

Key Needs of Rural Grocery Owners and How Technical Assistance Can Best Help

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Rural Grocery Initiative

Local Food Story of Southeast Kansas

- Growers
 - Production limited by Labor
 - Development of Growing Growers Program
- Farmers' Markets
 - SNAP, Double Up Food Bucks
- Grocers
 - Local produce
 - Point-of-sale System

Meeting Needs of Rural Grocers

- Improving Revenues
 - FINI grant Expanding SNAP, DUFB
- Increasing Efficiencies
 - SBDC, REAP, KHFI, Network KS E-Communities, Regional Planning Commission, Local \$
- Creative Solutions
 - Food Cooperative
 - Distribution Partnerships

Improving Revenues

- SNAP
- Double Up Food Bucks
- WIC
- Find services lacking in community
 - UPS Shipper
 - Western Union
 - US Postage
 - Rug Doctor Rental



The Marmaton Market Food Co-op

Own It!

Member Owned ★ Community Focused

Thrive

Community Development

EDGE

Local Food

Facebook

The Marmaton Market

www.TheMarmatonMarket.coop



Increasing Efficiencies

- Rural Energy Assistance Program
- Kansas Healthy Food Access Initiative
- Network KS E-Communities
- Regional Planning Commission
- Small Business Development Center Market Assessments
- Training for General or Operations Manager



Creative Solutions

- Ask community members what they need
- Food Cooperative
- Distribution Partnerships
- Private/Public Funding
- Technical Assistance familiar with Grocery Industry



Technical Assistance Available

- Small Business Development Centers at State Universities
- KSU Engineering Dept.
- Kansas Healthy Food Access Initiative
- Network KS
- Associated Wholesale Groceries
- Grant Writers
- Food Cooperative Initiative
- CDS Consulting
- Experienced Grocery Managers

How TA Can Best Help

- Listen for the heart of the issue
- Ask questions to gather what is needed to process with what is known to give appropriate and applicable information
- Seek plausible solutions to offer to owners

Thank you for your attention!

If I can be of any service to you,
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