>	<b>12%</b>
<b>Environmental Impact</b>		
Energy Star Rating	<b>82</b>	<b>50</b>
Metric Tons CO <sub>2</sub> / \$1M Sales	<b>51</b>	<b>74</b>
Plastic Recycled	<b>81%</b>	<b>29%</b>
Cardboard Recycled	<b>96%</b>	<b>91%</b>
Food Waste Composted	<b>74%</b>	<b>36%</b>



# Co-ops Make an Impact

## Local Economy



- \$1M+ stays in community
- 50% more of all money spent stays local vs chain grocery store

## Innovation



- Stimulates creation of new small businesses (soap, beef jerky, pickles, etc.)
- Educational programs for community

## Farms



- On avg, food co-ops generate \$800,000 in local farm sales!
- Avg 250 products from local farmers & producers
- Support growth of new & existing farms

## Job Creation



- BFC will provide 21 part-time and full-time jobs at opening.
- Higher wage

# HOW DOES THE CO-OP HELP OUR COMMUNITY NOW?

- “Hubs” school-based programs
- Community events
- Scholarship opportunities
- Education
- Social events





# WHERE ARE WE NOW?

The background of the slide features a close-up photograph of several small green seedlings with two leaves each, growing out of a mound of dark brown soil. The lighting is bright, creating a soft glow around the plants.

- 870 Member-owners
- Active volunteers, including our 9 member board
- Continue to partner with local businesses
- Active grant coordinator and writer
- Project Manager: Simplified Business Solutions
- Signed lease 250 E. Broad Street the future home of the coop
- Received block grant money from the City for \$162,500 and have partnered with them for additional grant money
- Preparing an RFP to hire an architect to design the store
- Preparing to launch a capital campaign - currently in the silent phase

# HOW CAN YOU HELP OUR CO-OP?

- Attend our community events
- Share your skills and interests by volunteering
- Recruit other members
- Follow us on social media
- Sign up for our newsletter



# BECOME A MEMBER!

- \$300 Equity Payment
- One-time – no annual fee
- Per household
- Installment options:  
    \$25/month(12 month) or  
    \$10/month(30 month)
- Organizational Memberships available

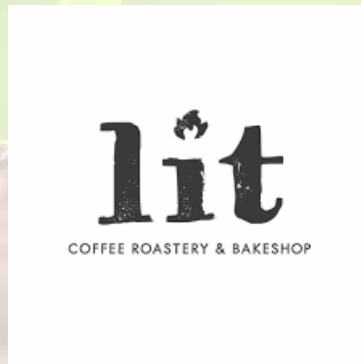




# MEMBER BENEFITS

- Right now! A voice and vote in the co-op's decisions
- Right now! Discounts at local businesses
- Future! Opportunity to earn patronage dividends
- Future! In-store discounts

**You can walk in like you OWN the place,  
because you do!**



The background of the image shows several small green seedlings with two leaves each, growing out of a layer of dark brown soil. The scene is brightly lit, creating a soft, hazy green atmosphere. The text '870' is superimposed in the upper center, and 'and growing!' is in the lower center, both in a dark green, bold, sans-serif font.

# 870

**and growing!**



# HOW TO JOIN THE BFC

**visit our website:  
[bethlehemfood.coop](http://bethlehemfood.coop)**

- join securely online
- print off application and mail









# FUTURE HOME OF



## BETHLEHEM FOOD CO\*OP

LEARN MORE: [WWW.BETHLEHEMFOOD.COOP](http://WWW.BETHLEHEMFOOD.COOP)



250 E. Broad Street, Bethlehem