

Tuesday, October 20, 2015 | 1:30pm – 3:00pm
1 (510) 365-3231 | Access Code: 515-070-296
Audio PIN: Shown after joining the training

This meeting will begin momentarily.

To connect to the audio portion of the call,
use the telephone option and enter your designated
audio pin.





*The **A**, **B**, **Cs** of Healthy Retail:*

Fundamentals for designing a Healthy Retail Program

Facilitators:

Erin Moore, NEOPB, Training Consultant

Chioko Grevious, NEOPB, Training Consultant

Who's speaking?



Erin Moore, NEOPB,
Training Consultant

Chioko Greivous,
NEOPB, Training
Consultant



Asbury Jones,
NEOPB,
Public Relations
Manager

Linda Lee
Gutierrez, NEOPB,
Health Program
Specialist



Participate!

Facilitator prompts:

Throughout the webinar, you will see questions in **green font**. Please use the chat box to answer the questions!

What is your favorite healthy snack food?

We will also prompt you to share experiences using the **hand raising** function.

Who is willing to participate today (raise your hand!)?

Goal/Learning Objectives

Goal: Provide an overview of how to design a Healthy Retail Intervention Plan equip you with the resources you need to support this work.

1. Describe the steps to designing a Healthy Retail Interventions Plan.
2. Identify examples of Policy, Systems and Environmental changes in the retail setting
3. Describe, identify, and locate NEOPB Retail Marketing Material
4. Identify strategies for developing a Retail Partnership
5. List tips for developing a pitch
6. Know who to contact for Training and Technical Assistance needs

Designing a Retail Program in 8 Steps

1. **Qualify the store**
2. **Gather Formative Research/Baseline Assessment data**
3. **Prioritize your PSE Strategy (ies)**
4. **Create a Retail Partnership**
5. **Implement intervention**
6. **Evaluate intervention effectiveness**
7. **Adjust, maintain, or expand your Healthy Retail Intervention Strategy**
8. **Recognize/celebrate your store's commitment**



1. Qualify a Store

Layer List Legend GIS Tools Map Tools Share Help Basemap

-121.490, 38.582

Click on the map to Identify Features

Sacramento

06067001101

Find address 1616 Capitol

06067001200

06067002000

0 0.1 0.2mi

Identify Results

Catch All Eligibility 2010 Tracts
06067001200

Census 2010 Tract	06067001200	
Regional Network	Gold Country	
County	Sacramento	
ACS 2007-2011 All Races < 185% FPL	0.337	-
ACS 2006-2010 All Races < 185% FPL	0.379	-
ACS 2007-2011 White < 100% FPL	0.177	-
ACS 2006-2010 White < 185% FPL	0.343	-
ACS 2006-2010 White < 100% FPL	0.178	-
ACS 2007-2011 Afr. American < 100% FPL	0.343	-
ACS 2006-2010 Afr. American < 185% FPL	-1	-
ACS 2006-2010 Afr. American < 100% FPL	0.373	-
ACS 2007-2011 Hispanic < 100% FPL	0.13	-
ACS 2006-2010 Hispanic < 185% FPL	-1	-

Is it in a qualifying GIS Census Tract?

2. Formative Research/ Baseline Assessment



Helps to identify and understand the characteristics - interests, behaviors and needs - of target populations that influence their decisions and actions

Poll Question #1

CX³ Results – Store Score



ABC Market Quality Scorecard

Categories	Actual Points	Possible Points
Products Stocked		
Sells a variety of fresh fruit	0	Up to 12
Sells good quality fresh fruit	0	Up to 8
Sells a variety of fresh vegetables	0	Up to 12
Sells good quality fresh vegetables	0	Up to 8
Prices for fresh fruit and vegetables are reasonable	0	Up to 10
Sells other healthy food items	10	Up to 10
Marketing and Promotion		
Participates in the Network for a Healthy California Retail Program	0	3
Provides health promotion information near fresh produce	0	1
Displays fruits, vegetables and healthy options outdoors	2	Up to 4
Removes interior ads promoting high fat/sugar foods	.5	Up to 2
Displays interior ads promoting healthy foods	0	Up to 2
Removes high fat/sugar foods from checkout area	1	Up to 2
Places healthy foods in checkout area	2	Up to 2
Posts ads for healthy foods on exterior	0	Up to 2
Removes exterior ads promoting high fat/sugar foods	1	Up to 2
Food Assistance: Foods Stamps and WIC		
Accepts Food Stamps	4	4
Accepts WIC Checks (Supplemental Nutrition Program for Women, Infants and Children)	0	4
Displays WIC and Food Stamp signs	1	Up to 2
Other		
Comply with Lee Law (limits ads on windows with alcohol license)	1	1
No bars on windows	2	2
Safe and "walkable" within two blocks of the store	1	Up to 7
Total Quality Score	31.5	100

