

Glacial Hills Food Center

Horton, Ks

Gary Satter, Executive Director

Glacial Hills Resource Conservation & Development Inc.

Wetmore, Ks

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- Since 1990, the Glacial Hills Resource Conservation & Development Region Inc. has been a 501-c-3 nonprofit, tax exempt rural development organization
- The mission is to develop community and business development and natural resource conservation projects and programs
- The impacts are enhanced quality of life, economic growth and natural resource conservation, and community viability in northeast Kansas
- I have been the Executive Director since 2009

- The State of Kansas has assisted northeast Kansas in building an entrepreneurial region
- The Kansas legislature passed the Kansas Economic Growth Act of 2004. The Kansas Rural Business Tax Credit Program created by this act created seven regions across Kansas to receive 75% state tax credits to fund each region's business development program
- Glacial Hills RC&D was approved as the region for northeast Kansas. This funding has assisted the region with bringing together the necessary resources it needed to be successful

Funds from this program have been used for:

- Revolving loan fund for rural entrepreneurs and businesses who are not able to obtain traditional bank financing
- Business support services such as free counseling, planning, training, and technical support to start and grow rural businesses
- A rural business incubator in Sabetha (Glacial Hills Business Resource Center) and a shared-use commercial kitchen in Horton (Glacial Hills Food Center)
- Leadership training to develop the leaders necessary for the future of rural communities in northeast Kansas

The tax credits allowed Glacial Hills RC&D to build \$1.5 million in funding for business development and support in northeast Kansas

Unfortunately in 2012 the legislature stopped funding the tax credit program

- The Glacial Hills Food Center is a shared-use kitchen incubator located in Horton, Ks that meets the requirements of a licensed commercial food manufacturing facility
- Available to rent by food entrepreneurs wanting to develop food products for their food-based businesses
- The facility allows for large capacity cooking, canning, baking, freezing, packaging and labeling of food products
- Business planning and marketing assistance is available

Available Equipment

- Commercial 6 burner gas range w/oven
- Gas convection oven
- Double door refrigerator and freezer
- Commercial tabletop mixer
- Commercial dishwasher
- 25-gallon steam kettle
- Stainless steel worktables
- Wood top bread table
- Pressure canners, water bath canners
- Pots, pans and small utensils, baking sheets
- Packaging machine
- Cold and dry storage available

With our business programming we had entrepreneurs who were needing a commercial kitchen to develop and process their food products

In 2010 Glacial Hills RC&D received the donation of a former medical clinic from the Horton Hospital

We renovated the business office and reception area into the commercial kitchen at a cost of about \$20,000. Size is approximately 1,000 square feet

Renovation included new plumbing, electrical, heat/ac, new floor and wall coverings

The six former medical clinic exam rooms are used for offices, cookbook library, breakroom & storage

- A grant from the KDA Specialty Crop program in 2011 was used to buy equipment and do programming for farmers and individuals to grow and utilize fruits and vegetables for cooking and food businesses
- About \$20,000 was used to buy equipment for the kitchen from both the grant and Glacial Hills RC&D funds.
- A part-time kitchen manager was hired for education and cooking classes from the grant. There is no longer a manager.
- The Glacial Hills RC&D executive director now oversees the kitchen operation and scheduling

- The kitchen rents for \$15 an hour. Each business/person using the facility has to clean up after each use. When we were offering cooking classes we were charging \$15 per person with up to 15 people in a class.
- During the last 10 years there have been as many as 8 businesses using the kitchen
- Currently there is are two businesses using it
- From time to time there are community members who utilize the kitchen for their own cooking use such as for a big family dinner or party
- There has been one person renting an office that pays \$225 a month rent that helps with paying some of the costs

- Sustainability is an ongoing challenge. The only costs now are for utilities, property taxes and insurance which are about \$5,500 a year
- Marketing has been an ongoing effort with using brochures, newspaper ads and news articles and social media. The cooking classes were good at educating the public about the kitchen. Word of mouth is best.
- We offer business development planning assistance to those who want to explore a food business. With our business development program working with entrepreneurs this is a good way to share and work with those interested in a food business
- Without funding from Glacial Hills RC&D there would have to be other donors, sponsors that would be needed to support the operations.













Commercial Kitchens

Resources from the Kansas Dept. of Agriculture

April 1, 2022: First Friday e-Call Resources:

Janelle Dobbins, From the Land of Kansas/KS Department of Agriculture
Contact: janelle.dobbins@ks.gov

- [Guidelines for Incubator Kitchens-](#) *Association of Food and Drug Officials*
- [Incubator Kitchen Listing- 2021](#)
 - [Add your kitchen to the resource guide](#)
- [Starting a Food Business](#)
- [From the Land of Kansas](#)
 - [To Join From the Land of Kansas](#)
- [Daily Self-Inspection Checklist](#): *The list gives you a general sense of what an inspector would be looking for. Not all of these are relevant to every type of food business.*
- [Specialty Crop Block Grant](#)

This grant is very helpful for Commercial Kitchens.

 - Just closed for 2022, but will be open again in 2023 with 5 weeks to complete. Start planning now.

Questions about licenses or the Incubator Kitchen List: email: KDA.FSL@ks.gov

The Kansas Department of Agriculture is here to make your small business successful and sustainable. Please reach out, they're here to help and they are great partners for your success.

More resources on other side

K-STATE
Research and Extension

Kansas State University Agricultural Experiment Station and Cooperative Extension Service
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Extension Resources

April 1, 2022: First Friday e-Call Resources:

Resources recommended by Londa Nwadike, PhD
K-State Research and Extension Food Safety Specialist
Kansas State University/ University of Missouri Contact: lnwadike@ksu.edu

- [Kansas Value Added Foods Lab \(KVAFL\)](#)
Karen Blakeslee 785-532-1294 Contact: kvafll@ksu.edu
 - KVAFL can help with nutritional labeling, shelf life testing, etc.
 - If a business is a From the Land of Kansas business, they can choose a benefit to get a 30% discount with the KS Value Added Food Lab.
- [Food Safety at Farmers Markets and Direct to Consumer Sales](#) (KSU)
- [Food Safety Best Practice for Local Food Entrepreneurs](#) (NDSU & KSU)
 - In Spanish: [Etiquetado de Alimentos para Productores y Procesadores de Alimentos de Kansas](#)
- Trying to figure out if you need a license?
 - [Foods Sold Direct to Consumers in Kansas: Regulations and Food Safety Best Practices](#)
- [Food labeling for Kansas Food Producers and Processors](#)
- [Shared Kitchen Toolkit: \(Purdue University\)](#)
- [Shared Use Kitchen Planning Toolkit: \(Iowa State\)](#)

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