

A robotic arm is shown in a hydroponic farm environment, holding a leafy green vegetable. The background is a blurred view of the farm's interior with various plants and equipment. The entire image is overlaid with a semi-transparent teal filter. On the right side, there is a stylized line-art graphic of a plant with three leaves.

**BUILD YOUR BUSINESS WEBINAR:
NEW YORK STATE RESOURCES FOR
FARM, FOOD, OR BEVERAGE BASED ENTREPRENEURS**

Welcome | January 22, 2019

Our Mission

FuzeHub provides New York State manufacturers with guided access to our extensive network of industry experts, programs and assets to solve productivity, commercialization, research and development issues, and other challenges to growth

! FuzeHub is New York's Statewide Manufacturing Extension Partnership

! FuzeHub Increases awareness of expertise in NYS

! FuzeHub leverages expertise in-house or through partnerships to assist companies

! FuzeHub uses a unique mix of resources

! FuzeHub coordinates statewide projects and other strategic initiatives



Presenters



Elizabeth Rivera
beth@fuzehub.com
FuzeHub - Host



Brooke Mayer
bam57@cornell.edu
Center of Excellence for Food and
Agriculture at Cornell AgriTech - Panelist



Lindsay Thompson
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Manufacturing and Technology
Enterprise Center - Panelist



Kathrine Gregory
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The Entrepreneur Space Incubator - Panelist



Julianne Clouthier
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FuzeHub – Panelist & Host



Phoebe Schreiner
phoebe@cadefarms.org
The Farm and Food Business Incubator - Panelist



Lindsay Thompson
Account Mgr Food & Beverage
Manufacturing & Technology
Enterprise Center



MANUFACTURING & TECHNOLOGY
ENTERPRISE CENTER

180 South Street
Highland, NY 12528
845-391-8214
www.mfgtec.org

ABOUT

Since 1988, Manufacturing & Technology Enterprise Center has been developing strategies to help businesses grow to new heights. MTEC brings a network of experienced engineers, scientists, programmers, and business and manufacturing professionals to your team, helping you develop your product or application strategy and concepts, design product prototypes, and facilitate and optimize your manufacturing value chain. We provide mid-sized manufacturers and early stage technology companies with cost effective, high quality technical and management services focused on:

[Management Consulting](#)

[Technology](#)

[Engineering](#)

[Continued Strategic Innovation](#)

[Food Safety/Certification](#)

FSMA: As of 2011, the FDA overhauled its food safety laws with the Food Safety Modernization Act (FSMA). The new regulations can require more frequent and mandated inspections, third-party lab testing, documentation of preventative controls, and new requirements for food importers. We help businesses work through these changes and prepare for the following:

[HACCP \(Hazard Analysis and Critical Control Points\) Planning/Audits](#)

[FSMA Food Safety Plans](#)

[GMP Certifications](#)

SUCCESS STORY

[Hawkins, Inc. Acquires Stauber Performance Ingredients](#)

- Taking “good” ingredients manufacturer to “world class” status

[Jamming Outside the Boxx](#)

- Hands-free electronic instrument capable of playing over 100 sounds or styles through its exclusive software. The product was specifically designed to ensure that those with physical or cognitive disabilities are able to utilize a musical instrument.

[Metallized Carbon Sets Up for Success](#)

- MTEC congratulates Metallized Carbon Corporation for their continued efforts in setup reduction.

[Greyston Bakery: Not a Cookie Cutter Solution](#)

- Greyston is now a world class food production facility thanks to their investment in process improvements and Lean manufacturing.