Quality stores must score a minimum of 75 points

Each site receives a score related to quality:

- Products Stocked
- Marketing & Promotion
- Food Assistance
- External environment

CX3 Formative Assessment Tools

Food Availability and Marketing Survey

Store Environment and Walkability Survey

Pricing Data Collection Survey

CX³ Tier 2 - NF 2-5 Food Availability & Marketing Survey

A. STORE INFORMATION

1) Store ID: _____ County - Neighborhood - Store Code

2) Census Tract: _____

3) Name/Address of Store: _____

4) Code Name ID: _____

5) Store Type (check all that apply): Grocery store Convenience store Supermarket (chain or a "one-stop" retailer) Small market (e.g., neighborhood grocery store) Convenience store (food items and snacks, no fresh meat, may sell gas) Other (NO liquor stores) specify: _____

6) Is store within 1/2 mile of school? 1-Yes 0-No → If Yes, Name of school: _____

7) ZIP: _____ 1-Yes 0-No (Obtain from GIS, verify by phone if unsure)

8) Food stamp vendor? 1-Yes 0-No (Obtain from GIS, verify by phone if unsure)

9) Participate as a vendor for a Healthy California Ball Game? 1-Yes 0-No

B. STORE EXTERIOR

10) Is a school visible from the store (circle one)? 1-Yes 0-No

11) Record information about healthy and unhealthy advertising and products on all signs and posters of the storefront. Do not include ads on the sides of the building or on other parts of the property such as the roof, fence or parking lot.

For the following table, only include products prominently advertised (large display boards, signs or posters). Do not include items on shelves or in bins.

Ad Type	# of ADS for Unhealthy	# of ADS for Healthy
a) Billboards (any size)	0 1 2 3 4 5 6 7 8 9 10+	0 1 2 3 4 5 6 7 8 9 10+
b) Signs (any size)	0 1 2 3 4 5 6 7 8 9 10+	0 1 2 3 4 5 6 7 8 9 10+
c) Large posters (any size)	0 1 2 3 4 5 6 7 8 9 10+	0 1 2 3 4 5 6 7 8 9 10+

Unhealthy foods are high-calorie, low-nutrient foods and beverages that include sugar, salt, and fat. Examples include: sugary drinks, fast food, fried foods, and other processed foods. Healthy foods are fruits and vegetables, whole grains, beans, nuts, and seeds, and low-fat dairy products. Additional examples include: fresh produce, whole grains, nuts, and seeds. Healthy foods include: fresh produce, whole grains, nuts, and seeds. Unhealthy foods include: sugary drinks, fast food, fried foods, and other processed foods. Do not include: sugary drinks, fast food, fried foods, and other processed foods.

Do not consider: Cigarettes or tobacco products

CX³ - Tier 2 - 11.18.09

CX³ Tier 2 - HA1 Store Environment Walkability Survey

Store Information and Walkability Around Store

1) Store ID: _____ County - Neighborhood - Store Code

2) Census Tract: _____

3) Name of Store: _____

4) Code Name ID: _____

5) Date of visit: _____

6) Position: 1. Completed (circle one) 2. Partial

7) Starting point: across street

Mark an "X" in the blank next to each item under a question. Then based on the items you marked, determine a rating for each question with 1 being the lowest and 5 the highest. Use the number of "X's" to give you a rating from what you encounter on the walk. Locations with good walkability will get lower scores and locations with poor walkability will get higher scores.

Q1. Did you have room to walk?
 ___ Yes ___ No
 ___ Sidewalks were broken or cracked
 ___ Sidewalks were blocked with poles, signs, utility boxes, etc.
 ___ Sidewalks or paths started and stopped
 ___ Something else _____
 Description of problem(s): _____
 Rating: (circle one) 0 1 2 3 4 5

Q2. Was it easy to cross streets?
 ___ Road was too wide
 ___ Traffic lights made it wait too long or difficult to cross
 ___ Needed to jaywalk or cross against traffic
 ___ Needed to stop or change lanes at a stop
 ___ Something else _____
 Description of problem(s): _____
 Rating: (circle one) 0 1 2 3 4 5

Q3. Did drivers behave well?
 ___ Drivers _____
 ___ Did not wait to let people crossing the street
 ___ Turned into people crossing the street
 ___ Drove too fast
 ___ Opened up to make it through traffic lights or drove through traffic lights
 ___ Something else _____
 Description of problem(s): _____
 Rating: (circle one) 0 1 2 3 4 5

