

National Rural Grocery Summit V – Agenda (June 6-7, 2016)

Day 1

8:30 – 9:30 a.m. Registration / Check-in

9:30 – 10:30 a.m. Welcome / Opening Keynote

- Welcome
- Opening Keynote: *“Making a Difference through the Rural Grocery Initiative”* – Dr. David Procter, Director, Center for Engagement and Community Development, Kansas State University

10:30 – 10:45 a.m. Break

10:45 – Noon Breakout Sessions

#1: Accessing Funds for Your Rural Grocery Store

Moderator: Donna Schenck-Hamlin

- *“Funding for Rural Food Retail”* – Simone Elder, Erik Pedersen (Network Kansas)
- *“Business Programs in USDA Rural Development”* – Randy Snider, Katie Casper, Travis Snider (Kansas USDA Rural Development)
- *“Financing Opportunities for Rural Small Business”* – Doug Clary (Small Business Administration)

#2: Business Transition: Succession Planning

Moderator: Nancy Daniels

- *“Business Transition”* – Lisa Roberts (KSBDC)
- *“RedTire: Helping Save Rural Commerce, One Business at a Time”* – Wallace Meyer, Jr. (University of Kansas)

- *“Farm Transition Model: An Approach to Small Business Succession Planning”* – Forrest Buhler (Kansas Agricultural Mediation Services)

#3: Conducting Community Food Assessments

Moderator: Kolia Souza

- Barbara LaClair (LaClair Consulting Services)
- *“Live Well Saline County Food Initiatives”* – Barbara Goode (KSU Engineering Extension Pollution Prevention Institute), Brenda Gutierrez (United Way of Salina)
- *“Crawford County FEAST”* – Martha Murphy (K-State Research and Extension, Expanded Food and Nutrition Education Program Educator)
- *“Community Food Assessments: Innovative Approaches to Building Better Food Systems”* – Kathy Nyquist (New Venture Advisors)

Noon – 1:30 p.m. Lunch / Keynote

- Rural Grocery Store Awards: Ron Wilson (Huck Boyd National Institute for Rural Development)
- Luncheon Keynote: *“10 Years of Being America's Youngest Grocer: Growing a Business and Sales in a Declining Area”* – Nick Graham (Rural Grocery Store Owner)

Nick Graham grew up outside of Truman, Minnesota and bought his first grocery store while a 17-year-old senior at Truman High School. When presented with a fantastic buyout offer, he sold it and moved to Rolfe, Iowa and bought another grocery store. Nick currently owns and operates three supermarkets and one hardware store, as well as wholesales groceries to a number of other stores and institutional customers. Nick will speak about the challenges and opportunities of operating rural grocery stores in a declining area.

1:45 – 3:00 p.m. Breakout Sessions

#4: Understanding Rural Grocery Owner Challenges / Customer Needs

Moderator:

- *“Rural Grocery Ownership in Minnesota: An Overview of the 2015 Statewide Survey”* – Karen Lanthier (University of Minnesota, Extension Regional Sustainable Development Partnerships)
- *“North Dakota Rural Grocery Stores: Challenges and Opportunities”* – Shirley Reese (Reese Main Street Market, ND.)

#5: Aggregating Food Operations: Food Hubs

Moderator:

- *“Building Rural Grocery Viability through Food Hubs”* – Kathy Nyquist (New Venture Advisors)
- *“High Plains Food Co-op as Food Aggregator”* – Leon Atwell (Advancing Rural Prosperity)

#6: Accessing Funds for Your Rural Grocery Store

Moderator: Kolia Souza

- *“Accessing Capital for Rural Grocery Stores”* – Kansas Small Business Development Center
- *“The Reinvestment Fund’s Financing for Winfield, KS’ Save-A-Lot”* – Donna Nuccio, Jamie Allen, Christie Henry; The Reinvestment Fund
- *“Grant Writing for Small Businesses”* – Shannon Martin
- *“Available Funding Sources for Energy Efficiency Project at Rural Grocery Stores”* – David Carter, Yvonne Cook (K-State Engineering Extension)

3:00 – 3:15 p.m. Break

3:15 – 4:30 p.m. Breakout Sessions

#7: Innovative Models of Rural Grocery Operations

Moderator: Nancy Daniels

- *“Farmhouse Market: A Small Market that’s Big on Technology”* – Kendra Rasmusson (New Prague, MN.)
- *“The Butter Churn: Providing Real Food When Your Customers Just Want Cheez Whiz”* – Stephanie Freeman (Woodhull, IL.)
- *“The Morland Mercantile”* – (Morland, KS.), *Invited
- *“Hospitals and Grocery Stores Collaborating for Healthy Food Access”* – Brian Dolezal (Clara’s Corner Café, Hoisington, KS.)

