



## Director's Corner

It's hard to believe that August is here already. The ICDC staff has been hard at work providing technical assistance to start-up cooperatives as well as partnering with other organizations to bring training opportunities to cooperatives and other collaborative organizations.

This spring we again partnered with Purdue to offer a series of farmers market workshops across the state. The workshops were designed to bring together community leaders, producers and market masters to learn ways to enhance their farmers markets and increase consumer participation.

Due to many inquiries from communities as well as producers, ICDC partnered with Purdue New Ventures Team and the Purdue Dept. of Food Science and Extension to deliver four workshops on "Starting a Community Kitchen". Increased interest in locally grown and processed food is driving a demand for community kitchens. The workshop was developed to serve as an overview of the various issues associated with developing, constructing and maintaining a community or shared-use kitchen. The first two workshops in Indianapolis and Crown Point were very successful. Two additional workshops are scheduled for Oct. 8 in Madison and Oct. 15 in Vincennes.

Each year USDA-RD provides funding for a number of grants - VAPG, SARE and energy grants. All too often Indiana does not receive its fair share of these grants because of a lack of awareness and lack of knowledge of grant writing. ICDC, USDA-Rural Development and Purdue partnered to offer a grant workshop via IP video to provide details for each of these programs. Forty-nine people participated at ten locations across the state.

Stay tuned for the fall edition of our Newsletter to learn about more ICDC activities.

In cooperation,

## Important dates



### Going Local Week

August 31 – September 6, 2008  
[www.goinglocal-info.com](http://www.goinglocal-info.com)

### Forming and Financing a Co-op

September 9, 2008 2-4 pm  
Plymouth Public Library  
Plymouth, IN

September 11, 2008 10 am – noon  
Old National Bank  
Covington, IN

September 16, 2008 10 am – noon  
Green County Extension Service Office  
Bloomfield, IN

September 18, 2008 2-4 pm  
Whitley county government Center  
Columbia City, IN

October 14, 2008 10 am – noon  
Anderson Public Library  
Anderson, IN

October 16, 2008 10 am – noon  
Jennings County Public Library  
North Vernon, IN

October 21, 2008 2-4 pm  
Dubois County REC  
Jasper, IN

Registration required. Contact Debbie Trocha at 317-275-2247 or [dtrocha@icdc.coop](mailto:dtrocha@icdc.coop)

### NCBA's 14th Annual Conference for Purchasing Cooperatives

September 22-24, 2008  
Embassy Suites Golf Resort  
Phoenix, AZ

### 2008 Indiana Cooperative Summit

October 9, 2008

Debbie Trocha

## Indiana Cooperative Development Center Receives \$250,000 Grant

The Indiana Cooperative Development Center (ICDC) has received a \$250,000 grant from the Indiana Office of Community and Rural Affairs (IOCRA). The funds will contribute to the development of a model for the Regional Sustainable Food Initiative designed to promote locally grown food.

As demand for locally grown food continues to increase, the Regional Sustainable Food Initiative should help coordinate the production, processing, distribution, and sale of "local" foods, as well as support local economic revitalization.

As the nation's food system has consolidated and centralized over the past few years, there remain very few regional and local processing facilities and distributors. With the increasing demand for locally grown food and the desire of small to mid-sized farmers to remain sustainable, this initiative can provide the opportunity to reconnect both ends of the food chain. The missing links in the food chain are the local processing and distribution elements causing the number of food miles between production and consumption to increase. The impact of these miles has been a decrease in freshness and quality, a loss of relationship between producer and consumer, and an increase in economic and environmental costs.

Rural economic development is an important issue in the United States. As our agricultural industry has consolidated over the past 60 years, many farmers have left the industry for higher paying jobs in the cities. Over time, this has had a negative impact on our rural communities. A local, sustainable food initiative would provide economic revitalization for our rural communities while providing a fresh, healthy food source for the consumers who are looking for the transparency, traceability and safety found when reconnecting to their food supply.

## Lost River Community Co-op Grand Opening

Paoli, Indiana is a rural community of fewer than 4,000 residents, located 50 miles south of Bloomington. The demographics are not typical of most co-op communities, but this didn't stop the Orange County Homegrown

Hendricks County 4-H Fairgrounds & Conference Complex  
Danville, IN  
[www.icdc.coop](http://www.icdc.coop)

### Rural Innovation Showcase

October 29, 2008  
Hamilton county 4-H Fairgrounds & Exhibition Center  
Noblesville, IN  
[www.irdc.org](http://www.irdc.org)

### 11th Annual Farmer Cooperatives Conference

November 18-19, 2008  
Crowne Plaza Hotel  
St. Paul, MN  
[www.uwcc.wisc.edu](http://www.uwcc.wisc.edu)

organization from dreaming about a full service natural foods grocery store. They envisioned a co-op grocery that would become a community and social center that would help revitalize the downtown square and create employment opportunities. In September 2005, the first general interest meeting was held and sixty people showed up to learn more. The ICDC was there at that first meeting and every step along the way. The first of two ICDC grants helped fund the initial market study and the group's incorporation. A subsequent grant helped finance the business plan, financial projections, board development and implementation of the store opening.