Q4. Was it easy to follow a safe route?
 ___ Yes ___ No
 ___ Cross streets walks or where you could see and be seen by drivers?
 ___ Yes ___ No
 ___ Cross street to left
 ___ Sidewalks or paths started and stopped
 ___ Something else _____
 Description of problem(s): _____
 Rating: (circle one-use bottom) 0 1 2 3 4 5

Q5. Did you feel safe on your walk?
 ___ Lowing outside of buildings
 ___ Poor lighting
 ___ Unkempt dogs
 ___ Graffiti
 ___ Something else _____
 Description of problem(s): _____
 Rating: (circle one) 0 1 2 3 4 5

Q6. Was your walk pleasant?
 ___ Needed to go fast, slow, or bees
 ___ Dirty, lots of litter or trash
 ___ Dirty air due to a traffic exhaust
 ___ Bad smells or odors
 ___ Something else _____
 Description of problem(s): _____
 Rating: (circle one) 0 1 2 3 4 5

Enter your ratings for each question and add them up for a total

01. _____
 02. _____
 03. _____
 04. _____
 05. _____
 06. _____
 Total: _____

Adapted from the Publisher and Special Information Center Walkability Checklist

Reminder for question rating:
 Good walkability - closer to 0 or 1
 Poor walkability - closer to 5

CX³ Tier 2 - Food Availability & Marketing - Reasonable Price Collection

Record if the food, fruit or vegetable is available, and the price, if possible. If more than one variety of a fruit (e.g. gala or red delicious apples) or vegetable is available, please record the lowest price option. Record the pricing if available (per pound is preferred). If the fruit or vegetable is available by the bag or bunch, record the price per bag or bunch. If you can record a weight for the bag (marked on the bottom) or bunch, if a weight is not on the bag or bunch, weigh the item if a scale is present.

Name of Store: _____ Address: _____ Code: _____

Date of visit:	Available? (circle one)	Price posted? (circle one)	Price per		If package/bunch, record weight in pounds and/or ounces
			Pound (marked if available)	Price	
Fruits					
Apples	1-Yes 0-No	1-Yes 0-No			→
Bananas	1-Yes 0-No	1-Yes 0-No			→
Oranges	1-Yes 0-No	1-Yes 0-No			→
Vegetables					
Carrots	1-Yes 0-No	1-Yes 0-No			→
Tomatoes	1-Yes 0-No	1-Yes 0-No			→
Broccoli	1-Yes 0-No	1-Yes 0-No			→
Cabbage	1-Yes 0-No	1-Yes 0-No			→

Name of Store: _____ Address: _____ Code: _____

Date of visit:	Available? (circle one)	Price posted? (circle one)	Price per		If package/bunch, record weight in pounds and/or ounces
			Pound (marked if available)	Price	
Fruits					
Apples	1-Yes 0-No	1-Yes 0-No			→
Bananas	1-Yes 0-No	1-Yes 0-No			→
Oranges	1-Yes 0-No	1-Yes 0-No			→
Vegetables					
Carrots	1-Yes 0-No	1-Yes 0-No			→
Tomatoes	1-Yes 0-No	1-Yes 0-No			→
Broccoli	1-Yes 0-No	1-Yes 0-No			→
Cabbage	1-Yes 0-No	1-Yes 0-No			→

Name of Store: _____ Address: _____ Code: _____

Date of visit:	Available? (circle one)	Price posted? (circle one)	Price per		If package/bunch, record weight in pounds and/or ounces
			Pound (marked if available)	Price	
Fruits					
Apples	1-Yes 0-No	1-Yes 0-No			→
Bananas	1-Yes 0-No	1-Yes 0-No			→
Oranges	1-Yes 0-No	1-Yes 0-No			→
Vegetables					
Carrots	1-Yes 0-No	1-Yes 0-No			→
Tomatoes	1-Yes 0-No	1-Yes 0-No			→
Broccoli	1-Yes 0-No	1-Yes 0-No			→
Cabbage	1-Yes 0-No	1-Yes 0-No			→

2

Food Availability and Marketing Survey

What do you notice about the exterior and store environment of this market?



3. Prioritize your PSE strategies - Taking Stock



Taking Stock

Creating Healthy Changes at
Grocery Stores and Small Markets

ATTRACTIVE AND SAFE STORE EXTERIORS

The storefront reflects the healthy choices that are available inside.

Does the outside storefront:

- Display ads for healthy foods?
- Avoid ads promoting high-fat, high-sugar foods?
- Comply with *Lee Law* limits on ads on windows of stores with an alcohol license?
- Replace bars on store windows?
- Display fruits, vegetables, and healthy options in front of the store?

