



Cornell University
College of Agriculture and Life Sciences

Safe, Nutritious Food Products that Impact Economic Growth



Dr. Olga Padilla-Zakour

Department of Food Science & Technology

NYS Council on Food Policy

Fall Meeting, October 20, 2009, Ithaca, NY



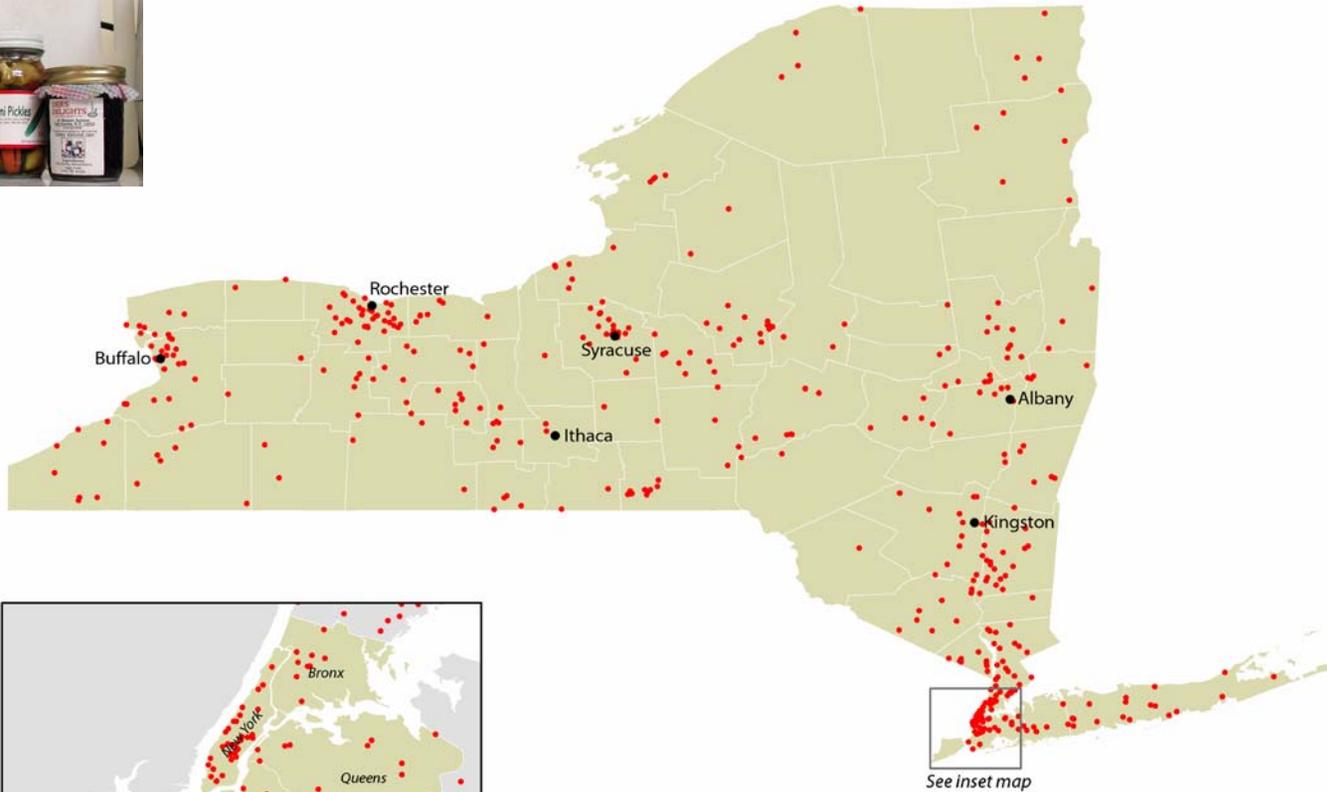
Cornell's Food Venture Center



- CALS Extension Program
- Established in 1988
- Funding: CALS, NY Farm Viability Institute grant, USDA grant, subsidized fees

- Direct Technical Support
- Education and Outreach
- Entrepreneurs, Farmers and Food Companies Developing Commercial Food Products





**New York State Businesses Assisted by the
New York State Food Venture Center**

3-year data



Support to Food Entrepreneurs: 2008

- 1262 requests for assistance from 31 states
- 211 businesses from 13 states received comprehensive assistance for commercialization of 542 food products
- Analyzed 654 food sample prototypes for product safety and technical feasibility
- Education and outreach: 13 workshops with 346 participants, and 29 technical presentations reaching 1,500 people

www.nysaes.cornell.edu/necfe



3-YEAR CLIENT SURVEY

- 806 full-time jobs created
- 7,836 full-time existing jobs supported
- 94% client satisfaction
- 65% reported services aided success
- 39% farm-based businesses
- 57% rural-based businesses
- 57% women-owned businesses



ABOUT THE TECHNOLOGY FARM
THE SEEDS OF INNOVATION ARE TAKING ROOT



Cornell University
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2005 Research
Project Sponsored by
John Davey, Founder
of CherryPharm



TODAY
12 full-time jobs
\$1.5 m annual sales



Dr. Sarah Valois





Stony Brook WholeHeartedFoods



John B. Martin and Sons Inc.



Kelly and Greg Woodworth

2006 Extension Project
Production Started in 2009





Fruit and Vegetable Safety Research and Extension

Randy Worobo - Program Leader

- Training to food industry, producers & inspectors: safety, sanitation, HACCP
- “Enhancing the Safety of Fruits and Vegetables through Prevention”
 - 4 years \$1.7 million USDA/NIFSI grant
 - 6 institutional academic collaborators, 10 industry commodity group collaborators
 - Farm production to consumers





**Thank you very much for
your time and interest
We believe we do make a difference!**

- For additional information:
- Email: qip1@cornell.edu
- Phone: 315-787-2259