

2018 SARE Grant FACT SHEET
FNC18-1133
KC Food Hub Annual Meeting
December 7, 2018

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:

- *Frozen
- *Canned Goods
- *Dehydrated
- *Baked Goods
- *Pressed oils
- *Ground flours

Canned Goods included

- *Prepared sauces
- *Jams and jellies
- *Herb butters
- *Salad dressings
- *Salsas
- *Pickled vegetables

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 chillies
- Sweet potato puree from blemished, too large, and too small sweet potatoes.
- Baking scones for winter market.

Successful Equipment

Thermal transfer printer, Hobart Chopper, Freezer, Ball Electric Canner

FUTURE CHALLENGES

- Finding out what the school market wants that we have (during the school year)
- Growing storage vegetables?
- Competing in schools by selling specialty foods both storage and processed
- Processing our own products