Please note if you hover over each link it will take you directly to the story on MTEC's website



CONTACT US

Contact Us

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Highland, NY 12528





Julianne Clouthier
Industry Engagement Manager
FuzeHub



ABOUT

FUZEHUB PROGRAMS & EVENTS

Jeff Lawrence Innovation Fund

! Manufacturing Grants (\$50,000)

FUZEHUB'S JEFF LAWRENCE INNOVATION FUND



! Commercialization Competition (\$50,000)



! Innovation Challenge (\$10,000)

! (Food Processing, Beverage Production & Agriculture focus for 2018)



FUZEHUB PROGRAMS & EVENTS

Solutions Program

- ! Portal
- ! Solutions Forums/Events



NYS Innovation & Growth Initiatives

- ! Regional Manufacturing & Agriculture B2B Showcase
- ! Webinars



JEFF LAWRENCE INNOVATION FUND



RF SUNY, on behalf of SUNY New Paltz

partnered with Battenkill Fibers, Preprocess Inc., and Sunstrand LLC

- ! \$75,000 Manufacturing Grant (2017)
- ! Equipment
- ! Funding will assist in development of a database of properties of technical industrial materials

CAPRO-X



Capro-X

Start-up located in Ithaca developing a natural and sustainable solution for converting dairy industry wastes into valuable platform chemicals.

- ! \$50,000 Commercialization Competition awardee (2018)
- ! Pilot system/Materials/Process Engineer
- ! Convert to bio-oils and reduce customer costs

SOLUTIONS PROGRAM

Argyle Cheese

Successful Connection Powered by FuzeHub



www.fuzehub.com/story/argyle-cheese/

ARE YOU WORKING WITH FUZEHUB?

Receive news from FuzeHub:

www.fuzehub.com/фуzehub-email-notification-signup

Innovation Fund:

www.fuzehub.com/innovation-fund/

Julianne Clouthier

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Manufacturer Solutions Program:

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Steve Melito

SteveMelito@fuzehub.com



Center of Excellence for Food and Agriculture
Brooke Mayer
Program Manager

Cornell **AgriTech**
New York State Agricultural Experiment Station

ABOUT

A statewide hub to grow your business. We leverage New York State's world-class network of food and agricultural innovators to build a vibrant, sustainable farm and food economy, and fuel robust job creation in New York.

Cornell **AgriTech**
New York State Agricultural Experiment Station

rev Ithaca
Startup
Works

Cornell **CALS**
College of Agriculture and Life Sciences

 Cornell University
Cooperative Extension



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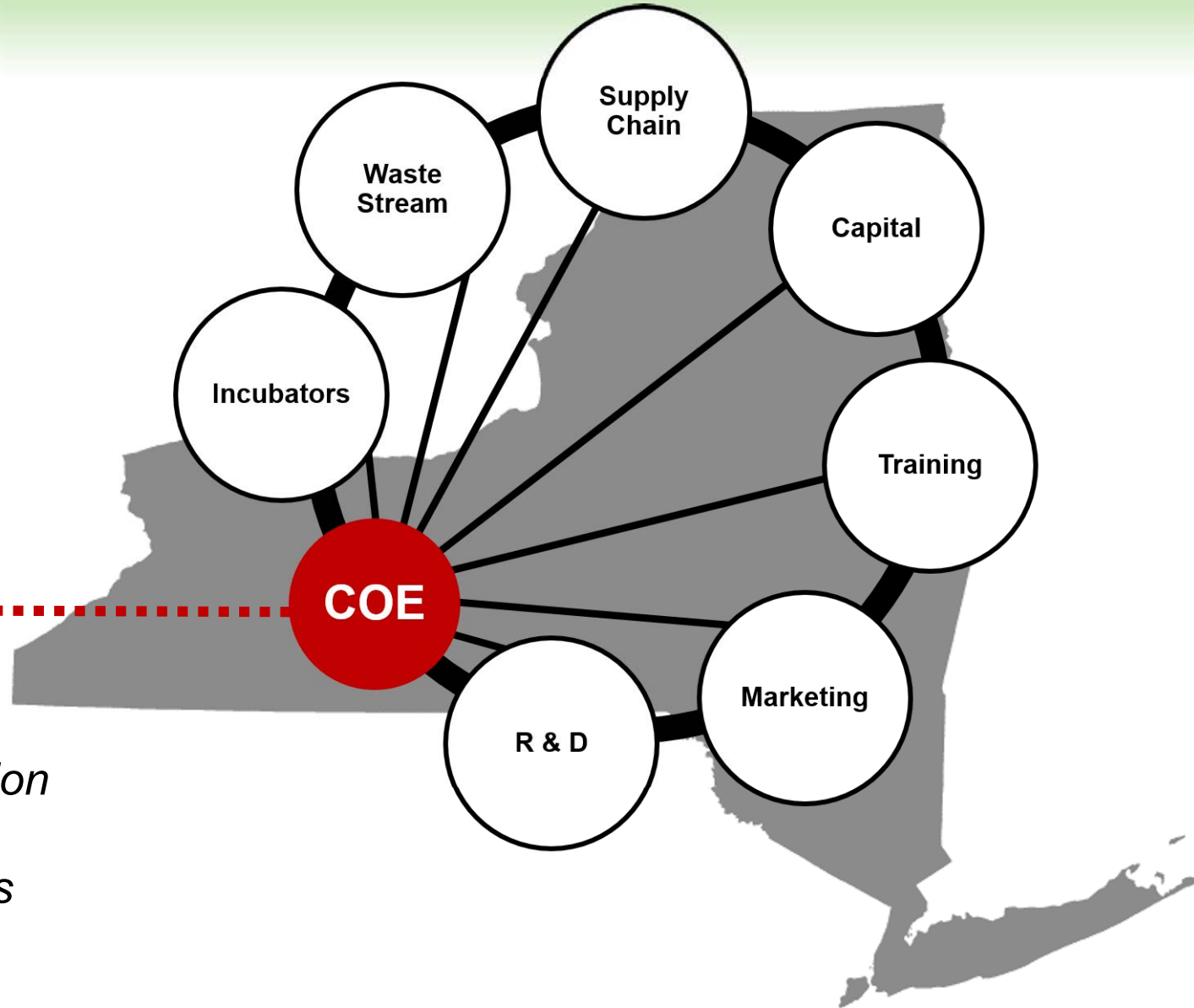