Remove unhealthy advertising from outside storefront.

- If the store has a liquor license, ensure that the owner complies with California's *Lee Law*. (The store may not cover more than 33% of windows with signs or ads).
- Post ads for healthy foods on outside storefront.
- Ask the local planning department if your city allows food sales outside the store (this is called "sidewalk encroachment").

Organize community improvement events.

- Organize a mural painting project to promote healthy foods.
- Plan a community clean-up day inside and around the store.
- Organize a community event to plant trees, shrubs, and/or flowers in front of the store.

Apply for *grants and loans* to improve the outside storefront ("façade improvements"), such as:

- Wash and/or paint storefront.
- Hang banners, replace awnings, and more.

Remove bars from store windows. Replace them with solid security gates.



For California information, call 1-800-458-5231
opportunity.provider@california.gov

PSE strategies – cont.

Policy

- Pricing Incentives
- Zoning legislation/ requirements
- Fruit and vegetables for sale
- Certification
- Lee Law Compliance

Systems

- Produce Handling and Procurement systems
- Radio Advertisements
- Store Tours and Taste Demos

Environment

- Point of Purchase Signage
- Marketing Materials, Fruit and Veggie Promotions
- Façade Improvement
- Corner Store Conversion

What PSE changes are you working on? What changes would you like to see in the retail setting?

4. Create a Retail Partnership



Retail Partnership Building

Preparation! Before approaching the store owner....

- Gather initial community input
- Develop a work plan
- Prepare introductory packet
- Assess the store
- Develop (and practice!) your pitch



Partnership Building (cont.)

Approach the storeowner/manager:

- Visit during less busy times of the day
- Prepare next steps if the pitch is successful
- Don't get discouraged if your pitch fails



Partnership Building (cont.)



Follow up!

- Stop into the store and chat with the store owner
- Complete activities you agreed to in the first meeting
- Visit the store at least monthly to maintain/build the relationship

Developing Your Pitch



Tips to keep in mind:

- Keep it simple (2-3 sentences)
- Include a “hook”
- Be clear that you are not selling them anything
- Avoid too much information
- Avoid implying any wrong-doing
- Avoid “I’m from the health department”
- Compliment the store
- Deliver the pitch in a positive and hopeful tone

Approaching a store owner – Scenario 1



Discussion

Please take time to answer these two questions in the chat box.

What are some of the things that went wrong in this situation?

What are some suggestions to improve it?

Approaching a store owner – Scenario 2



Discussion

What were positive elements from the interaction with Asbury and Linda?

Suggestions for making this interaction even better?

Please type your answer these two questions in the chat box.

What's in it for me?

Training/
Technical
Assistance

Taste
Tests/Store
Tours

Merchandising
Materials

Customer
Survey
results

Increase in
sales of F/V

**What else can you offer as a SNAP-Ed implementer or Healthy Retail Partner?
Please use the chat box to answer the question.**

Merchandising Materials



Pick healthy snacks to keep you energized.



Funded by USDA SNAP-EI, an equal opportunity provider and employer. Visit www.CaChampionsForChange.net for healthy tips. Content developed by County of Sonoma, Department of Health Services.



Apples
\$.69 each



For tips and recipes, visit:
CaChampionsForChange.net

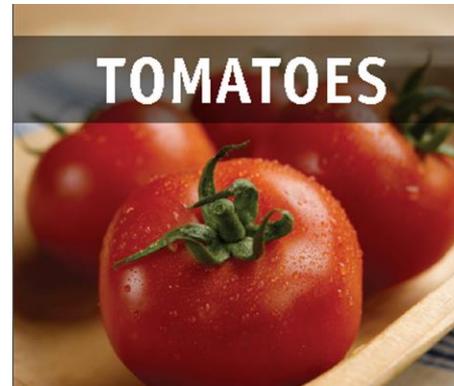
For CaFresh information, call 1-877-847-3683. Funded by USDA SNAP-EI, an equal opportunity provider and employer. Visit www.CaChampionsForChange.net for healthy tips. ©California Department of Public Health | POS-844/Wer. 09/13



Add plenty of vegetables to your morning eggs.



Funded by USDA SNAP, known in California as CalFresh. ©California Department of Public Health. POS-844/Wer. 02/11



TOMATOES

VITAMIN C - one large tomato is an excellent source of vitamin C. Vitamin C helps your body heal cuts and helps lower your risk of infection.

MIX IT - use fresh or canned tomatoes in soups, stews, and chili for a great taste.