Fast forward to October 23, 2007 and the Lost River Market and Deli officially opened its doors. It was a soft opening without a lot of fanfare. After a few months of operation and working out the kinks, an official grand opening was planned. The big celebration and ribbon cutting took place May 7, 2008 and continued through May 10. The celebration offered something for everyone including an official ribbon cutting ceremony, live music, food tastings, a "meet the farmers market," kids' activities, wellness screenings and a front patio grill-out.



There was certainly a lot to celebrate. The opening of Lost River Market & Deli last October was a huge grassroots accomplishment. The entire community, a long list of partners, supporters, vendors and growers were all instrumental in making the original dream a reality. As you can see from the pictures, Paoli and Orange County know how to have a good time and celebrate success! Congratulations and continued success to the Lost River Market & Deli!





## CEN Highlight - Judy Gray

In October 2003, I was selected to participate in an exciting new Indiana Cooperative Development Center (ICDC) program. The ICDC was organizing a group of individuals to provide technical assistance to people interested in forming a cooperative. The group was called the Cooperative Enterprise Network (CEN) .

CEN members are local professionals dedicated to promoting the cooperative business model as a part of the local economic development program. As a CEN member, I work together as a team member to assist in developing new cooperatives and as well as assisting existing cooperatives. My team consisted of 21 other CEN members located all over Indiana as well as the ICDC staff.

I have been asked why I volunteer as a CEN member. I must say when I am getting up at 5:00 AM on a Saturday morning to drive 200 miles for an all day workshop, I do wonder myself. However, when you meet and work with community members who are passionate about starting a cooperative business, you smile, roll up your shirt sleeves and join the adventure. The excitement and enthusiasm become contagious!

I have found this passion and experience in Orange County too. Picture a group of people who enjoy growing their own vegetables, flowers and fruits who also want to share their bounty and knowledge with others and at the same time make a profit. Put them all in room together and say you can do this by using a cooperative business model. Wow! the energy, enthusiasm and ideas flow. After much work, research and many, many meetings The Lost River Market & Deli was born.

Our communities would not survive without volunteers. Any project, especially a new type of project like the cooperative takes all kinds of expertise, support and hands-on assistance to make it happen.

To watch and assist a group of dedicated individuals come together to create this business by working together, making decisions together is such an achievement. To see the support such a project can generate from a community is very gratifying. People volunteer for different reasons, but for me, volunteering as a CEN member is an exciting networking and learning experience.

As communities look for new ways to foster entrepreneurship and grow their own businesses, the cooperative business model certainly is another option. It opens so many networking opportunities for people in communities. We learn new skills and methods to work together, build partnerships and build a business which in the end provides not only great community pride but adds jobs and tax base to the community.

Oh, by the way, the locally grown meat and produce is wonderful AND the deli food is fabulous. Yes, I am a coop member. Come to Paoli, Indiana in Orange County and experience the flavor, taste and cooperative business.

My "day" job is the Executive Director of the Orange County Economic Development Partnership. As the economic development professional, I focus on assisting local businesses with workforce needs such as training and hiring, information on state programs, local governmental issues and workshops. Retention and expansion programs are very important. Existing companies are already committed to your community and usually provide more new job opportunities than recruiting new companies.

I also recruit new companies, especially companies to help diversify our economy. Orange County is located in the middle of Indiana's hardwoods and our manufacturing is predominately wood furniture related. With the development of the French Lick Resort Casino, I also focus recruitment on businesses supporting the hospitality industry. Recruitment involves working with local elected officials as well as state and federal elected officials, utility companies, the Indiana Economic Development corporation and professional site consultants. Recruitment partners include utility companies, the Indiana Economic Development Corporation and professional site consultants. Economic development is a component of community development so I become engaged in many aspects of the community. One of the most important parts of my job is to become a resource for information about the community.

I have a large community network as well as a network throughout the region and state. Through these networks, I look for opportunities to grow Orange County by creating good jobs for its citizens, increasing the tax base and thereby creating new wealth in the community. I am a sales person for Orange County, Indiana. The Orange County!

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