What We Do

We cultivate growth opportunities for food, beverage and farming businesses in New York by connecting them to the resources they need to **innovate** and to **thrive**.

We're here to help you grow!

Push new technologies to commercialization
Pull business into New York
Grow start ups and established companies



Learning from precedents in our backyard.



Early engagement

- Business mentorship
- Tailored guidance to resources, events and opportunities
- Business to business introductions
- Promotion of Cornell University resources



CONTACT US

Brooke Mayer

Program Manager
Center of Excellence for Food and Agriculture
500 Technology Farm Drive
Geneva, NY 14456

Cornell AgriTech

College of Agriculture and Life Sciences

Cornell University

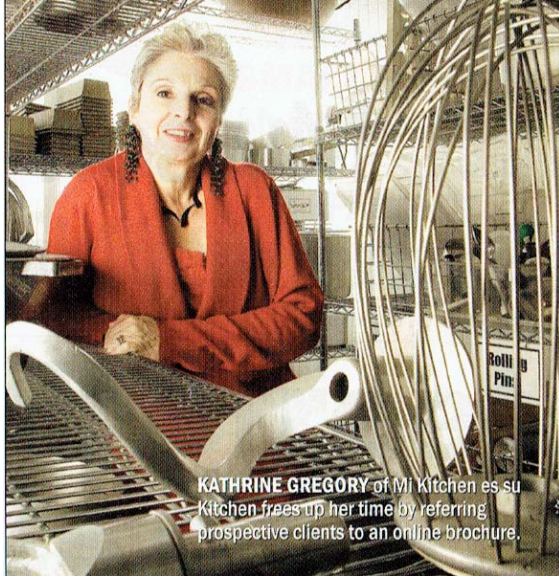
Office 315-787-2213

bam57@cornell.edu | <https://nysaes.cals.cornell.edu>

Grow with us.



Schedule an appointment with the Center of Excellence [here](#).



KATHRINE GREGORY of MI Kitchen es su Kitchen frees up her time by referring prospective clients to an online brochure.

Kathrine Gregory Management Consultant The Entrepreneur Space: A Food and Business Incubator

ENTREPRENEUR SPACE

ABOUT

! We have four equipped commercial kitchens available 24/7.

