



NORTH DAKOTA GROCERS ASSOCIATION

200 EAST MAIN AVE. SUITE 101

BISMARCK ND 58501

MAY 2018 NEWSLETTER

ND GROCERS BISMARCK OFFICE

CLOSING

JUNE 20, 2018

NEW OFFICE ADDRESS:

NDGA

3155 BLUESTEM DR. #378

WEST FARGO, ND 58078

OR

NDGA-COUPONS

PO BOX 96

number will remain 701-223-4106. We will have two separate mailing addresses:

For GENERAL OFFICE MAIL send to:

North Dakota Grocers Association

3155 Bluestem Dr. #378

West Fargo, ND 58078

For COUPON MAIL SEND TO:

North Dakota Grocers Association

71 1st Ave SW

PO Box 96

Moffit, ND 58560

ASSOCIATION UPDATE

Spring is really here!! As a small-town retail grocer this was my favorite time of the year. We have made it through the slow months of winter, between New Years and Easter where sales are hard to come by. You hoped for a blizzard to increase sales and keep your shoppers close to home. Now the snow is gone, the "Snow Birds" are back from Arizona, the farmers are in the fields and we have the whole summer ahead of us. Memorial Day, 4th of July and Labor Day celebrations; outdoor produce sales and rib-fests. Lots of opportunities to connect with our customers and increase sales and profits. Store owners and managers, large and small, are on the front line of a very challenging time in the grocery industry. NDGA salutes your efforts and appreciates your support of NDGA.

In our last newsletter we informed you that the NDGA Board has authorized the closing of the NDGA office in Bismarck. Our last day will be June 20, 2018. Pam and I will be working out of our homes. The office phone

NDGA has been located in Bismarck for 59 years and has become a respected statewide trade association. As times have changed so have we and this is just another step in our efforts to be responsible to our members and provide great service at an affordable cost. Please bear with us as we make this transition and let us know where we have failed to meet your expectations. PLEASE MAKE NOTE OF THE ADDRESS CHANGES!!!!

Remember to "Save the Date" for the 58th annual convention September 9-11, 2018 in Fargo at the Delta by Marriott. We are expanding our "Break Out Learning Sessions" with topics that will help large and small stores improve their operations. We have booked a great entertainment act that will appeal to all music

tastes and may even get you up on your feet dancing! We will send you the final convention agenda in the coming weeks.



BILL GREENE RETIRES FROM NDGA



Chairman Magnuson-Nelson and Bill Greene

Bill Greene attended his last NDGA Board Meeting in April in Bismarck. Bill has been a great friend and asset to NDGA, we wish him well.



Small-town groceries adapt to remain successful in changing times



NDGA participated in an article in the Minot Daily News concerning the state of small town grocery stores.

Click http://ndarec.com/sites/ndarec/files/2018NDAREC/RuralGrocvcers/Rural%20Grocery%20Newsleter_MAY2018.pdf to read the full article. Also this link is to the Rural Grocers Initiative News letter which is full of great articles about our industry.



Dale's Food Pride sold to Miller's Fresh Foods; new owner plans updates



By Cory Erickson

Dale's Food Pride sold to Miller's Fresh Foods; new owner plans updates

Dale and Doris Bakken took over Dale's Food Pride at 13 1st St. S.W. in Hillsboro more than 18 years ago.

Posted: Friday, May 11, 2018 6:30 am

By Cole Short Hillsboro Banner

The owner of Miller's Fresh Foods in Mayville has agreed to purchase Dale's Food Pride in Hillsboro, the owners of the grocery stores announced Tuesday.

Dale Bakken said he and his wife, Doris, are planning to retire and have sold the store to Jeff Miller, who owns grocery stores in nine other cities in North Dakota.

The sale is expected to be finalized later this month.

Reached Tuesday, Miller said he's excited to come to Hillsboro and he plans to update the local store.

"We're going to be putting our own spin on it in the coming months," Miller said. "We want to add a

different variety of things but not disrupt what Dale and Doris already have in place.

