

Consolidated Notes from Food Processing Sector Workshop

August 30, 2016

What does growth look like to you? What should our industry goals be?

- **Increase the amount of locally source raw ingredients for food processing in Kansas**
- **Incubator kitchens**
- **Increase value-added food processing in Kansas**
- #1 — Increase the amount of locally sourced raw ingredients for food processing in Kansas - why do we ship it out, just to buy it back and bring it back to use it? Need supply lines.
- This goes a lot with incubator kitchens, is the amount of people who can utilize that to make themselves sufficient. It can help with sustainability.
- Increase the amount of locally grown raw product to processor (incubator/commercial kitchen...the amount of people could use it to make it self-sufficient...on a scale big enough to maintain it throughout the year)
- Product innovation
- Adequate/skilled labor
- Grain milling — wheat, sorghum and ancient grains
- Oil crush and bottle fill — malting, distilling, etc.
- Alternative grape products (seed oil, distilled, etc.)
- Specializing crops — sweet potatoes, tomatoes and other excess produce

Identify Kansas' advantages.

- **From the Land of Kansas — the state trademark is an asset to any food producer**
- **K-State and Kansas value-added food laboratory**
- **Demand—farmer-sourced meat, eggs, fruits and vegetables are in high demand currently**
- Large variety of crops grown that can be value-added products
- Continue to explore high tunnels for fruit and vegetables locally grown
- Central location for shipping
- Great rail and road — state and fed highways
- Food hub and aggregation facilities in progress
- Harvesting meat — lockers (goat meat, chicken) + FED inspected facilities to ship outside KS

Identify barriers to growth.

- **Lack of processing facilities (small scale) in state**
- **Scale — challenge for local suppliers to meet the demands of hotel, restaurant and institution requirements for quality and consistency**

- **Workforce — the number of employees required in food processing facilities can be overwhelming to a community**
- Weather as related to constant supply
- Gov. regulations (prohibition)
- Ability of small processors to pay acceptable wages of employees (in smaller rural communities)
- Water resources and cost
- Transportation efficiency
 - Raw commodity to plant
 - Shipping containers for export
- Knowledge of amts required by other aggregate points — “lightly process and frozen or dried”
- Freight — is it cheaper to move raw commodities or finished goods?

Identify untapped opportunities and ideas for growth.

- **Determine food processing capacity in Kansas and where it’s located; Follow the supply chain — more processing operations in Kansas**
- **Communal commercial kitchens and food processing incubators**
- **Increase extension activities (dehydrations, sterilization, thermal processing, high-pressure processing)**
- I.D. health benefits of Kansas products (e.g. unique wine/juice)
- Cannabis (hemp oil, protein, fiber, seed etc.)
- Foster entrepreneur opportunities and small business growth

What do we do next? What’s our action plan?

- **More Commercialized Kitchens / Mobile processing — school kitchens**
- Promote more inter-relationships
- Encourage more interns — processing facilities
- Market and marketing plan
- Extend Seasons
- Data knowledge
- Small coop contacts
- Producers and innovators (how to connect both ends to end with success)
- Youth involvement in all aspects kitchens (e.g. network KS)
- We talked about the lack of livestock processing plants in the state. I learned about mobile processing ideas and I think that’s a great idea. Do we have a solution? No, but we would like to see commercial kitchens.
- Promote more ingredient diversity in finished products to consumers, increase processing facilities.

- Before we can increase production, we need to have a market and a marketing plan.
- Use of kitchens, using school kitchens in off months — uncertain of federal/state policies regarding outside foods.
- Cultivating the cottage industry with commercial kitchens. Data would help us identify opportunities and demand — what is your community buying from other places that you could supply locally? What is the state consuming? What are people demanding? How can we better prepare? There are a lot of things that are already being consumed, but we need the data to show what it is.
- Need growth, marketing, the trademark program or an agriculture motto, touched on small group coops with specialized ingredients.
- Value-added opportunities to keep money in Kansas. Capital for processing of ideas, Kansans have great ideas. There needs to be a list to connect people (producers with those who are in the test kitchen).
- Lack of processing facilities...mobile processing plants possibility...like to see more commercial kitchen hubs...on producer end there needs to be a demand due to the seasonality of crops
- Lack intermediate processing facilities (between raw product and final produced item) ...promote more ingredient diversity for finished product going to consumers...and more intermediate processing
- Sourcing facilities...need to have a market and a marketing plan...extend the season
- Get some public school to kick in during off months (commercial kitchens) but unsure of state or federal regulations relating to such processes
- Incubator kitchens...identify where the opportunities are by identifying what your local community is buying and where is it from...not necessarily needing to create new items, but improving on what is already done by others.
- Growth of Kansas motto and marketing...small group co-ops and specialized ingredients as a point of contact for processors needing items in bulk
- Capitalize on ideas...needs to be a list to connect producers, innovators so both ends can gain success
- Involve and invite next generation to be a part of our work and enterprise...let them see what we go through and the joy of interacting with people and the challenges
- Cold storage available around state for mobile processors (keep items until processor gets to them)