8am-4pm \$235.00

4:30pm-12:30pm \$210.00

1am-7:30am \$165.00

! Dry and cold storage, onsite delivery acceptance, parking available to clients, & 2-hour dedicated time of a client assistant

! Free business counseling: Startup companies coming from home kitchens need to adjust to a commercial setting. We provide that transition and nurturing ambiance thru one-on-one counseling in the most important areas:

Pricing and financials

Marketing and branding

Operations and logistics

Business planning and funding

! We provide our counseling and training via the following agencies:

QEDC

Inhouse consultants

SCORE

University partnerships

SUCCESS STORY

LITTLE BIRD KITCHEN CONFECTIONS



Co-owners Sarah and Corey Meyers had no background in food-but they have a love of everything chocolate.

Like so many starting foodpreneurs they have the passion BUT they also had the understanding that to become successful they need to know a lot more than their love of chocolate. They had the foresight to investigate the resources available.

- ! They found the QEDC (Queens Economic Development Corporation) and started working with their business counselors to create a detailed marketing out reach plan
- ! They realized that QEDC had a kitchen incubator where they could actually manufacture; with a cold room for chocolate production and some of the equipment they needed.
- ! They participated in the Business Start Up competition learning valuable tips as they wrote a business plan for competition.
- ! In working at the incubator they tapped into the onsite hand-holding to solve every day production and distribution issues.
- ! Some of the lessons they learned:
 - ! pricing for profit
 - ! never try to ship chocolates during the summer
 - ! creating a value added product which had year round sales and used a by product from their other products.

As they grew their business; they have rebranded to encompass their greater variety of products and to generate a greater appeal to a wider audience.

They left the incubator to build their own facility specializing in equipment and design for their growing needs. As Corey said when he leaves this business “his hopes are the Hershey’s would buy the company, so Little Bird Confections would always be around”

CONTACT US

The Entrepreneur's Space
A Food and Business Incubator
36-46 37th Street

Long Island City, NY 11101-1606

<http://www.entrepreneurspace-qedc.com/>

For General Inquiries: Tours.EntrepreneurSpace@gmail.com

T. 718-392-0025

F.718-392-1465

Tours are given every Mondays at 6pm or Wednesdays at 11:30am

Tours are approximately 60 minutes which include a tour of the incubator facility; a discussion of the application process; licensing requirements; tips on marketing and pricing for profit. To schedule a tour please call or email the contact information above.





Phoebe Schreiner
Executive Director
Center for Agricultural Development
& Entrepreneurship (CADE)

