

# Rural Grocery Succession Planning



**Lessons Learned from Transitioning a  
Small Format Grocery Store:  
A Conversation with Fall River Market**

*Thursday, March 17, 2022*

# Our Sponsor

*Ewing Marion Kauffman  
Foundation*



# About this series

- Monthly webinars hosted throughout 2022
- Continuation of business transition work & *Keeping Groceries Alive*
- Goals
  - Highlight resource providers
  - Identify key succession planning considerations
  - Present options
  - Share examples of grocery ownership transitions
- Additional resources available at [www.ruralgrocery.org](http://www.ruralgrocery.org)

# Housekeeping

- This session is being recorded.
- A recording of today's webinar will be available at [www.ruralgrocery.org](http://www.ruralgrocery.org).
- We will leave time at the end of the webinar for Q&A.
- Please use the Q&A box to post your questions to our presenters.

# A Conversation with Fall River Market

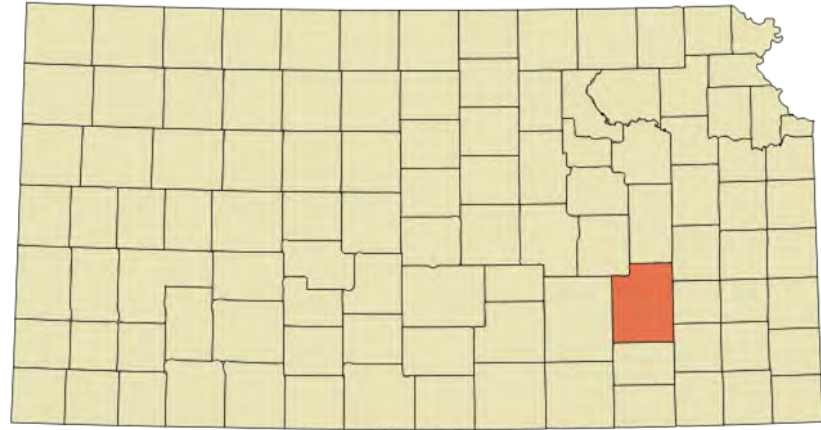
Paul Adams and Carey Berger, BSR Group

Dave Vance, previous owner of Fall River Market

Stacy Vickery, current owner of Fall River Market

# Fall River, KS

- Greenwood County
- Population: ~150
- Many retirees, farmers & ranchers
- Fall River Lake
- Flint Oak Hunting Lodge



# Fall River Market

- In the community since early 1900s
- Small format store + café
- Important source of food for residents
- Working to overcome unique sourcing and distribution issues
- Ownership transition took place May 2021



# Format of today's webinar

- 1. Exiting & Operating a Small Format Grocery Store**
  - Conversation with Dave Vance, previous owner
  - Paul & Carey recap & discuss takeaways, lessons learned
- 2. Entering & Operating a Small Format Grocery Store**
  - Conversation with Stacy Vickery, current owner
  - Paul & Carey recap & discuss takeaways, lessons learned
- 3. Q&A**



Questions

# Survey

*Please share your  
feedback to help us improve  
future webinars*

# NATIONAL RURAL GROCERY SUMMIT

June 20-21, 2022  
Wichita, KS

Find more details at  
[www.ruralgrocery.org](http://www.ruralgrocery.org)

**K-STATE**  
Research and Extension  
Rural Grocery Initiative

Registration  
**OPEN!**

# Travel Scholarships Available

Thanks to generous funders, travel support is available to help cover the cost of attending the National Rural Grocery Summit!

Funding can be used to cover:

- Registration
- Hotel lodging
- Travel

Funding is limited. Full details and application are available at:

<https://www.ruralgrocery.org/summit/registration/Scholarship.html>

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# Rural Grocery Succession Planning



*Next webinar:*

**APRIL 21, 2022 at 1:30 PM CT**