

Welcome!

## Our webinar is about to begin.

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Hannah Burton Laurison, MA





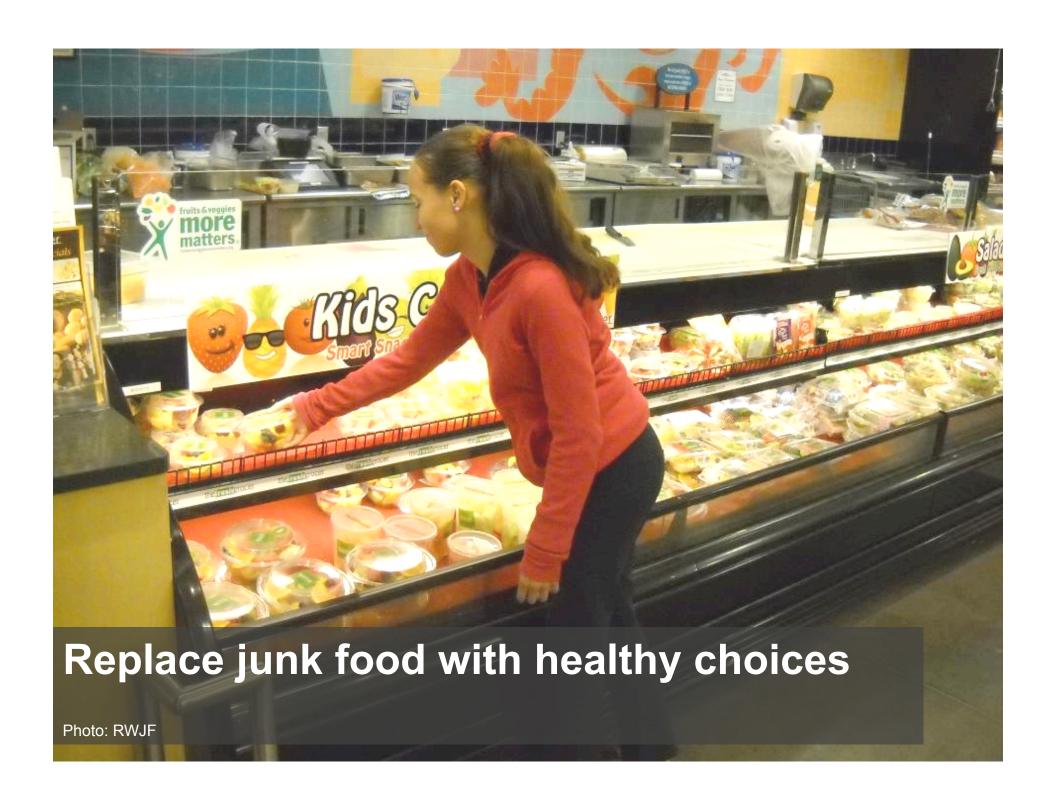
Welcome to PHLP Webinar:

