



**New Carrots on the Block:**

**A Webinar Series on Healthy Corner Store Strategies**

*Hosted by ChangeLab Solutions and sponsored by the Network for a Healthy California Retail Program*

**DIGGING DEEPER: Assessing your healthy food distribution landscape**

<b>STEP 1: Assessing your stores</b>								
<p>Are storeowners already stocking some produce?</p> <p>(Such as onions, potatoes, and other low-spoilage products?)</p>	to no/little extent		to a very great extent					not able to answer
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>N/A</b>
	<u>Examples:</u>							
<p>Do storeowners receive significant stocking assistance, equipment, and/or revenue from alcohol and tobacco distributors?</p>	to no/little extent		to a very great extent					not able to answer
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>N/A</b>
	<u>Examples:</u>							
<p>Do storeowners have some knowledge about local suppliers of healthy food?</p> <p>(Such as distributors, wholesale produce markets, "cash and carry", etc.)</p>	to no/little extent		to a very great extent					not able to answer
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>N/A</b>
	<u>Examples:</u>							
<p>Do storeowners have some knowledge about how to handle &amp; display healthy / perishable goods?</p>	to no/little extent		to a very great extent					not able to answer
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>N/A</b>
	<u>Examples:</u>							

### STEP 2: Assessing your supply chain

<p>Do we know who the local players are in food distribution?</p> <p>(Such as distributors, wholesale produce markets, “cash and carry”, etc.)</p>	to no/little extent						to a very great extent		not able to answer
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>N/A</b>	
	<u>Examples:</u>								
<p>Do we know which suppliers can or are willing to service small stores?</p>	to no/little extent						to a very great extent		not able to answer
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>N/A</b>	
	<u>Examples:</u>								
<p>Do we know which suppliers carry (or are willing to carry) healthy products?</p>	to no/little extent						to a very great extent		not able to answer
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>N/A</b>	
	<u>Examples:</u>								

### STEP 3: Gathering allies and resources

<p>Do we have access to <u>non-profit / community</u> resources and champions to improve distribution?</p>	to no/little extent						to a very great extent		not able to answer
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>N/A</b>	
	<u>Examples:</u>								
<p>Do we have access to <u>government</u> resources and champions to improve distribution?</p>	to no/little extent						to a very great extent		not able to answer
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>N/A</b>	
	<u>Examples:</u>								

<p>Do we have access to <u>business</u> resources and champions to improve distribution?</p>	<table border="1"> <thead> <tr> <th colspan="2">to no/little extent</th> <th colspan="5"></th> <th colspan="2">to a very great extent</th> <th>not able to answer</th> </tr> <tr> <th>1</th> <th>2</th> <th>3</th> <th>4</th> <th>5</th> <th>6</th> <th>7</th> <th colspan="2">N/A</th> </tr> </thead> <tbody> <tr> <td colspan="9"><u>Examples:</u></td> </tr> </tbody> </table>	to no/little extent							to a very great extent		not able to answer	1	2	3	4	5	6	7	N/A		<u>Examples:</u>								
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<p><b>STEP 4: Healthy food distribution models</b></p>																													
<p>Do we have the resources and partners to make <u>partnerships with distributors</u> work?</p>	<table border="1"> <thead> <tr> <th colspan="2">to no/little extent</th> <th colspan="5"></th> <th colspan="2">to a very great extent</th> <th>not able to answer</th> </tr> <tr> <th>1</th> <th>2</th> <th>3</th> <th>4</th> <th>5</th> <th>6</th> <th>7</th> <th colspan="2">N/A</th> </tr> </thead> <tbody> <tr> <td colspan="9"><u>Examples:</u></td> </tr> </tbody> </table>	to no/little extent							to a very great extent		not able to answer	1	2	3	4	5	6	7	N/A		<u>Examples:</u>								
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<p>Do we have the resources and partners to make <u>shared or cooperative purchasing agreements among stores</u> work?</p>	<table border="1"> <thead> <tr> <th colspan="2">to no/little extent</th> <th colspan="5"></th> <th colspan="2">to a very great extent</th> <th>not able to answer</th> </tr> <tr> <th>1</th> <th>2</th> <th>3</th> <th>4</th> <th>5</th> <th>6</th> <th>7</th> <th colspan="2">N/A</th> </tr> </thead> <tbody> <tr> <td colspan="9"><u>Examples:</u></td> </tr> </tbody> </table>	to no/little extent							to a very great extent		not able to answer	1	2	3	4	5	6	7	N/A		<u>Examples:</u>								
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<p>Does it make sense to <u>create a new distribution system?</u> (ex: food hubs, program-run models)</p>	<table border="1"> <thead> <tr> <th colspan="2">to no/little extent</th> <th colspan="5"></th> <th colspan="2">to a very great extent</th> <th>not able to answer</th> </tr> <tr> <th>1</th> <th>2</th> <th>3</th> <th>4</th> <th>5</th> <th>6</th> <th>7</th> <th colspan="2">N/A</th> </tr> </thead> <tbody> <tr> <td colspan="9"><u>Examples:</u></td> </tr> </tbody> </table>	to no/little extent							to a very great extent		not able to answer	1	2	3	4	5	6	7	N/A		<u>Examples:</u>								
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This material was produced by the California Department of Public Health’s *Network for a Healthy California* with funding from USDA SNAP, known in California as CalFresh (formerly Food Stamps). These institutions are equal opportunity providers and employers. CalFresh provides assistance to low-income households and can help buy nutritious foods for better health. For CalFresh information, call 1-877-847-3663. For important nutrition information, visit [www.cachampionsforchange.net](http://www.cachampionsforchange.net).