“We like their concept and we want to continue to grow off it,” he said.

Immediate changes planned at the Hillsboro store include repainting the decor, adjusting shelving and possibly expanding deli offerings to include hot foods, he said. The store also will expand its hours.

Although firm times aren’t set, Miller said he expects the store to be open earlier in the morning and later in the evening to attract shoppers who commute from Hillsboro to Grand Forks or Fargo for their jobs.

“More people in your community are commuting so we want to make sure to accommodate their needs,” said Miller, who’s been in the grocery store business for more than 30 years.

Miller’s Fresh Foods offers monthly promotions – the store in Mayville held its own ribfest starting at 11 a.m. Wednesday – and those types of events will be held in Hillsboro as well.

“We dive right into promotions ... so that’s something we will definitely start right away at Dale’s in Hillsboro,” Miller said.

Miller said he plans to retain the employees currently working at Dale’s Food Pride and hire more workers due to the loss of the Bakkens and the need for more staff due to the store’s extended hours.

A final date for the conversion from Dale’s Food Pride to Miller’s Fresh Foods hasn’t been determined, but Miller said he expects the transition to be complete within 30 days.

A grand opening will be held at the store, although those details continue to be worked out, he said.

“We’re excited about coming there,” Miller said.

“We’ll be over there quite often to introduce ourselves and meet people. It’s going to be exciting.”

Miller’s Fresh Foods has existing stores in North Dakota in Mayville, Hatton, Cooperstown, New Rockford, Larimore, Northwood, Hankinson, Oakes and Edgeley.

HUGO’S ANNOUNCES NEW DOWNTOWN STORE



BACK TO THEIR ROOTS

Kristi Magnuson Nelson, president and CEO of the Grand Forks grocery chain, said she was excited to see the store coming full circle.

“We are, of course, very excited for the downtown development project Mr. Ritterman has proposed. We are very happy to be returning to the downtown area of Grand Forks where my grandparents, Hugo and Dorothy Magnuson, opened their very first grocery store in 1939,” Magnuson Nelson told the Herald before the council meeting.

To read the full article in the Grand Forks Herald click

<http://www.grandforksherald.com/news/4442314-down-town-hugos-could-be-part-development#.Wv2kgevqYIQ.email>



SAVE THE DATE

NDGA ANNUAL CONVENTION

SEPTEMBER 9-11, 2018

DELTA by MARRIOTT

FARGO, ND

HORNBACHER'S SUPPORTS BIG BROTHER/BIG SISTER



Matt Leiseth, President Hornbacher's presents \$48,100.00 check

Hornbacher's is proud to partner with the Village Family Service Center and support Big Brother Big Sister in Fargo-Moorhead and Girls 360 in Grand Forks and the important work they are doing in our communities.

Because of our generous communities, thousands of children have been matched with a mentor that has had a positive and lasting impact



Krause's Market Wins Its Third 'Beef Stampede' Championship



Kari Olson and Dalles Krause, Krause's co-owners; Roy McKenzie, meat manager, Krause's Garrison; Tony Ott, Supervalu director—meat; and Shannon Staehr, store manager, Krause's Garrison.

Krause's Market's Garrison, North Dakota, store topped nearly 400 grocery retailers from across the

nation during Supervalu Inc.'s annual "Beef Stampede" merchandising contest. Scoring a perfect 75 out of 75 possible points, the retailer clinched its third win in the past four years.

The Beef Stampede is held every fall to showcase beef as the go-to protein of choice for dinner. Hundreds of grocery retailers nationwide served by Supervalu's wholesale distribution business participated in the contest, resulting in two regional finalists and one national grand prizewinner.

"It was great to see the outstanding efforts again this year from all of our participating retailers across the country to engage their customers and communities in the Beef Stampede," said Tony Ott, director of merchandising, meat and seafood, for Supervalu's central region. "Krause's creativeness, hard work and passion for the Beef Stampede differentiated them from the hundreds of other retailers nationwide. We congratulate them on their third Beef Stampede National Grand Championship."

