

SARE Grant FACT SHEET: FNC18-1133
GREAT PLAINS GROWERS CONFERENCE
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Adding Value to Small-farm Produce by Processing and Freezing Vegetables and Fruit

FACT: Farmers' share of the US food dollar has been shrinking for 100 years. According to ATTRA \$.17 went to the farmer in 2017; \$.33 went to the farmer in 1980!

FACT: In recent KCFH Pop-up markets, 1/3 of sales were from value-added (canned) foods (\$5,500 of the \$16,000).

IDEAS FOR WAYS TO ADD VALUE TO YOUR PRODUCE

Categories of Value-added Processing gleaned from Kansas City Food Hub farmer interviews:

- *Freezing Produce
- *Canning Vegetables
- *Grinding Flours
- *Baking Products
- *Pickling Vegetables
- * Dehydrating Herbs
- * Pressing Oils
- *Juicing Produce
- *Producing Jams and Jellies
- *Making Smoothie Packets
- * Processing Herb Butters
- *Making Salsas and Sauces

EXAMPLES OF SUCCESSES WE HAD

- Preserving Strawberries by freezing: selling to the Merc and Farmer's Market
- Preserving green beans at the height of their perfection.
- Using blemished butternut squash which wouldn't sell off the shelf.
- Preserving an overabundance of blackberries and making jam.
- Dicing 310 lbs of butternut squash for one day's meal at Gardner-Edgerton Schools
- Pickling an overabundance of okra and making pickled okra with chilies
- Baking scones for winter market.

CHART OF TIME NEEDED TO PROCESS AND ADD-VALUE PRODUCTS