#8: Encouraging Rural Customers to Shop Healthy

Moderator:

- *“What Works and Doesn’t Work with In-Store Nutrition Education: Results from a National AFRI Grant Project ”* – Sandy Procter, Erin Tynon (K-State Research and Extension)
- *“Nutrition Education and Outreach in Minnesota: Successes and Challenges Experienced during AFRI Grant Project”* – Karen Lanthier (University of Minnesota Extension)
- *“Mind the Gap: Communities Grow Sustainable Food Access”* – Kara Lubischer, Sara Feagans (University of Missouri Extension)

#9: Increasing Healthy Food Options for Rural and Diverse Populations

Moderator:

- *“Maine Healthy General Stores”* – Daniel Wallace, Sandie Dubay (CEI); The Food Trust
- *“Increasing Food Options for a Diversifying Population: When Tortilla Chips are Not Enough”* – Jon Wolseth, Lisa Bates (Iowa State University Extension and Outreach)

Dinner break on your own

7:00 – 9:00 p.m. Evening Reception

Day 2

7:30 – 8:30 a.m. Light Continental Breakfast (pastries, fruit, juice, coffee)

8:30 – 9:00 a.m. *“What I Learned about Rural Grocery Stores by Visiting Towns Across Kansas”* – Marci Penner (Kansas Sampler Foundation)

9:15 – 10:30 a.m. Breakout Sessions

#10: Strengthening Access to Healthy Foods

Moderator: Pat Rissler

- *“Examining the Impact of Food Deserts and Food Imbalance in Rural America”* – Mari Gallagher (Mari Gallagher Research & Consulting Group)
- *“Can Walking and Biking Help Sustain Rural Grocery Stores?”* – Marisa Jones (Safe Routes to School)
- *“Risk Assessment in the Supply Chain of Child Nutrition Programs in Rural Areas”* – Rachel Wilkerson (Texas Hunger Initiative, Baylor University), Dr. Kathy Krey (Baylor University)

#11: Rural Grocery Best Practices

Moderator: Tina Khan

- *“Creating Community Networks”* – Clint and Jenny Osner; Nancy Koester (Hired Man’s Grocery and Grill, Inc.; Conway Springs, KS.)
- Denny and Lori Mueller (Gosch’s Grocery Store; Randall, MN.)
- Pam Budenbender (Onaga Country Market; Onaga, KS.)
- *“Facing the Giants: Small Town Grocery Store”* – Doug Thompson (Chapman Food Mart; Chapman, KS.)

#12: Food Distribution: Challenges and Solutions

Moderator: Kolia Souza

- *“\$9,000 a Week: Innovative Solutions to Turning a Barrier into a Profit Center”* – Nick Graham (Rural Grocery Store Owner)
- Karen Shore (The Food Trust)
- *“The Sunflower Foundation Distribution Hackathon”* – Elizabeth Burger (Sunflower Foundation)
- *“Prefeasibility Study to Determine Efficiencies in Distributing Goods to Rural Grocery Stores”* – Lori Capouch (North Dakota Association of Rural Electric Cooperatives)

10:30 – 10:45 a.m. Break

10:45 a.m. – Noon Breakout Sessions

#13: Policies to Strengthen Healthy Food Access

Moderator:

- *“Legal and Policy Issues Impacting Rural Grocery Stores”* – Natasha Frost, Julie Ralston Aoki (Public Health Law Center)
- *“Sales Tax on Food: How Local and State Policies have a Big Impact on Rural Grocery Stores”* – Ashley Jones-Wisner, Leslie Wilson
- *“ChangeLab Solutions”* – Phebe Gibson, Rio Holaday (Oakland, CA.)

#14: Evidence-Based Practices to Strengthen Rural Grocery Operations

Moderator: Pat Rissler

- *“Building Social Networks to Sustain Rural Grocery Stores”* – Kolia Souza (Kansas State University)
- *“A Case Study of Strategies to Increase Grocery Sales”* – Dr. Hikaru Peterson (University of Minnesota)

- *“The Kansas Healthy Food Access Initiative”* – Tina Khan (Kansas State University)

#15: Increasing Healthy Food Access in Your Community

Moderator:

- *“Feeding Kansas: Civic Agriculture for Civic Health”* – Natalie Fullerton (Kansas Rural Center)
- *“Double Up on Produce: New Ways SNAP can Strengthen Rural Groceries”* – Noah Fulmer (Fair Food Network)
- *“Food Policy Councils”* – Eileen Horn (Douglas County, KS)

12:15 – 12:45 p.m. Closing with Box Lunch Provided

- Closing Keynote: *“Let’s Not Stop Now, Where We Go From Here,”* David Procter, Director, Center for Engagement and Community Development, Kansas State University, Manhattan, KS
- **Adjourn**