# Healthier Food for Revitalized Communities

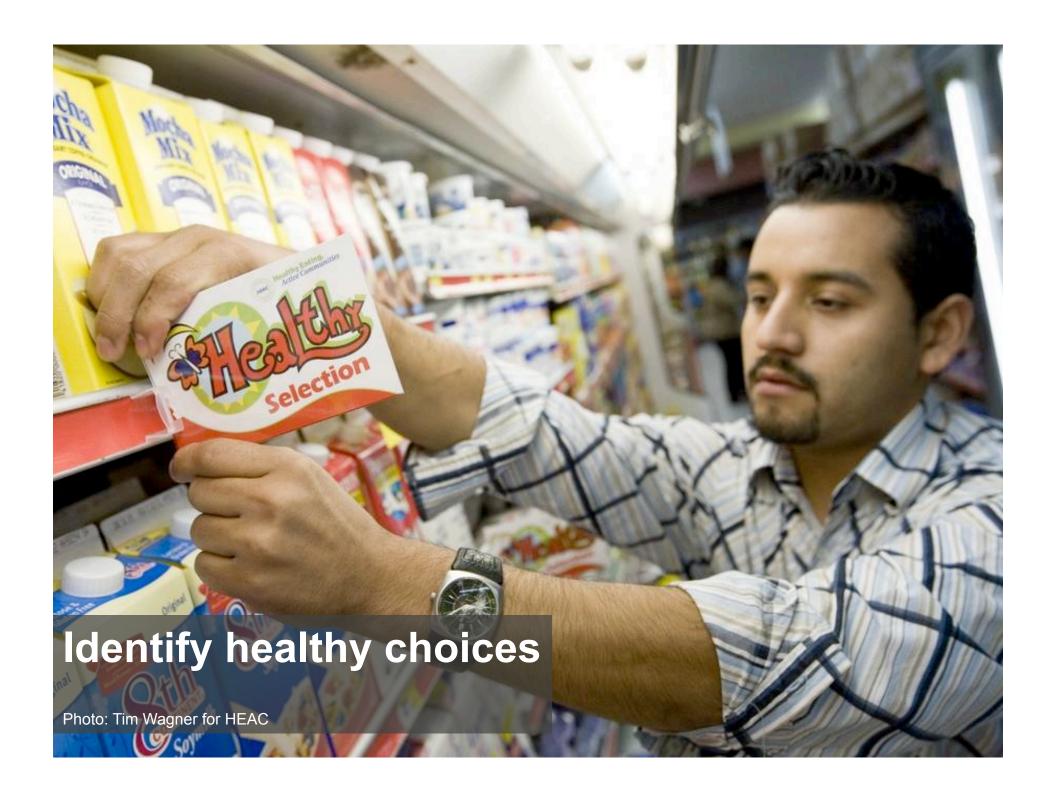
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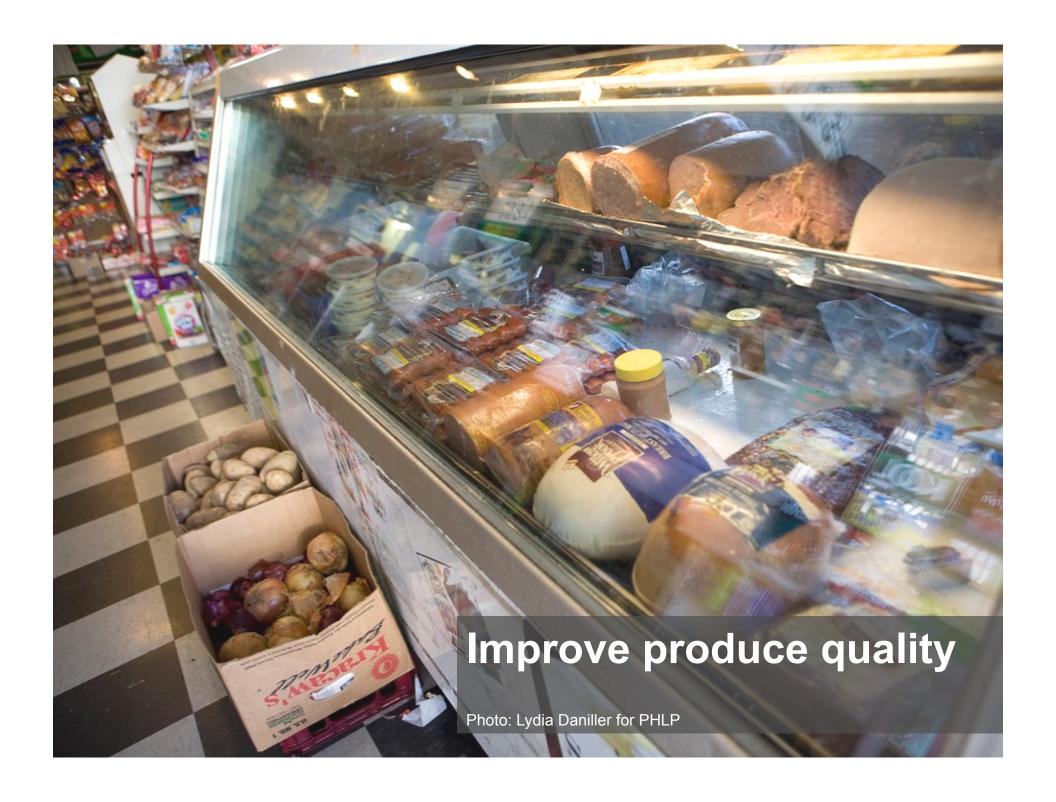
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## Public Health Law & Policy

We partner with state and local leaders to improve health in all communities, especially the underserved.

We do this by researching legal and policy questions, drafting policy language, and training community leaders to put these ideas to work.



#### Disclaimer

The information provided in this webinar is for informational purposes only, and does not constitute legal advice. Public Health Law & Policy does not enter into attorney-client relationships.

The primary purpose of this webinar is to address legal and/or policy options to improve public health. There is no intent to reflect a view on specific legislation. PHLP incorporates objective non-partisan analysis, study, and research in all our work.

