

4AP Food Academy

Co-Manufacturing

P

Platinum

Preparation

Have you established (or are you ready to establish) an LOI and/or MSA with your co-manufacturer?

Have you been maintaining regular contact with your co-manufacturer and holding them accountable for quality, cost, and delivery?

Have you been filling company functions that aren't your personal strengths?

Possible Next Steps:

Make progress on the following:

- ☐ NDA with co-packer
- ☐ LOI or MSA
- ☐ Supplier Approval Program Documents
- ☐ 2+ Year Volume Projections

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: