

PRODUCT DEVELOPMENT

Nelson Farms

COUNTRY STORE &
PRODUCTION FACILITY

PRODUCT DEVELOPMENT

Nelson Farms does product manufacturing on a pilot scale for consumer testing to create shelf-stable and marketable products for the commercial marketplace.

WHAT IS PRODUCT DEVELOPMENT?

Many products come to us in need of process and formulation refinement in order to bring them to a shelf-stable, marketable product. This procedure is more involved than simply scaling up recipes to prepare them for the commercial marketplace.

We work with farmers, growers, and producers to identify and develop new value-added products that are developed & designed to maximize the use of farm products, increase profit, and extend the farm market season.

HOW DOES IT WORK?

We work in group settings or one-on-one with clients using commercial ingredients and preparation techniques to duplicate the original product's quality, flavor, color and texture, all while maintaining the safety and shelf stability required in the commercial marketplace. Once the sample is developed and has the client's approval, the recipe is sent to the NYS Food Venture Center. They will send back a Scheduled Process which is the legal document for your recipe. Once we receive this the client can enter into the production phase.

WHAT ARE SOME EXAMPLES?

- **CONDIMENTS, ENHANCERS & SAUCES:** Salad dressings, salsas, barbecue sauces, pasta sauces, hot pepper sauces, marinades, finishing sauces
- **DESSERTS:** Chocolate & caramel sauces, cookies, sweet spreads, dips, baking mixes
- **MAIN MEALS, SIDE DISHES & OTHER:** Frozen soups, vegetarian dishes, baby food, spice mixes, rubs
- **SNACKS:** Bars, beverages, dog treats, dips, nuts, honey spreads

The possibilities are endless!

HOW MUCH DOES IT COST?

Product development fees are \$100 per hour, which includes research, consulting time, facility use, and labor. The cost of ingredients and shipping that may occur through this process are additional.



Amanda Hewitt, our Production Development Manager, has been involved with Nelson Farms' mission of NY Quality Food Product Development since its inception in 2003. Amanda holds a degree in Dietetics from Morrisville State College and has worked with clients to develop viable food products for 13 years. Her industry connections and experience in small scale food production & development have proved invaluable to our clients.
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