



# Feeding Growth

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CULINARY ON YOUR FARM & HOW TO WORK WITH A  
CHEF

# Chef Andrea Harling

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- Over 20 years in the Hospitality Industry
- High End Restaurants
- Large Scale Production
- Food Processing
- Business Consulting





# Made Foods

Founding Partner  
Vice President  
Executive Chef

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- 100 Employees
- 9 Locations
- 4 Delivery Vans
- 1 Food Truck
- Home Delivery Program
- Wholesale Program
- Catering Events (large & Small)
- Community Programs





# How to Work with a Chef

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- Running a Modern Food Business
- Knowing your Food Story
- Finding a Business Partner
- Mutual Understanding of What's Expected





# Your Vision is Possible!

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- No vision is too big or too small!
- How to see your Vision through





# Partnership Options

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- Sampling
- Demos
- Small Events
- Large Events
- Processing
- Packaging
- Wholesale





# Demos & Sampling

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# Demos & Sampling

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- First Step to working with a Chef
- Educational
- Gateway to the next opportunity







# Events

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# Events

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- Small Events
- Large Events
- Other Types of Events







# Processing

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# Processing

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- Building a processing program that fits your vision & financial goals
- Processing techniques
- Obstacles that you will encounter & how to overcome them







# Packaging

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# Packaging

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- Finding the right container for your product
- Labelling standards
- Obstacles that you will encounter & how to overcome them





A row of five clear plastic bottles filled with different colored liquids. From left to right: green, red, yellow, light purple, and dark red. Each bottle has a white cap and a label. The word 'Wholesale' is overlaid in white text across the middle of the bottles.

# Wholesale

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# Wholesale

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- How to find wholesale partners
- Working with retailers
- Labelling Standards
- Staying true to your brand & vision
- Obstacles that you will encounter & how to overcome them





# Compensation

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- Expectations
- Budget
- Quotes
- Payment Options





Andrea  
Harling

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**EVOLVE & INNOVATE**  
CONSULTING