



**Good Morning –**

**I come with **good** news...**



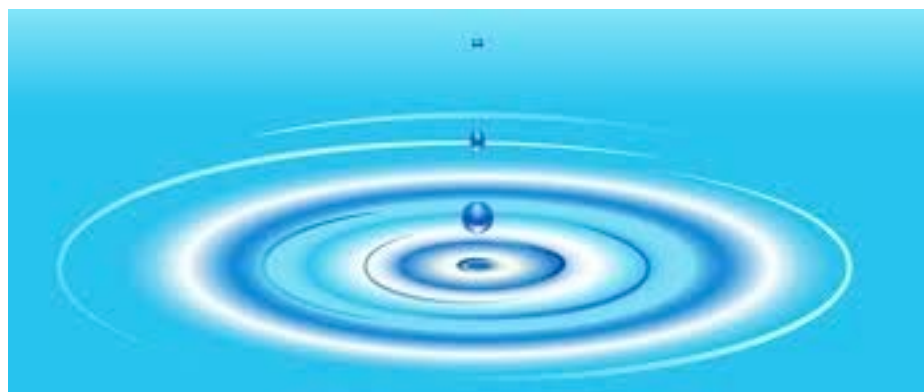
## How to maximize Micro-Loans?

Consider the **'VALUE'** of  
value-added co-packing



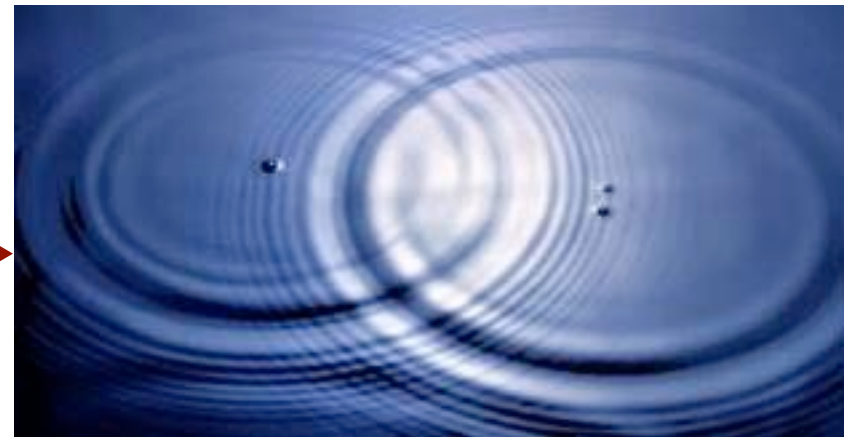
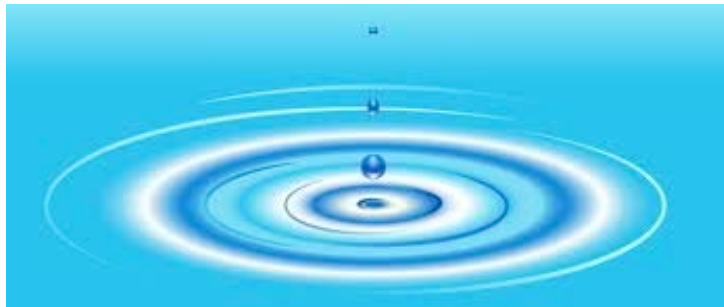


**USDA Micro Loans can set off many beneficial ripples.**





**Value added food processing  
magnify and grow those ripples.**





**KNOW YOUR FARMER  
KNOW YOUR FOOD**

**Micro Loans can be utilized to **GROW**  
the value-added opportunity.**

**The gap is **artisan food processing.****



**“Yours is considered a model approach to building a food system, which is the foundation of a vibrant rural economy.”**

**Alan Shannon, USDA FNS / Midwest**





## **USDA Micro-Loans & Food Processing**

- ✓ New farms**
- ✓ New opportunities for farms**
- ✓ New markets for farms**
- ✓ New income for farms**



# Friends of the work...







**Work  
of the  
friends...**





**Expanding farm income  
and Value-Added processing.**

**The limits of 'Do-It-Yourself'**



**KNOW YOUR FARMER  
KNOW YOUR FOOD**

# Seminars

Spring 2013



How to start a year-round farm business  
using **value-added** food processing services.

- Develop a year-round farm business
- Design and grow your OWN farm brand
- Create **NEW** opportunities for YOUR farm
- Learn about a new USDA Microloan program for value-added food processing services





# The Micro Loan ripples....





## Micro Loans in action





**KNOW YOUR FARMER  
KNOW YOUR FOOD**

## Majority of crop dedicated to Value-Added





**KNOW YOUR FARMER  
KNOW YOUR FOOD**

## Farm identified throughout...

 **Solveien Farm**



**Solveien Farm**  
43 likes · 16 talking about this



## **USDA Micro-Loans & Food Processing**

- ✓ New farms**
- ✓ New opportunities for farms**
- ✓ New markets for farms**
- ✓ New income for farms**





## The role for Artisan Food Processing



**Specialty Foods –  
\$86 Billion & growing**



**Regional Foods –  
Vast & growing**



## **ACTION STEPS –**

**Include an emphasis on using  
Micro Loans for artisan food processing.**

**Support artisan food processors.**



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**Questions / comments...**