TIP - Keep ripe tomatoes at room temperature and away from direct sunlight for up to five days. Put firm tomatoes in a paper bag until they are ripe.



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Retailer Education & Technical Assistance



CHAMPIONS for CHANGE **Strawberries**

SHOPPER'S TIPS

- Look for plump berries with a natural shine, rich red color, bright green caps, and a sweet smell.
- Avoid bruised, moldy, or soft berries with green or white tips. Staining at the bottom of the container may be a sign of overripe or rotting fruit.

FUN FACTS!

- Native Americans used to pound strawberries into their cornmeal bread. European colonists made their own version, which is known today as strawberry shortcake.
- On average, there are about 200 seeds on each strawberry.

WHAT IS IN IT FOR YOU?
One cup of strawberry halves is:

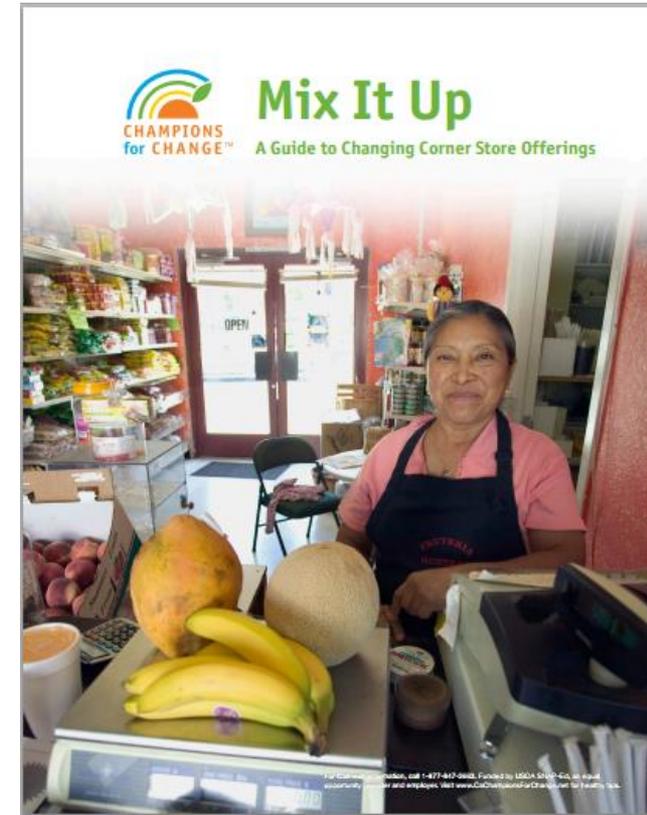
- An excellent source of vitamin C.
- A source of fiber.

SERVING IDEAS

- Add sliced strawberries to your spinach salad for a sweet side dish.
- Top your cereal with sliced strawberries for a healthy start to your day.

PEAK SEASON	STORAGE
California grown varieties, available in late spring, may be fresher and cost less than varieties shipped from other regions.	Store strawberries in the refrigerator for up to three days. Do not wash them until you are ready to eat them.

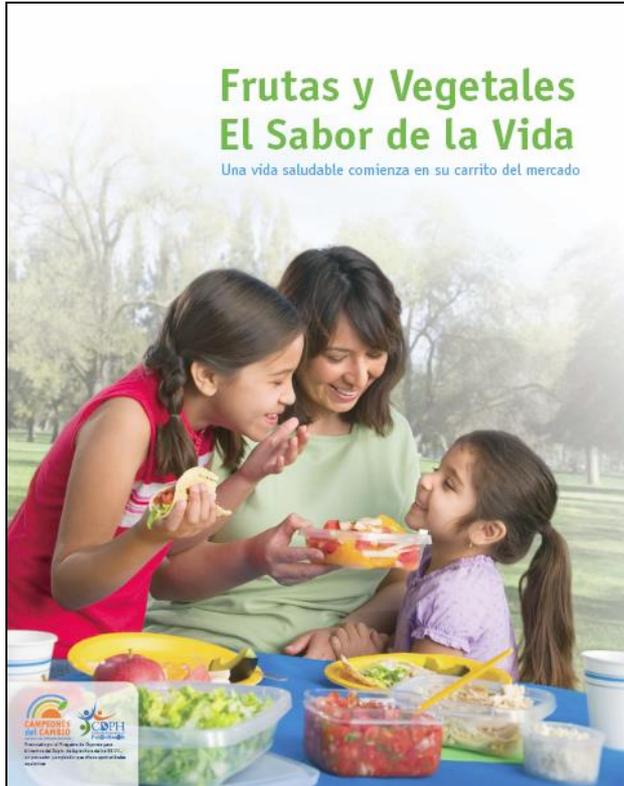
Funded by the U.S. Department of Agriculture Food Stamp Program. California Department of Public Health 01-010/Rev. 03/08



In-Person Promotions



Culturally Tailored Merchandising



Nutrition Messaging



APPLES

FIBER - one medium apple is an excellent source of fiber. Fiber helps you feel full and keep normal blood sugar levels.

