

4AP Food Academy

Co-Manufacturing

G

Gold

Preparation

Have you formalized everything about your product and process?

Do you know your key product attributes and what is negotiable? (Scale comes with compromise)

Are you able to make a compelling case for building a manufacturing partnership?

Possible Next Steps:

Make progress on the following:

- ☐ Commercially available ingredients
- ☐ Formula in wt%
- ☐ Ti-Hi (Pallet configuration)
- ☐ Sensory attributes
- ☐ Recall Procedure
- ☐ Established P&L

Notes:



Manufacturing Options

Have you considered the options available to you as you scale? (Commercial Kitchen, Maximizing Production in Current Location, Co-Man, Hybrid and Co-Man)

Where do you want to be in 6-12 months? Thinking of the balance between Supply, Demand and Cash Flow, will all three be aligned to make that jump?

Do you have the infrastructure in place to support the growth (e.g. storage, distribution, etc.)?

Possible Next steps:

- Hire someone that understand the systems and can execute with minimal training
- Establish/Develop regional or national distribution relationships
- Create repeatable processes and systems
- Make sure your brand is audit-ready
- Hire trained staff that can execute and also manage crisis situations
- Make sure you are using fully-vetted ingredient vendors

Notes: