

# Why Sell Healthy Food?

Stocking more healthy foods could mean better business for you.

One Philadelphia store introduced new healthy items and now sells 60–80 pounds of bananas a week.



## Business Benefits

- New products and more variety attract new customers.
- Offering products that other stores do not helps your business stand out.
- Healthy foods can yield high profit margins.

Example: 4 bags of chips = 20¢ profit

1 apple = 20¢ profit



## Healthier Communities

- People who live where healthy foods are easy to find are more likely to have lower risk of disease.
- Many children shop at corner stores and need healthy food options to ensure they grow up strong and healthy.

## Growing Movement

- Join a growing number of business owners across the country who are committed to providing their customers with fresh healthy foods AND making a profit.

This guide offers ideas that can improve your business. Some ideas may take more time and resources than others.

Look for the following symbols to guide you.



Quick project



Go to this page for more information



Longer project



Go to next page

## This guide will help you with:

Healthy product selection

Pricing and display

Promotion and marketing

Equipment and refrigeration

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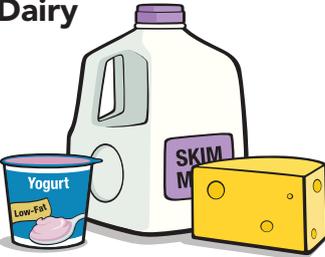
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# Choosing Healthy Products for Your Store

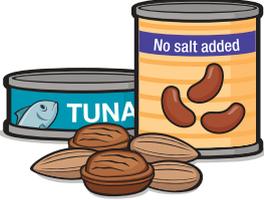
Introduce healthy food options **like these** in your store.



	Stock Mostly	Stock Moderately	Stock Minimally
<b>Fruits &amp; Vegetables</b> 	<ul style="list-style-type: none"> <li>Fresh fruits and vegetables 4 5 6</li> </ul>	<ul style="list-style-type: none"> <li>Canned or frozen fruits in 100% juice or light syrup, and vegetables with less than 290mg of sodium</li> </ul>	<ul style="list-style-type: none"> <li>Canned or frozen fruit in heavy syrup, and vegetables with more than 290mg of sodium</li> </ul>
<b>Dairy</b> 	<ul style="list-style-type: none"> <li>Non-fat, skim or 1% low-fat milk foods such as milk, yogurt and cheese</li> </ul>	<ul style="list-style-type: none"> <li>Whole milk foods such as milk, yogurt, cheese and flavored milk</li> </ul>	<ul style="list-style-type: none"> <li>High-fat milk foods such as cream, butter, ice cream and cream cheese</li> </ul>
<b>Grains</b> 	<ul style="list-style-type: none"> <li>Whole grains are listed as the first ingredient</li> </ul>	<ul style="list-style-type: none"> <li>Whole grains are not listed as the first ingredient</li> </ul>	<ul style="list-style-type: none"> <li>Whole grains are not listed as an ingredient</li> </ul>
<b>Meat, Fish &amp; Poultry</b> 	<ul style="list-style-type: none"> <li>Lean cuts of beef and pork and low-fat products such as fish, poultry and eggs</li> </ul>	<ul style="list-style-type: none"> <li>Dark meat such as steak, ground beef and chicken or turkey with skin</li> </ul>	<ul style="list-style-type: none"> <li>Processed meats such as bacon, deli meat, ham and sausage</li> </ul>



# Choosing Healthy Products for Your Store

	Stock Mostly	Stock Moderately	Stock Minimally
<b>Beans, Nuts &amp; Seeds</b> 	<ul style="list-style-type: none"> <li>No sodium added dry beans, canned fish, nuts, seeds</li> </ul>	<ul style="list-style-type: none"> <li>Low-sodium (less than 290mg) canned beans, canned fish, nuts, seeds</li> </ul>	<ul style="list-style-type: none"> <li>High-sodium (more than 290mg) canned beans, canned fish, nuts, seeds</li> </ul>
<b>Snacks</b> 	<ul style="list-style-type: none"> <li>Fruits, vegetables and snacks with less than 100 calories per package </li> </ul>	<ul style="list-style-type: none"> <li>Fruits, vegetables and snacks with 100–200 calories per package</li> </ul>	<ul style="list-style-type: none"> <li>Fruits, vegetables and snacks with over 200 calories per package such as chips, candy or cakes</li> </ul>
<b>Beverages</b> 	<ul style="list-style-type: none"> <li>No sugar added water, fat-free or 1% low-fat milk</li> </ul>	<ul style="list-style-type: none"> <li>100% juice, diet drinks, low-fat flavored milk</li> </ul>	<ul style="list-style-type: none"> <li>Soda, fruit drinks, sweetened iced tea, lemonade</li> </ul>

 *Forgot a symbol? Find the legend at the beginning of this guide.*



**Healthy Tip:** Try adding some of these products to your inventory, or switch less healthy options for healthier ones. For example, substitute peaches in heavy syrup with peaches in 100% juice.

# Buying and Handling Fresh Produce

**Produce will keep fresh longer with careful purchasing and handling.**

## Purchase

- Make a list of fruits and vegetables for your store.
- Start with small amounts of new foods to learn which sell best.
- Change your selection when seasons and prices change.
- Offer smaller pieces of fruit and vegetables for children.
- Many produce items, such as apples, avocados and oranges, are sold by size or count (the number of pieces in a box).  
Example: 100 count apples = 100 apples in a box = smaller apples  
50 count apples = 50 apples in a box = bigger apples  
*Higher counts mean the fruit is smaller because more fit in the box.*

Buy local, seasonal fruits and vegetables whenever possible.

Check for signs of spoiling and remove items that have gone bad.

## Inspect

- Examine produce, if possible, before buying. Look for bruises, dents or spoiled spots. Tell the vendor if you find these.
- Do not buy a fruit or vegetable if the core has black spots or the stem is soft.
- Look for mold on citrus and tropical fruit. If you see white on the skin, do not buy them.
- Fruits and vegetables should smell fresh. Produce that smells bad will not taste good.



## Display

- First in, first out—display older produce in the front.
- Rotate your produce to maintain freshness.
- When unpacking produce, remove spoiled items.



Produce stocked first must be sold first!

# Produce Display

**Attractive displays will increase sales and help reduce food waste.**



Place produce, like bananas, at register to sell faster.

Keep produce fresh and baskets full.

Push produce to the front of the baskets and pile it high.

Display prices for customers. This can help increase sales.

Items that do not last long should be just below eye-level to sell fast.

Items that last longer, like potatoes and onions, should go at the bottom.

## Remember...

Keep produce organized and well-stocked.

Label items and show prices.

Use baskets to organize and protect produce.

Tilt baskets forward to make them look more full.

Remove spoiled items daily.

Catch customers' attention with different color foods in a row.

Never sell produce out of cardboard boxes.

Use good lighting to attract customers.

# Refrigerator Display

**Bring attention to healthy snacks, beverages and fresh produce with an attractive refrigerator display.**

## What to Stock in Your Healthy Refrigerator

Water

100% juice

Non-fat, skim or 1% milk

Low-fat string cheese

Eggs

Greens (spinach, lettuce and collard greens)

Low-fat yogurt

Fruit salads and garden salads

Apples and oranges



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Place healthy beverages, fruit salads and yogurts on top shelves.

Place fresh produce on middle shelves.

Clearly mark fresh produce and sale items with bright price cards.

Place heavy items on the bottom shelf.

# Fresh Produce Temperature Guide

Use these temperature guidelines to reduce produce spoilage.



## Refrigerate

	Temp.	Shelf Life
<b>Fruits</b>		
Apples	32–35°	2–3 weeks
Blueberries	33–35°	1–2 weeks
Cantaloupe	40–50°	5–10 days
Cherries	32–35°	5–7 days
Grapes	32–35°	5–7 days
Honeydew	40°	5–7 days
Kiwi	32–35°	7 days
Lemons	40–50°	2–3 weeks
Limes	40–45°	2–3 weeks
Oranges	32–34°	2–3 weeks
Pears	32–35°	1 week
Raspberries	32–35°	1 week
Strawberries	32°	1 week
<b>Vegetables</b>		
Asparagus	32–35°	1 week
Beans (Snap)	32–35°	5–7 days
Broccoli	32–35°	5–7 days
Cabbage	32–35°	1 week
Carrots	32–35°	2–3 weeks
Cauliflower	32–35°	1 week
Collard Greens	32–35°	5 days
Cucumber	36–40°	1 week
Eggplant	32–35°	1 week
Lettuce	32–35°	1 week
Peppers	36–40°	1–2 weeks
Spinach	32–35°	5 days
Summer Squash	36–40°	5–7 days



## Do Not Refrigerate

	Temp.	Shelf Life
<b>Fruits</b>		
Bananas	60–65°	5–7 days
Grapefruit	58–60°	1–2 weeks
Mangos	55°	1 week
Peaches	65–70°	5–7 days
Pineapple	60–70°	5–7 days
<b>Vegetables</b>		
Avocados	65–70°	5–7 days
Garlic	32–65°	30–60 days
Onion	55–60°	30–60 days
Potatoes	55–60°	30–60 days
Sweet Potatoes	55–60°	10 days
Tomatoes	55–60°	5–7 days
Watermelon	55–60°	7–10 days
Winter Squash	55–60°	30–60 days
Yucca	55–60°	5–7 days

### Tip

Some items, like apples, pears, oranges and peppers, can be displayed at room temperature. This will shorten their shelf life. If you display these items at room temperature during the day, be sure to refrigerate them at night.

# Ethylene in Fruits and Vegetables

## Correctly store fruits and vegetables to reduce food waste.

### What is ethylene?

Ethylene is a gas released by some fruits and vegetables that causes produce to ripen faster. Some fruits and vegetables are more sensitive to ethylene than others.

### Why should I care?

Fruits and vegetables that are stored incorrectly spoil quickly. This could mean lost profit for you.

Do not display fruits and vegetables that are sensitive to ethylene near fruits and vegetables that produce it.

### What can I do?

- Do not store fruits and vegetables that produce ethylene with those that are sensitive to ethylene. For example, do not store bananas and apples next to each other. This applies to produce that is refrigerated and not refrigerated.
- Do not store produce in bags or sealed containers. This will trap the gas and cause the produce to ripen faster.

### Ethylene Sensitive

Apples  
Asparagus  
Avocados  
Bananas  
Broccoli  
Cantaloupe  
Collard Greens  
Cucumber  
Eggplant  
Grapes  
Honeydew  
Kiwi  
Lemons  
Lettuce  
Limes  
Mangos  
Onions  
Peaches  
Pears  
Peppers  
Squash  
Sweet Potatoes  
Watermelon

### Ethylene Producers

Apples  
Avocados  
Bananas  
Cantaloupe  
Kiwi  
Peaches  
Pears  
Peppers  
Tomatoes

### Not Ethylene Sensitive

Beans (Snap)  
Blueberries  
Cherries  
Garlic  
Grapefruit  
Oranges  
Pineapple  
Potatoes  
Raspberries  
Strawberries  
Tomatoes  
Yucca

# Value-Added Product Ideas

**Increase your profits by turning produce into ready-to-eat foods.**

## Snack Packs

*Quick, healthy snack foods*

- Cut fruit in containers: grapes, mango, apples, watermelon, cantaloupe
- Mixed fruit salads
- Cut vegetables and dip in containers: celery with peanut butter, carrots with hummus, or bell peppers with low-fat ranch dip

### Bonus!

- Snack packs offer children a healthier choice than chips.
- Pre-made fruit and vegetable containers can be sold at a higher price than whole produce. 

Keep apples from turning brown by brushing lemon juice on them.

## Meal Starter Kits

*Fresh vegetable mixes for convenience*

*Simply cut up and package vegetables as kits.*

Winter Vegetable Soup Kit:

Squash, potatoes, sweet potato, onions and turnips

Gazpacho (cold soup) Kit:

Cucumber, tomatoes, garlic, onions and red bell peppers

Soup Kit:

Potatoes, carrots, celery and onions

Stir-fry Kit:

Broccoli, carrots, red bell peppers, zucchini and mushrooms

Grilling Vegetables Kit:

Zucchini, bell peppers, onions, eggplant and potatoes

Ready-To-Eat Guacamole Kit:

Avocados, jalapeños, onion, garlic and tomatoes

### Bonus!

- Meal Starter Kits can be sold at a higher price than selling the products whole.
- Meal Starter Kits can reduce your food waste.

All produce must be washed prior to cutting. Refrigerate prepared items and clearly label containers with the name and date.



Forgot a symbol?  
Find the legend at the beginning of this guide.



# Value-Added Product Ideas

## Smoothies

*Blend frozen fruit into a healthy, tasty drink*

- Freeze overripe produce, such as bananas, for future use in smoothies.
- Cut your own fruit instead of buying it pre-cut to save money.

### *Bonus!*

- Customers love smoothies as an easy, healthy snack option.
- Smoothies are also a great way to use produce before it goes bad.

The price for a 12-ounce smoothie is typically \$3–\$5.

## How To Make a Great Smoothie

Just add one item from each column and blend!

Base	Liquid	Fruit	Extras
Banana	Low-Fat Milk	Mango	Flaxseeds
Low-Fat Yogurt	Orange Juice	Pineapple	Peanut Butter
Ice	Soy Milk	Strawberries	Protein Powder
Frozen 100% Juice	Almond Milk	Blueberries	Honey

Try these flavor combinations or create your own.



# Fresh Produce Pricing and Markup

Learn how to set the right price to make a profit.

## Ways to Determine Sale Price

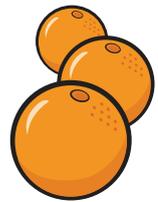
### Steps

1. Start with **COGS**.
2. Decide your **Markup**.
3. Use **Profit Margin** to determine **Sale Price**.

$$\text{COGS} \times \text{Markup} = \text{Profit Margin}$$
$$\$25.00 \times 30\% = \$7.50$$

$$\text{COGS} + \text{Profit Margin} = \text{Sale Price}$$
$$\$25.00 + \$7.50 = \$32.50$$

Your cost of goods was \$25 and you applied a 30% markup, giving you a sale price of \$32.50 and a profit margin of \$7.50 for a box of oranges.



### Steps

1. Start with **COGS**.
2. Decide your **Markup**.
3. Use **Markup Multiplier** to determine **Sale Price**.

$$\text{COGS} \times \text{Markup Multiplier} = \text{Sale Price}$$
$$\$0.39 \times 2 = \$0.78$$

Your cost of goods was \$0.39 and you applied a 100% markup, giving you a sale price of \$0.78 and a profit margin of \$0.25 for an orange.

### Definitions

**COGS** (Cost of Goods Sold)

What you paid for a product

### Markup

How much more than the COGS you want to charge the customer

### Markup Multiplier

The number 1 added to the Markup percentage

### Profit Margin

The difference between the Sale Price and the COGS

### Sale Price

What the consumer pays for a product

## Produce Double-up Rule

Mark up produce 100%, or just double the COGS.



# Fresh Produce Pricing and Markup



## Pricing Produce

### Use This Formula If You Want to Sell by the Unit

1 case = 88 apples (units) = \$22

COGS ÷ Units = Cost per Unit  
 $\$22 \div 88 = \mathbf{\$0.25 \text{ per apple}}$

Cost per Unit x Markup Multiplier  
= Sale Price per Unit  
 $\$0.25 \times 1.30 = \mathbf{\$0.33 \text{ per apple}}$

### Use This Formula If You Want to Sell by the Pound

40lb case of bananas = \$15

COGS ÷ Weight = Cost per Pound  
 $\$15 \div 40 = \mathbf{\$0.375 \text{ per pound}}$

Cost per Pound x Markup Multiplier  
= Sale Price per Pound  
 $\$0.375 \times 1.30 = \mathbf{\$0.49 \text{ per pound}}$

### Break- Even Point

The point at which  
COGS is equal  
to sales or no  
profit is lost or  
gained.

### Use This Formula to Determine the Break-Even Point

COGS (case of apples) ÷ Sale Price per Unit = Break-Even Point  
 $\$22 \div \$0.33 = \mathbf{67 \text{ apples}}$

COGS (40lb case of bananas) ÷ Sale Price per Pound = Break-Even Point  
 $\$15 \div \$0.49 = \mathbf{31 \text{ pounds}}$

*This formula can help to guide future purchasing decisions  
about quantities and types of produce to sell.*

# Pricing and Promotions

**Use in-store promotions to increase store traffic and sales.**

## Idea

## Examples

**Temporary Price Reductions**  
*Reduce the price of a popular product to increase sales.*

- Bags of fresh-cut produce for \$1  
*Children love these.*
- Children eat free  
*Offer a discount on the total bill by offering a free children's meal with each regular meal purchased.*
- Buy 1, get 1 free  
*Great for healthy products.*

**Reward Customers**  
 for buying healthy food from your store

**Example:**  
**Buy 10 salads, get 1 free!**

**Seasonal Specials and Kits**  
*Use holiday themes and flavors to increase sales.*

- BBQ kits in the summer
- Healthy kits with foods grouped for healthy recipes
- Holiday meal starter kits with healthy products 

**Events**  
*Let customers and clients come into your store to taste, touch, smell and see your products.*

- Host parties in different seasons or near holidays like Thanksgiving. Do this during peak hours and days so more customers will attend.*
- Free samples of healthy foods
  - Cooking demonstrations
  - Deli promotions

**Student and Senior Discounts**  
*Offer special savings to seniors and students.*

- Discount with student ID
- Discount for an "A" report card
- Discount for students that make honor roll
- Special discount days: Student Day, Senior Day



*Forgot a symbol?  
 Find the legend at the beginning of this guide.*

# Advertising Your Business

Use simple marketing ideas to make customers feel welcome.

## Outside Your Store 16

*Attract customers' attention as they pass by your store.*

- Put A-frame signs on the sidewalk.
- Put cold-air balloons on the roof.
- Install banners, neon signs or murals.

## Inside Your Store

*Get new customers, keep the old ones.*

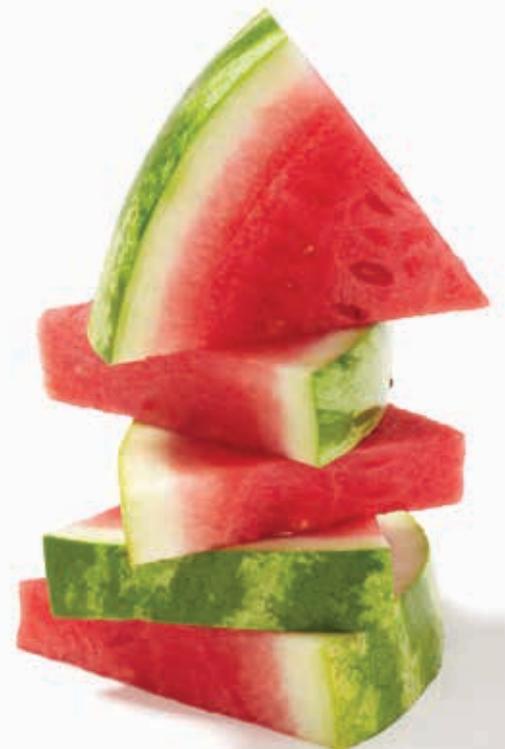
- Ask customers for feedback to learn what customers like.
- Invite customers back to your store.
- Give out flyers and coupons.
- Give out calendars with monthly specials.
- Cater your food.
- Create a contact list for customers to sign up to hear about specials.

## Offer product samples.

- Give customers samples to try before buying the food, especially during peak hours.
- Hand out menus to advertise your products and attach coupons to encourage customers to try new things.

## Create specials. 8

- Promote healthier products in your store with specials to increase sales.
- Offer breakfast specials until 11am (for example, Buy any breakfast item, and get a free small 100% juice or piece of fruit).
- Offer lunch specials from 11am until 3pm (for example, Get a sandwich, piece of fruit and water or 100% juice for \$5.50).



**Healthy Tip:** Make your store healthier by removing advertising for tobacco and other unhealthy products.

# Customer Feedback

## Learning what your customers want will help you make good business choices.

### **Talk to Customers**

- Talk to customers who are shopping in your store. Customers usually enjoy conversations with store owners. Conversations make them feel like their opinion matters.
- Ask the customer, “What items would you like in this store?”
- Ask the customer, “What can we do to better serve you?”
- Inform the customer of current sales or specials.
- Say “Thank you!”



### **Keep Track of the Information**

- Keep a log book of customer requests.
- Create a chart or board of specific products that you are thinking about adding to your store. Ask customers to mark which items they are interested in.
- Create comment cards that ask for feedback from customers.

### **Use Feedback to Make Business Decisions**

- Use customer feedback to decide what to buy for your store.
- When you place orders, buy new items that customers have requested and see if they sell in your store.
- Create sales and specials for your store based on customer interest.  



**Healthy Tip:** Encourage customers to eat healthy and tell them about new healthy products in your store.



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beginning of this guide.

# Maximizing Your Space

## Maximize your space to improve product display and attract more customers.

### 🕒 Appearance

- Keep your store neat, clean and organized.
- Keep aisles clear and maintain a clear path for people to enter your store.
- Clearly display prices and sales. Keep signage simple and easily visible.
- Clean dust and remove expired food.



### 🕒 Display and Variety

- Give customers variety by introducing new brands.
- Do not put more than 2 rows of the same product on shelves. This uses up space and limits the amount of goods you display.
- Move extra inventory to the storage room.
- Replace slow-selling products with healthy options to increase profits.

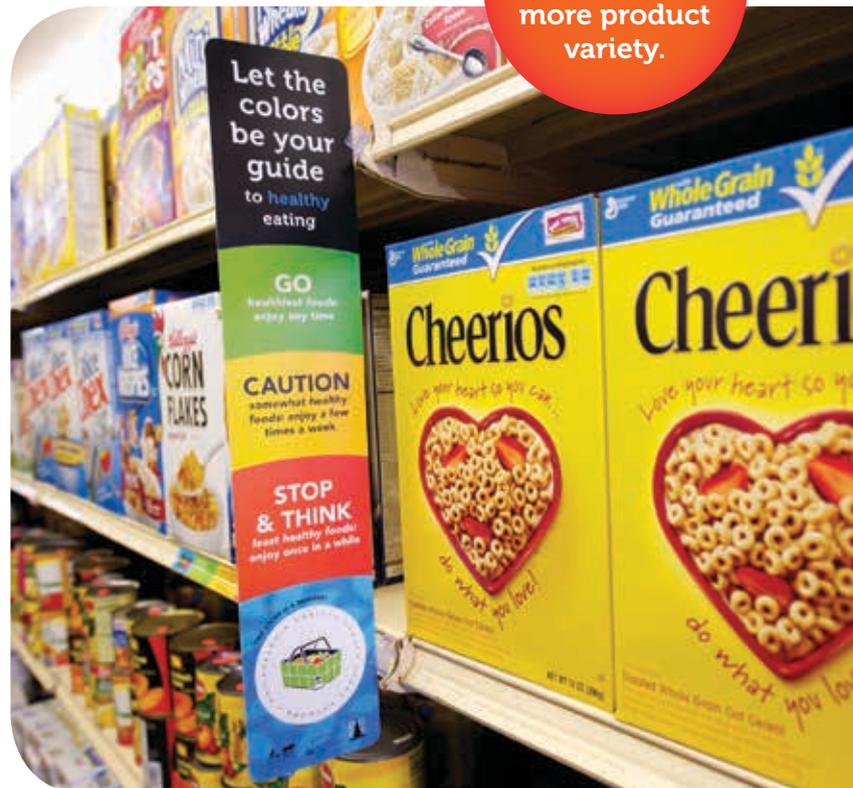
Limit quantity on shelves to show more product variety.

### 🕒 Product

- Place healthy perishables, like fruits and vegetables, towards the front of the store where they will sell faster.
- Place milk next to water and other healthy beverages in the refrigerator. This will encourage customers to buy other beverages too.
- Place the most healthy products, such as low-sodium canned goods or whole wheat products, just below eye-level. **4**



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# Improving Your Store Exterior

**Make your store exterior more inviting to attract customers.**

**Cost: \$**

Paint over graffiti on building walls.

Plant trees and/or flowers in the ground or in pots. 

Lime wash the lower half of the building and install weatherboard on the top half.

Update your awning. Keep the wording simple and the design uncluttered.

Display bright banners to attract customers and advertise products.

**Cost: \$\$**

Add more lighting on the outside of the store to make it more inviting. This will also improve safety.

Update entrance doors by replacing them or painting them (blue, gray or white looks good on smaller buildings).

Replace windows or install thick window panes to increase energy efficiency. 

Paint steps or replace them, if needed.