CHOP IT - add chopped apple and raisins to your morning oatmeal.

TIP - keep apples at room temperature for up to one week or in the refrigerator for up to three weeks. Do not refrigerate apples in closed bags.



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California Department of Public Health | SIGN-673/Ver. 10/12



Add plenty of vegetables to your morning eggs.



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POS-944/Ver. 02/11



It's in the Bag.

Make half your plate fruits and vegetables.



For CalFresh information, call 1-877-647-3863. Funded by USDA SNAP, an equal opportunity provider and employer. Visit www.CalChampionsofChange.net for healthy tips. California Department of Public Health | SIGN 665/Ver. 10/12



Shopper “take aways”

Recipe Cards

Black Bean and Corn Pitas

Makes 4 servings.
½ pita per serving.

Prep time: 15 minutes

INGREDIENTS

- 1 (15-ounce) can low-sodium black beans
- 1 cup frozen corn, thawed
- 1 cup fresh or no salt added canned tomatoes
- 1 avocado, chopped
- 1 clove garlic, finely chopped
- 1 teaspoon chopped fresh parsley
- ½ teaspoon cayenne pepper or more to taste
- 2 teaspoons lemon juice
- ½ teaspoon chili powder
- 2 medium whole wheat pita pockets
- ½ cup shredded part-skim Mozzarella cheese



PREPARATION

1. Drain and rinse beans. In a medium bowl, combine beans, corn, tomatoes, avocado, and garlic. Add parsley, cayenne pepper, lemon juice, and chili powder.
2. Cut pita bread in half to form 4 pockets and spoon equal amounts of filling into each half. Top with cheese and serve.

Nutrition information per serving: Calories 352, Carbohydrate 54 g, Dietary Fiber 17 g, Protein 16 g, Total Fat 10 g, Saturated Fat 2 g, Trans Fat 0 g, Cholesterol 5 mg, Sodium 176 mg



Funded by the USDA Food Stamp Program, an equal opportunity provider and employer.
RCP-044W, 11/07

Harvest of the Month Newsletter

Harvest of the Month

Network for a Healthy California
September

The Harvest of the Month featured fruit is **apple**



Health and Nutrition Go Hand-in-Hand

Eating a variety of colorful fruits and vegetables and getting daily physical activity will help your family stay healthy and prevent chronic diseases such as obesity, type 2 diabetes, heart disease, and certain types of cancer.

One medium apple is equal to about one cup of fruit. One apple is a good source of dietary fiber, which helps to keep your heart healthy, keep you regular, and make you feel full so you eat less. One medium apple is also a good source of vitamin C, which helps your body heal cuts and wounds and maintain healthy gums.

Healthy Serving Ideas

Mix apple chunks in your morning oatmeal for a hearty start to your day.



Add chopped apples and golden raisins to your chicken salad for a healthy lunch.



Place 4 cored apples in a microwave safe dish and fill with raisins. Pour ½ cup of apple juice over the apples with a sprinkling of nutmeg and cinnamon. Cover with plastic wrap and microwave on high for 5 minutes for a hot dessert!



Shopper's Tips

- Look for apples that are firm and do not have soft spots.
- Apples can be stored at room temperature, but they can last up to six weeks if refrigerated.
- Do not refrigerate apples in closed bags.

Let's Get Physical!

Make physical activity fun and social! Grab a friend and walk around the mall, to the park, or during your lunch break! In the evenings, make time to participate in physical activity as a family by going for a walk, riding bikes, or having a dance contest.

How Much Do I Need?

The amount of fruits and vegetables you need depends on your age, gender, and the amount of physical activity you get every day.

Eat a variety of colorful fruits and vegetables with meals and snacks throughout the day to reach your total daily needs.

Recommended Daily Amount of Fruits and Vegetables

	Kids, Ages 5-12	Teens and Adults, Ages 13 and up
Males	2½ - 5 cups per day	4½ - 8½ cups per day
Females	2½ - 5 cups per day	3½ - 5 cups per day

If you are active, eat the higher number of cups per day. Visit www.myplate.gov to learn more.