Krause's winning Beef Stampede campaign featured a comprehensive plan that included advertising in the local paper, radio spots featuring voice-overs by Roy McKenzie—Krause's meat department manager in Garrison, and several social media promotions. Krause's also worked with the North Dakota Beef Commission, which provided them with recipes, signage and an array of prizes to give away during the promotion. Western-themed décor was featured throughout the store, and each department displayed cross-merchandising items to tie in with the Beef Stampede promotion.

Krause's successfully executed a Beef Bundle sale that generated more than \$16,000 in sales alone during the contest. Key store events included a drive-by ribeye dinner in the parking lot, beef cooking and cutting seminars and a chili-cooking contest. The store also held several community fundraising events

highlighting beef for a chili feed and also a burger feed, with the proceeds going to the Benedictine Living Center of Garrison, a local retirement community.

"We enjoy watching how the Beef Stampede event brings our entire staff, our suppliers and the community together," said Dalles Krause and Kari Olson, co-owners of the Krause's Markets in Garrison, Hazen and Washburn, North Dakota. "Roy McKenzie and his team provide a great service and an abundance of quality meats and cuts to our customers 52 weeks a year. When this team puts in that extra effort for the Beef Stampede promotion, the community really supports their efforts. It's nice to be recognized by the industry, and we love adding a third Bull trophy to our herd!"

Krause and Olson, brother and sister and fourth-generation Krause's family grocers, purchased the Garrison store location in 2006. The Krause family has been in the grocery business since 1944 and part of the Supervalu organization since the beginning.



HEALTH DEPARTMENT SUSPENDS RULE MAKING REGULATIONS TO COTTAGE FOOD LAW.

Article reprinted from the Fargo Forum

BISMARCK — The North Dakota Department of Health has moved away from plans to tighten up regulations surrounding the state's new cottage foods law.

The department, in a news release on Tuesday, March 20, announced the comment period on the rules has been closed and public hearings scheduled for Thursday and Friday have been cancelled.

House Bill 1433, referred to by supporters as the North Dakota Food Freedom Act, was signed by Gov. Doug Burgum on April 12, 2017. The legislation allows for direct sale of uninspected homemade products, including baked goods, jams, jellies and pickles, as well as some

farm products, including eggs. Such transactions are allowed virtually anywhere other than a licensed, inspected food business and must be direct, not via internet or mail.

The Health Department was in the midst of a regulatory process to add more definitions and rules for producers to follow, including prohibiting sales of dehydrated items without checks on water levels, refrigerated goods that aren't kept frozen before selling, and home canned goods that don't use approved recipes or include nonacidic canned foods, such as green beans. The rules also laid out requirements for labeling.

Nicole Peske, public information officer for the Health Department, said feedback from legislators and "key stakeholders" brought the department to the conclusion that they should "take a step back" from the proposed rules and do more research on the topic.

Advocates for the law that passed during the 2017 Legislature felt the rules would take away most of the gains for uninspected kitchens and farms made by the passage of the law.

LeAnn Harner, an advocate for the law Food Freedom Act, said the rules "flew in the face" of what the Legislature had intended.

"We're delighted" that the rules were pulled, she said.

Harner said supporters of the law wrote letters during the comment period, and Rep. Luke Simon, R-Dickinson, and Rep. Aaron McWilliams, R-Hillsboro, met with Health Department officials. They and other legislators volunteered to work with the department to "make sure legislative intent is carried through," Harner said.

Peske said the proposed rules now are "null and void." Since there were no prior regulations of the law, it stands as it was passed. The law is in a section of the North Dakota Century Code in which the Health Department is allowed to make rules. Such rules must go through a comment period, be approved by the North Dakota Health Council, the North Dakota Attorney General's Office and the interim rule committee of the North Dakota Legislature.

NDGA opposed this bill and will work with the ND Department of Health to fix or repeal this legislation.