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#### A national audience





### healthy corner stores network

community food security coalition • public health law & policy • the food trust • urbane development



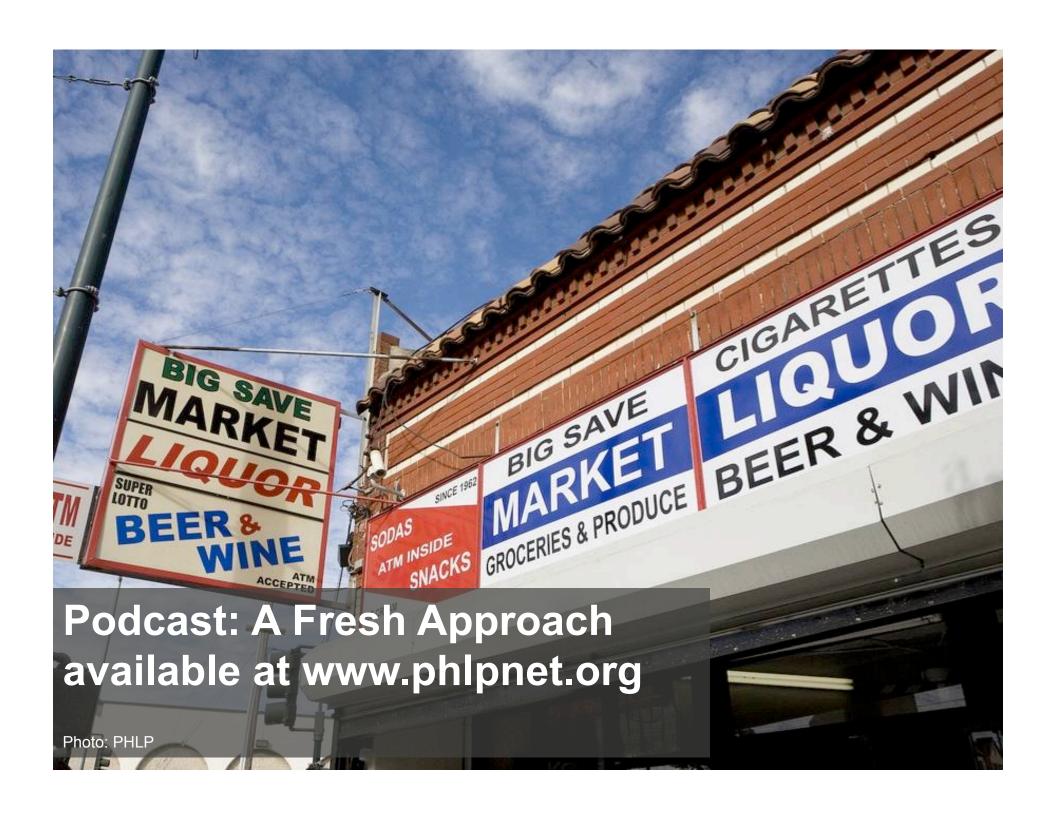
- quarterly webinars
- list serv
- technical assistance referrals
- networking

www.healthycornerstores.org

# IT Technical Assistance Q&A Recording

Email <a href="mailto:swatkins@phlpnet.org">swatkins@phlpnet.org</a> for technical assistance.







Robert Ogilvie, PhD Public Health Law & Policy



The goal: corner stores that are economically self sufficient and offering healthy food





#### Economic Development agencies promote economic growth



#### Redevelopment agencies improve physical conditions



Traditionally, neither has focused on stimulating healthy food retail



## **Both agencies have:**







#### Business Development Expertise

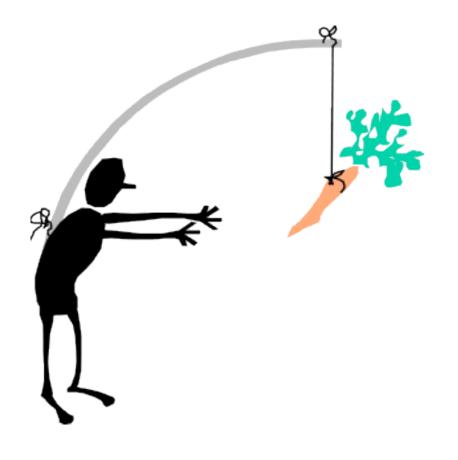
- business planning
- accounting/financial planning
- marketing
- merchandising

#### **Financial Tools**

- Façade improvement/store exteriors
- Low cost loans
- Equipment (i.e. refrigerator)
- Energy efficiency



# How to build your case and attract new partners:



#1: Consider the motivators

# How to build your case and attract new partners:



#1: Consider the motivators

#2: Mobilize and share data

## How to build your case and attract new partners:



#1: Consider the motivators

#2: Mobilize and share data

#3: Play your strengths

- marketing
- education
- outreach