For more recipes and tips, visit: www.cachampionsforchange.net



This material was funded by USDA's Food Stamp Program through the California Department of Public Health's Network for a Healthy California. These institutions are equal opportunity providers and employers. The Food Stamp Program provides nutrition assistance to people with low income. It can help buy nutritious foods for a better diet. For information on the Food Stamp Program, call 1-888-328-3483. © Copyright California Department of Public Health 2006.

Small Store Format: MyPlate Price Tags

Mekong Market

Before



After



Persimmons
\$1.29/lb



For retail tips and information, visit:
CaChampionsForChange.net



For CallFresh information, call 1-877-847-3663. Funded by USDA SNAP-Eat, an equal opportunity provider and employer. Visit www.CaChampionsForChange.net for healthy tips. | POS-949/Ver. 09/13



Large Store Format: Frozen Fruit & Veggie Clings



Large Store Format: Posters and Kiosks



Co-Branding with WIC & CalFresh



Add plenty of vegetables to your whole wheat tuna sandwiches.



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Add extra vegetables to your favorite pasta sauce!



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Serve brown rice with your stir-fry chicken and vegetables.



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Top your whole grain cereal with sliced bananas or strawberries.



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Try adding chopped apples to your oatmeal.



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Add plenty of vegetables to your morning eggs.



Funded by USDA SNAP, known in California as CalFresh. ©California Department of Public Health POS-944/Ver. 02/11

Poll #2

Keep in mind!



What is important to retailers?

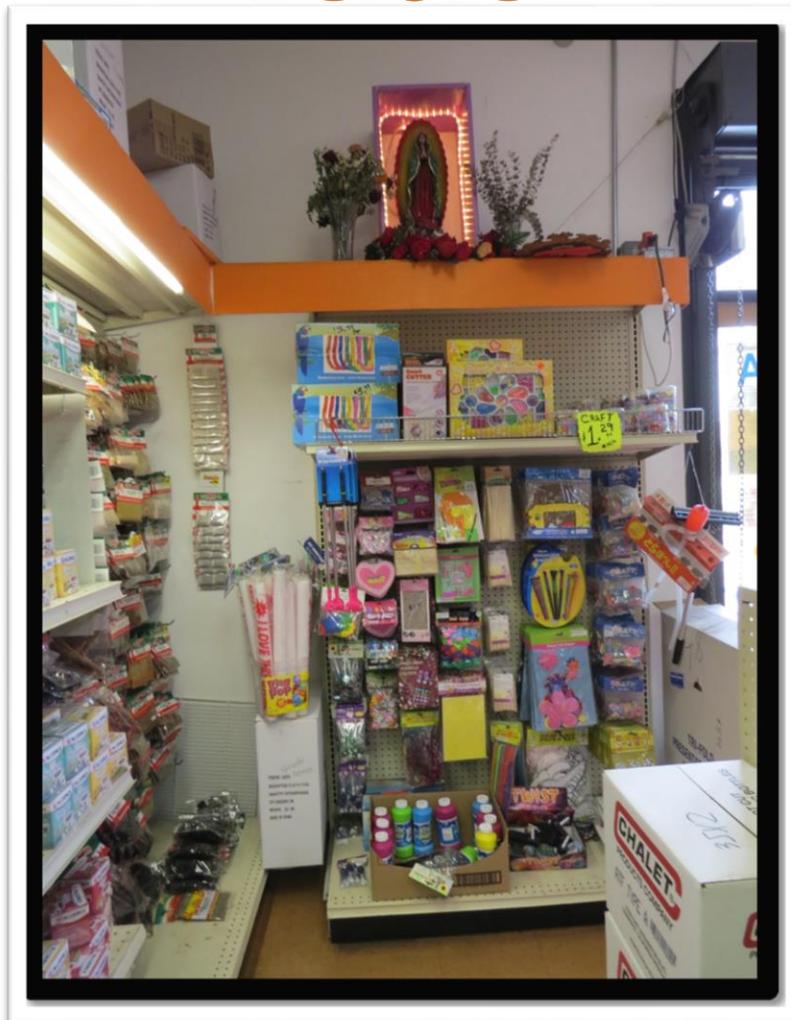
- Increasing Profits
- Decreasing Expenses
- Improving Customer Loyalty

What are their challenges?

- Store Staffing
- Regulatory Environment
- Relationships with Distributors/Manufacturers
- Stocking Produce

5. Implement Intervention

Before



After



Keys to Success! Community Partnerships



Can you name other potential retail partners?

