

2019 Women Farm to Food Business Competition

The 2019 NASDA Foundation Women's Farm to Food Competition is dedicated to fostering growth among women entrepreneurs with food and beverage businesses in Oregon and Washington State. The Farm to Food Competition was developed through a partnership of the NASDA Foundation, Oregon Department of Agriculture and Washington State Department of Agriculture. Women entrepreneurs from Oregon and Washington State will compete for \$40,000 in startup funds to help them grow their food and beverage businesses.

[Click here for a link to the application.](#)

Requirements

- 18 years or older
- Woman entrepreneur or farmer
- Live or work in Oregon or Washington State
- Developing a food or beverage product

Prizes

- Grand prize winner (judges' pick): \$20,000
- People's choice (audience votes): \$10,000
- Runner-up 1: \$5,000
- Runner-up 2: \$5,000

Timeline

- November 1st, 2018 - Application format available on NASDA Foundation website
- January 1st, 2019 - Online application opens
- January 31st, 2019 - Online Application closes
- February 1st-15th, 2019 - Applications scored and top 15 participants are identified
- February 26-27, 2019 - Top 4 applicants present business pitch at NASDA Winter Policy Conference in Arlington, Virginia (travel will be provided by the NASDA Foundation)

Women in Agriculture GAP ANALYSIS REPORT

Overview

The NASDA Foundation, Oregon Department of Agriculture, Washington State Department of Agriculture and Oregon State University's Food Innovation Center are working to develop a training program to help women farmers scale up their food businesses. As an initial step, we reviewed existing training programs serving food entrepreneurs in the region to ensure we didn't duplicate training.

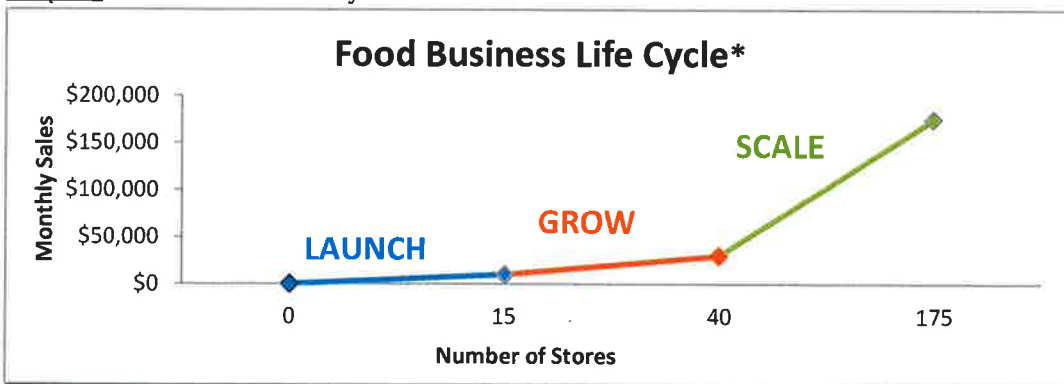
Process

The NASDA Foundation conducted a gap analysis to identify programs in Washington and Oregon that help food entrepreneurs grow their businesses. We identified 73 entrepreneurship programs across both states, and narrowed these down to 49 programs that support food entrepreneurs. We organized the programs into categories developed by [Union Kitchen](#), a food accelerator program in Washington, D.C. Union Kitchen breaks down the food business life cycle into three stages: *Launch*, *Grow* and *Scale* (Graph 1). *Launch* involves launching a new product into a market, *Grow* involves entering into new statewide and regional markets, and *Scale* involves expanding into new national and international markets. The overwhelming majority of the programs we found (n = 37) served businesses in the *Launch* stage. Far fewer programs served businesses in the *Grow* stage (n=6) and *Scale* stage (n=9). One note, two programs spanned multiple stages. We identified a bottleneck in training at the *Grow* stage, and reviewed these programs further. Few *Grow* stage programs provided comprehensive business training in the form of an accelerator. None of the *Grow* programs focused exclusively on women.

Result

We found a gap in training at the *Grow* stage. Our program will fill this gap and empower women farmers, who have launched food and beverage products, to enter into new statewide and regional markets.

Graph 1. Food Business Life Cycle.



*Adapted from Union Kitchen's Accelerator Program model.

Chart 1. Business development programs in Oregon and Washington serving food entrepreneurs.

Stage	Program	Services Provided	Location
Launch	21 Acres Center for Local Food & Sustainable Living	Business training, Commercial kitchen	WA
Launch	365 Commissary Kitchen	Commercial kitchen	OR
Launch	A and J Commissary	Commercial kitchen	WA
Launch	Annie's Project	Financial training	OR, WA
Launch	Community LendingWorks	Loans	OR
Launch	Farm & Food Expo	Business training	OR, WA
Launch	Farm Kitchen	Commercial kitchen	WA
Launch	From the Farm	Commercial kitchen	WA
Launch	Goosefoot Whidbey Kitchen	Business training, Commercial kitchen	WA
Launch	Hummingbird Incubator Kitchen	Commercial kitchen	OR
Launch	KitchenCru	Business training, Commercial kitchen	OR
Launch	Mercy Corps Northwest Women's Business Center	Business training, Loans/grants	OR
Launch	Millionaire Club Charity	Commercial kitchen	WA
Launch	Northwest Farm Credit Services E-Learning Courses and Webinars	Financial training	OR, WA
Launch	Oregon Entrepreneurs Network (OEN)'s Food & Beverage Showcase and Pitch Program	Pitch, Showcase	OR
Launch	Oregon RAIN Rural Entrepreneurship Programs	Business training	OR
Launch	Oregon State University's Small Farms Program	Value-added training	OR
Launch	Portland Community College's Getting Your Recipe to Market	Business training	OR
Launch	Portland Mercado	Business training	OR
Launch	Seattle Commissary Kitchen	Commercial kitchen	WA
Launch	South Whidbey Incubator Kitchen	Commercial kitchen	WA
Launch	StartUp Spokane	Business training	WA
Launch	Startup Washington from Washington State Department of Commerce	Business training	WA

Launch	Ventures Food Incubator Program	Business training	WA
Launch	Washington Center for Women in Business	Business training	WA
Launch	Washington Coast Works: Sustainable Small Business Competition	Business competition	WA
Launch	Washington State Department of Agriculture's Small Farm and Direct Marketing Assistance	Business training	WA
Launch	Washington State University Extension's Commercial Kitchens in Jefferson Counties	Commercial kitchen	WA
Launch	Whatcom County Commissary Kitchen	Business training, Commercial kitchen	WA
Launch	Women in Agriculture Conference	Business training	OR, WA
Grow	Ecotrust's Agriculture of the Middle Accelerator	Business training	OR, WA
Grow, Scale	Food Northwest's Food & Beverage World Expo	Trade show	OR
Grow	Oregon State University's Food Innovation Center	Food science services	OR
Grow	Season to Taste	Consulting	OR
Launch, Grow, Scale	Starve Ups	Mentoring	OR
Grow	The Redd on Salmon Street	Food hub	OR
Scale	Oregon Department of Agriculture's Trade Assistance	Export training	OR
Scale	Oregon Venture Fund	Investments	OR
Scale	SCALE Oregon	Export training, Business training	OR
Scale	University of Oregon's RAIN Eugene Accelerator	Business training	OR
Scale	Washington State Department of Agriculture's Marketing and Export Assistance	Export training	WA
Scale	Western US Agricultural Trade Association	Export training	OR, WA
Scale	Women's VC Fund II	Investments	OR, WA