



What is Nelson Farms, LLC?

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- Nelson Farms, LLC encompasses:
 - Food Processing & Co-packing facility
 - Dairy Incubator
 - Country Store
 - Training Institute/Food & Safety Training Institute
 - Consulting Group
 - Value Added procedures for fresh NY grown products
 - Marketing Group
 - Copper Turret Restaurant

Nelson Farms is a venture of Morrisville State College of the State University System

Nelson Farms, the Production Facility...

- Four Production Rooms
 - Dry Fill Room
 - Bakery(at ARC)
 - Value Added Room
 - 2 General Production Rooms
- We can meet any size production from 5 cases to 1,000 cases
- Product Development Services
- Provide expert guidance in the production of your product
- Provides Fulfillment services for our clients

Some of our Various Equipment



Dairy Incubator

- Mission: To cultivate new agricultural business as well as enhance existing business statewide
- The center is available for:
 - Entrepreneurs
 - Agriculture specialists
 - Corporations
 - Morrisville State College students
 - Workshops and Seminars
 - Tours for schools and groups



Dairy Incubator Continued

- Production Capabilities include:
 - Soft and hard cheeses
 - Yogurts and other cultured products
 - Cheese spreads and dips
 - Dairy spreads and dips made with cultured products
 - Ice creams
 - Milk and flavored milk varieties
 - Juice, cider and wine products



The Country Store at Nelson Farms



- Highlights Products produced at Nelson Farms & the Dairy Incubator
- The Store Features Pride of New York Products
- Located at the Nelson Farms Processing Facility



The Nelson Farms. The Training Institute & Food Safety Training Institute

*Trains participants in Food Safety
& HACCP courses On Line & In
Classroom. Offers NSF, ServSafe,
NEHA, Thomson Prometric programs.*

*Provides exams in ServSafe, Thomson
Prometric & the National Registry of
Food Safety Professionals.*



The Nelson Farms Training Institute (continued)



*Approved to teach the NYS
Ag & Markets mandated
Food Safety training for
20-C License renewals*



*Provides CD's for Food
Banks procedures and
explaining the FDA Bio-
terrorism Act of 2002
Title III.*



*Offers TIPS Courses
(Training for Intervention
Procedures)*



The Nelson Farms Training Institute

(continued)



- Provide both In-Classroom training and Online training in numerous topics & areas
- Works with Morrisville State students in understanding specific areas ranging from FDA and NYS Ag & Mkts processing procedures to specialty packaging, distribution and retail concepts
- Hosts NxLevel courses whenever required
- Works with NYS Department of Ag & Mkts in International trade for our client's products

The Nelson Farms Training



- Holds numerous seminars and workshops for the small scale food processor or aspiring entrepreneurs.
- Working with the Morrisville State College Agriculture Department developed a new 4 year course in Agriculture Ag Business & Marketing where students spend one 6 hour day a week up to 12 weeks a semester at Nelson Farms.
- Hosts Community workshops in understanding Value Added specialty crops & products
- Very active working with farmers & growers in packaging concepts and value added procedures

Nelson Farms...The Consulting Group



- Has two focuses:
 - Incubator & Shared use food processing facilities
 - For example: Feasibility Studies, Budget Assistance, Layout Assistance, Personnel Required, etc.
 - Assisting Farmers/Growers in Value Added
 - For example: Cooperatives, Basic HACCP, Special Packaging Procedures, Value Added Techniques, Wholesale Concepts, Distribution, etc.

The Copper Turret



- Operated under the Nelson Farms, LLC
- Provides hands on learning for Students at Morrisville State College
- Uses some products from Nelson Farms and the Dairy Incubator



Short Term Plans

- *Establish & Install Value Added specialty equipment to assist shelf life for farmers*
 - a. IQF capability
 - b. Dicing/slicing/shredding
 - c. Work with New York Food Banks
 - d. Modified Atmosphere Packaging
 - e. Vacuum Packaging
 - f. Large annual storage-cooler/freezer



- 100 gallons of Honey was individually packaged in about 2300 containers so they could be distributed by the Food Pantries to families etc.
- Since November 2008 have re-packed food products of over 50,000 pounds

Some of our Various Equipment



Flott Peeler



- Output per hour: Onions -600 pounds, Potatoes, carrots (root crops) -800 pounds, Garlic B500 pounds

GS 10



- The GS 10 has capacity of up to 4,400 lbs per hour depending on product characteristics. Using four work stations to prepare for the product/s a wide range of cutting disk, blade, and cutting grid setups is available from the manufacturer for this make/model machine to slice, dice, coin, julienne, segment cut, wedge cut, strip cutting, shred cuts, grating, and crinkle cut, the product is then conveyed to a sophisticated dip tank that sanitizes on to a rinse and vibrating system into a dryer where it is ready to be packaged in different ways.

A 600



- **The A-600** is the most advanced modified atmosphere packaging machine available today. State of the art design with PLC controls, ergonomic finger start and variable logic heat seal controls make this the most versatile machine available. Built-in flexibility with 12 pack settings enables the A-600 to run one or two bags per cycle. Adjustable snorkels and bag stretchers give the A-600 the ability to adapt to changing product and production needs. Capability- Shelf life extension, Hygiene improvement, Tamper evident packaging. Used for packaging precut produce, lettuce, carrots, onions, and cabbage, Cole slaw, salad mixes etc.

KATS 400



- **The KATS 400** semi-automatic tray sealer features a drawer-style operational design and comes equipped with gas flush controls for applications requiring MAP. The KATS 400 is ideal for market launch conditions where volumes are sure to increase. This efficient, labor saving packaging machine seals up to 360 standard #3 or #10 size trays per hour or 240 MAP trays.

Nelson Farms Marketing Group

**Established to Distribute Shelf stable
Products throughout NY State**

- a. Set up delivery and pick-up points**
- b. Establish catalog of participants**
- c. Hire full time field person for marketing**

Major Advantages

- 1. 1. Shipping cost to retailer is minimal**
- 2. 2. Processor gets full wholesale cost for product**
- 3. 3. Opens whole state of NY to processed products for both the processor & retailer**
- 4. 4. Minimal cost to the processor to participate**

PRIDE Marketplace operated by Nelson Farms



Molly the Cow ***with Yorkie***



How to Contact us

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