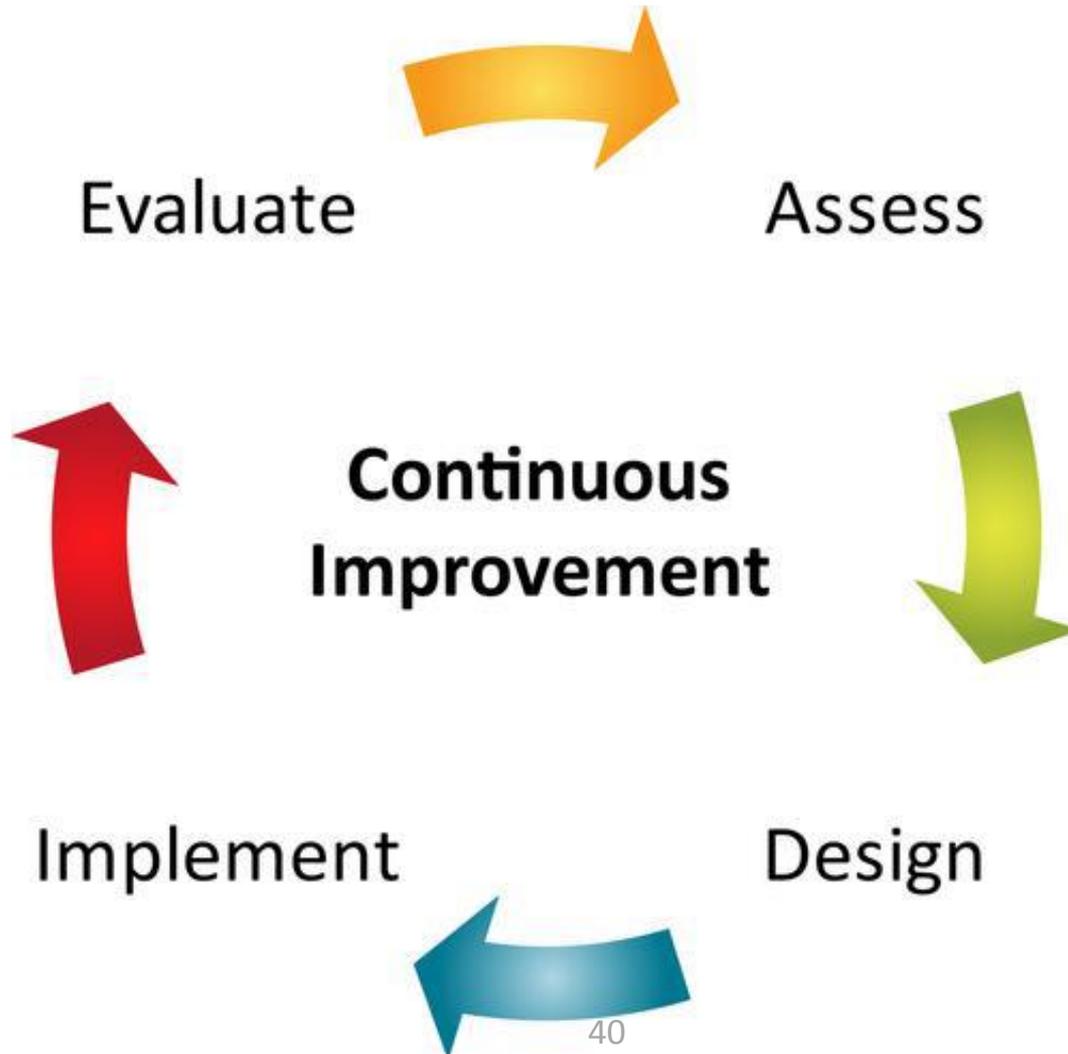


6. Evaluate Intervention Effectiveness



RE-AIM provides a method to assess the potential or actual public health impact

7. Adjust, maintain, or expand your Health Retail Program Strategy



8. Celebrate your store's commitment!

Grass Valley, Grocery Outlet



Fruit and Veggie Fest
2014
Cardenas Market

Discussion

1. What strategies have you found to be successful in working with Retail Partners?
2. What challenges have you encountered?

Please take a minute to answer these two questions in the chat box or raise your hand and we'll call on you!!

Contact us

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Kathy Streng, Program and Resource Development, NEOPB

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Lynn Furhman, CX3 Program Lead, NEOPB

lynn.furhman@cdph.ca.gov

Upcoming Events

October 29th, 2015

GIS Training (Webinar)

November 18th, 2015

CX3 Reassessment Year Orientation for LHD's (Webinar)

December 15th/16th 2015

Healthy Retail and Youth Engagement
(In-person workshops, Tulare County)

NEOP Branch Training and Events Calendar

<http://www.cdph.ca.gov/programs/NEOPB/Pages/NEOPB%20Calendar%20of%20Events.asp>

X

Q & A



Thank you!