

## **Appendix B**

### **Value-added Processing Options for Texas sustainable and organic farmers**

#### **Process workbook beginning research**

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A key output of this project is the Process Workbook. The process workbook is a tool to assist farmers in making the best financial decision for value-added processing - the best decision for their farm and family.

Our workbook gives the farmer data and anecdotal information to help them choose for themselves what scale is best. It will include costs, risks, and opportunities for the various possibilities:

#### **Value-added processing Options**

##### Process options

- 1 - make in my home kitchen
- 2 - make in a rented commercial kitchen
- 3 - have copacked by a small batch facility
- 4 - have copacked by a professional copacker
- 5 - build my own plant

##### Sales outlets

- 1 - Direct sales at farmers' markets, farm stands, CSAs
- 2 - Sell as ingredients to existing food artisans, entrepreneurs, restaurants, schools, etc.
- 3 - Sell to grocers as a consumer packaged product (CPG)
- 4 - Sell to non-farmer for resale

##### Branding options

- 1 - my farm, my brand
- 2 - multiple farms, 1 brand
- 3 - cobranded with food entrepreneur
- 4 - no farmer ownership in brand

##### Product ownership

- 1 - my farm
- 2 - group of farms
- 3 - copacker (non-farmer owned)
- 4 - copacker (farmer-owned)
- 5 - joint farm - food entrepreneur
- 6 - no farmer ownership

##### Distribution

- 1 - Self
- 2 - via distributor, food hub (non-farmer owned)
- 3 - via distributor, food hub (farmer owned)
- 4 - via processor