**Cost: \$\$\$**

Replace see-through security gates with solid gates. These look more inviting and are safer.

Replace a flat roof with a tiled, raised (pitched) roof. This will provide better drainage and will improve the look of your building.

Fix sidewalks. A damaged sidewalk can detract from the appeal of your store. You can do it yourself with concrete repair materials and tools or hire a local concrete professional.

Replace railings, if needed.



**Healthy Tip:** Send a positive message to your community by removing tobacco advertising from your store exterior.

**Before**



**After**



# Making Your Corner Store Green

## Environmental improvements can help save you money.

Equipment	Cost	Savings
<p><b>General</b></p> <p> <b>\$:</b> At the end of the day, unplug equipment that you are not using, such as coffee machines and blenders.</p>	\$0	Up to \$10, monthly (electric bill)
<p><b>Lighting</b></p> <p> <b>\$:</b> Use daylight (windows or skylights) to increase natural light in your store.</p> <p><b>\$\$:</b> Switch to CFL bulbs, which last 8x longer than incandescent bulbs, or to LED bulbs, which last 50x longer.</p> <p><b>\$\$:</b> Replace your T-8 or T-12 refrigeration case bulbs with LED bulbs, which last 5x longer.</p>	<p>\$0</p> <p>\$2–5 each</p> <p>\$60 (5' lamp)</p>  <b>CFL</b>  <b>LED</b>	<p>10–20% (electric bill) if lights are turned off</p> <p>About \$41 per bulb, yearly (electric bill)</p> <p>About \$440 per bulb, yearly (electric bill)</p>
<p><b>Refrigeration</b></p> <p> <b>\$:</b> If using open cases, install night curtains (or use energy-efficient cases instead).</p> <p><b>\$:</b> Replace or adjust broken or poorly sealing refrigerator door gaskets.</p> <p><b>\$\$:</b> Replace old refrigerators with Energy Star-rated ones.</p> <p><b>\$\$:</b> Hire maintenance professionals to service your refrigerators annually.</p>	<p>\$190 each for 4' night curtain + cut fee</p> <p>\$30–60 per door</p> <p>\$500–700 each + delivery + installation</p> <p>\$75 per visit + cost for repairs</p>	<p>37–50% (electric bill)</p> <p>Modest energy savings. Reduced wear on equipment.</p> <p>\$100–200 each, yearly (electric bill)</p> <p>10–15% (electric bill)</p>
<p><b>Water</b></p> <p> <b>\$:</b> Use high-efficiency spray nozzles, aerators or water-flow restrictors.</p>	\$40–200 each	About \$1,400, yearly (water bill)



# Making Your Corner Store Green



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beginning of this guide.

## Equipment

## Cost

## Savings

### 🕒 Heating & Cooling

- \$:** Use shades to control the amount of sunlight in your store.
- \$:** Install window fans that can be set to exhaust heat during the day and switched to take in cool air at night.

\$120–168 per window  
\$50–150 each

\$10–45, yearly (electric bill)  
\$26, yearly (electric bill), when used 8 hours daily

### 🕒 Heating & Cooling

- \$\$:** Replace old windows with Energy Star rated windows.
- \$\$:** Install an awning on the side or front of your store.
- \$\$:** Plant a tree outside your store for shade.



\$70–300 each + installation  
\$1,350–3,000 each (including installation)  
\$10–15 each + \$8 for soil

\$20–95 yearly (electric bill)  
20–25% (electric bill)  
12% (electric bill), once tree reaches 20–25'

## More Green Ideas

### 🕒 Recycling/Reusing

- \$:** Ask customers if they want a bag for their purchase. Some customers do not want a bag. Using less bags reduces expenses and litter outside of your store.
- \$:** Reuse packing materials, such as cardboard boxes, styrofoam and paper.
- \$:** Recycle. Use any sturdy household container (32 gallons or smaller) and write "Recycling" on the side. You can recycle metal, glass, paper, cardboard and plastic.



### 🕒 Gardening

- \$:** Start a container garden in your store or in an area outside. They are small, easy to move and simple to care for. You can sell the items you grow in your store. Try tomatoes and peppers.
- \$\$:** If you have a stable rooftop above your store, start a garden there. This is an excellent way to grow your own produce while keeping your building cooler in the summer.