CADE
Center for
Agricultural Development
& Entrepreneurship

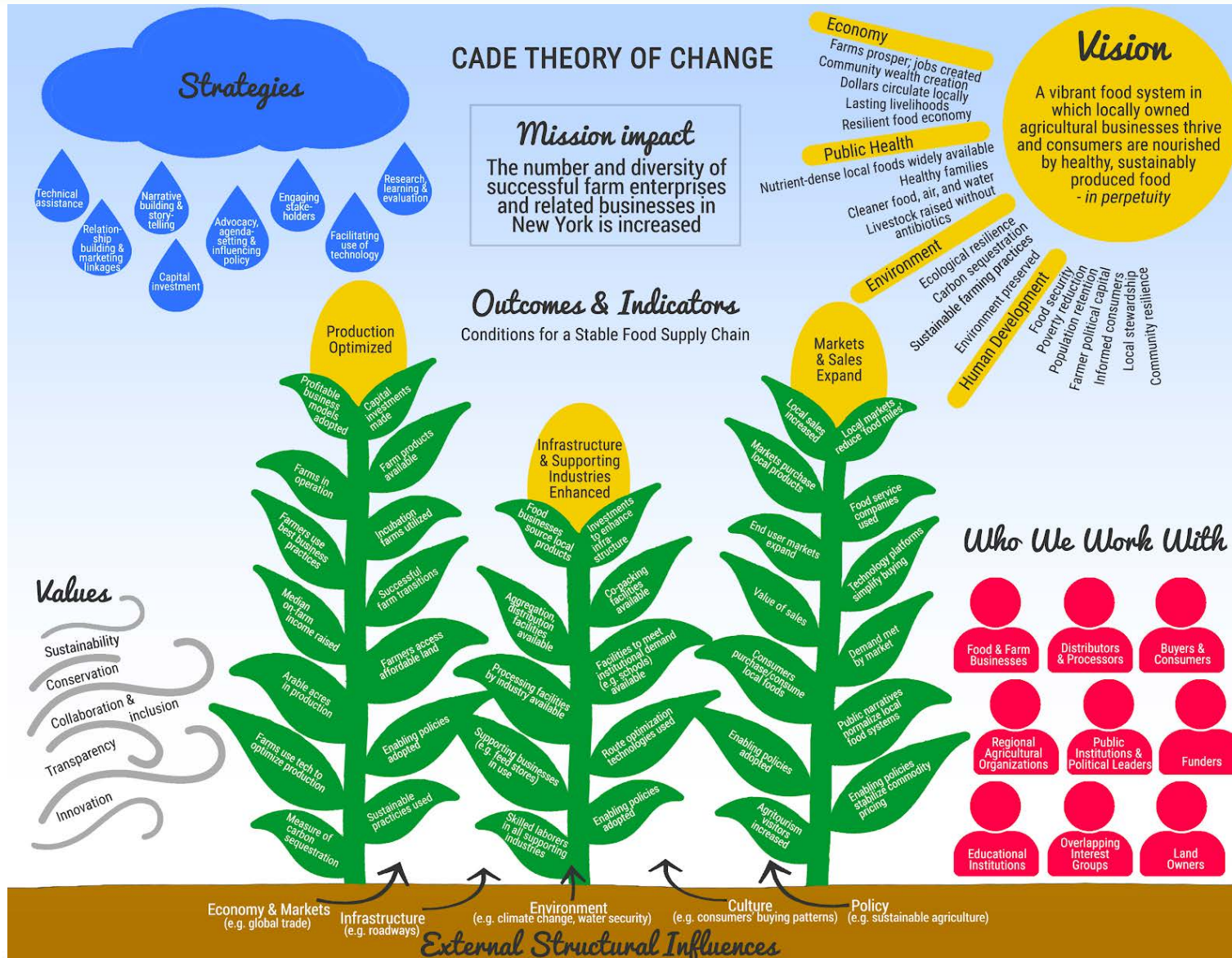
ABOUT



Established in 1991 in Otsego County, **CADE's mission is to increase the number and diversity of successful farm enterprises and related businesses in New York.**

Our pathway to fulfilling our mission is to create a ***stable food supply chain*** for a ***strong regional food system***. Our programs and activities are aimed at fulfilling this impact.

ABOUT



ABOUT



SUNY Cobleskill

CADE
Center for
Agricultural Development
& Entrepreneurship

Through *educational workshops, 1-on-1 mentoring, and referrals*, CADE's Farm and Food Business Incubator (FFBI) **delivers business development services to entrepreneurs to develop or expand their operations.**

Our goal is to increase farm profitability and viability.

We offer:

- ! customized assistance with business plan development
- ! marketing support and producer/buyer matchmaking
- ! access to capital and investor matchmaking
- ! support on food safety standards, rules & regulations, etc.
- ! farm transition and farmland acquisition, and more.

SUCCESS STORY

CADE

Center for
Agricultural Development
& Entrepreneurship

We have:

- ! Facilitated business/marketing/financial plans among 100+ regional farms
- ! Catalyzed a 75% increase in self-reported business acumen
- ! Facilitate more than \$450,000 in public and private investment to nearly 50 farm businesses in 5 counties
- ! Secured nearly \$400,000 for capital expansion projects for 5 food processing facilities in 4 counties
- ! Helped sustain/establish approximately 25 farm jobs
- ! Organized 25 producers to utilize regional food hubs for NYC product distribution, whose NYC sales represent 50-90% of their gross income
- ! Organized 6 buyers tours connecting 32 producers with buyers
- ! Facilitated 8 novel value-added food products
- ! Graduated 25 beginning farmers in 5 counties who completed production, business, marketing, and distribution plans.

SUCCESS STORY

SUNY Cobleskill



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Division of
Science, Technology
& Innovation

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FuzeHub – Panelist & Host



Phoebe Schreiner
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The Farm and Food Business Incubator - Panelist

View the Presentation



View this webinar on demand on the FuzeHub website:
fuzehub.com/webinar-build-your-business-farm-food/

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Keep the conversation going

