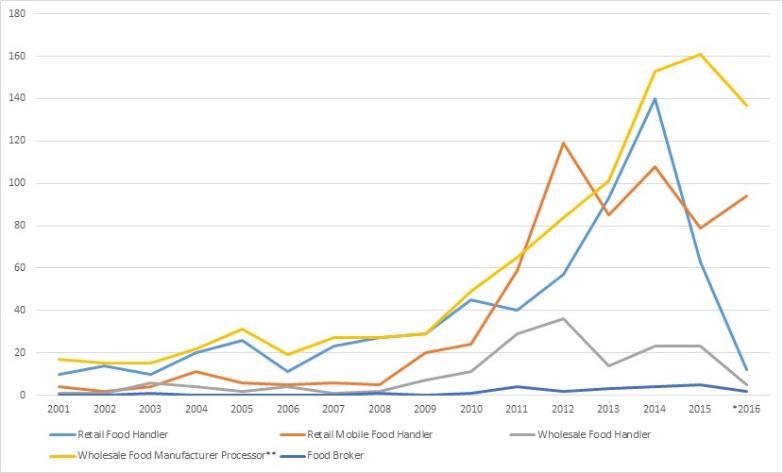
**PROPOSAL FOR IMPROVING FOOD LICENSING**

**FOR SMALL BUSINESS**

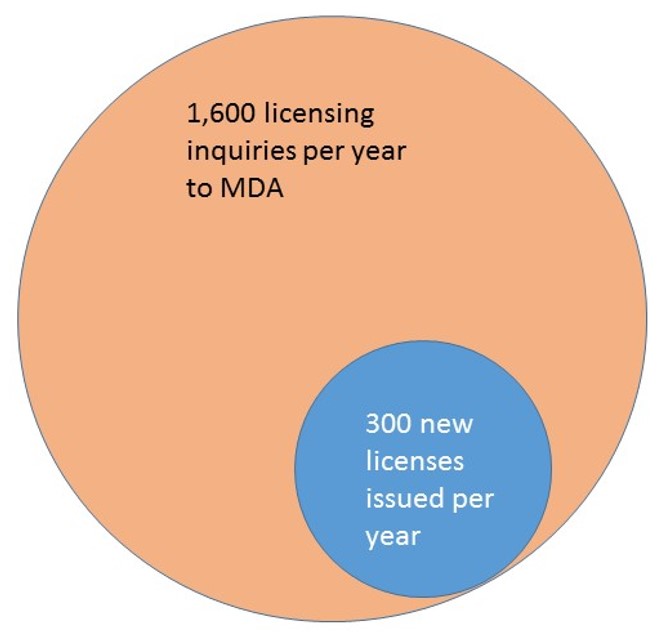
Economic upheavals and the lure of the local food movement have inspired unprecedented numbers of Minnesotans to start food businesses.



2010 to 2016: 150% in number of food business licenses issued.   
**Mostly:**   
\* retail food handler   
\* food manufacturer

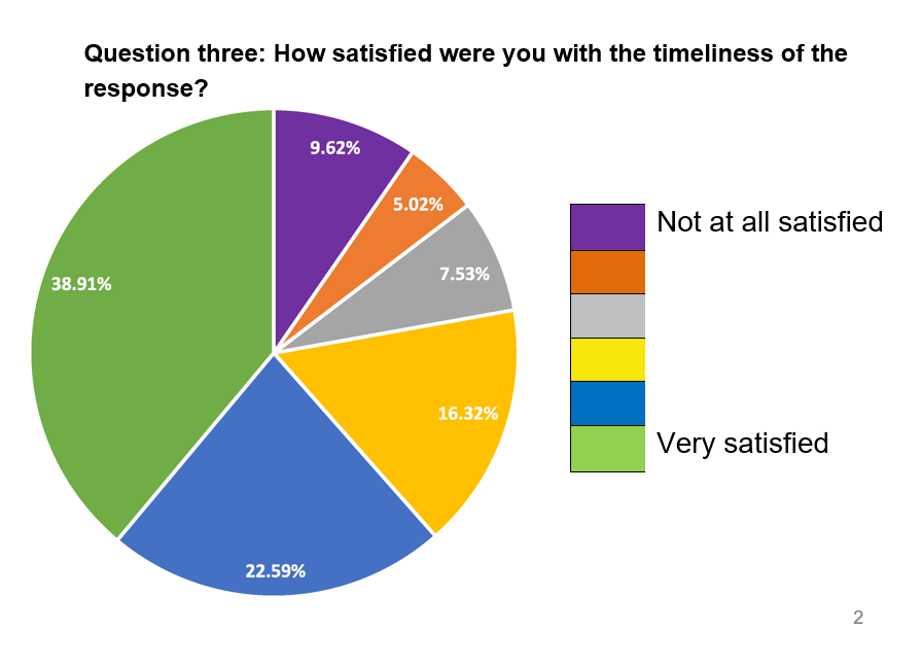
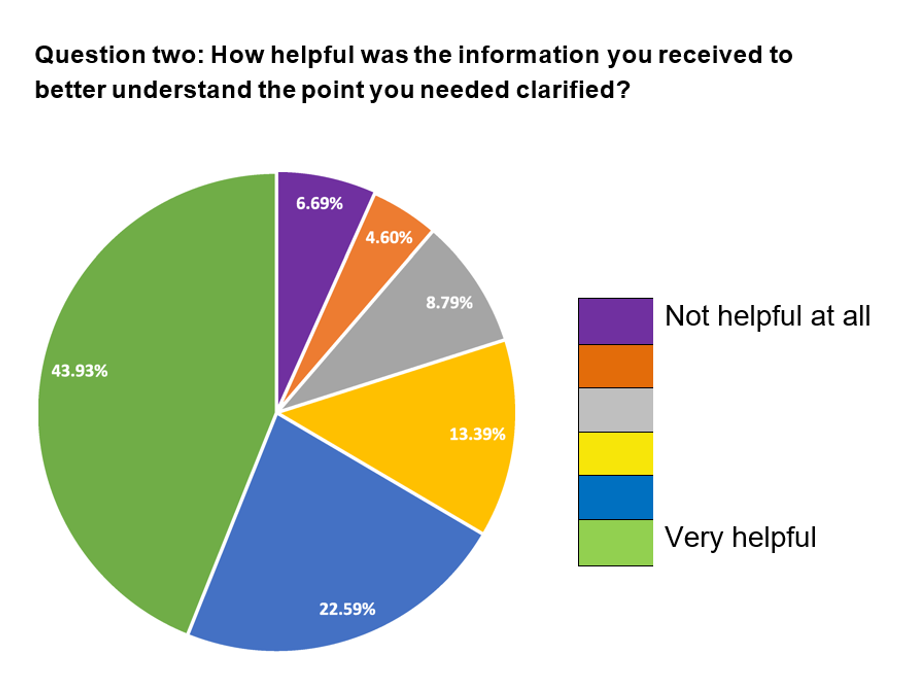
license types used by **small and mid-size food entrepreneurs**.

Not all license *inquiries* succeed, for many reasons.



IF just 10% more of these inquiries get a license => 130 more food businesses per year in MN

Surveys by MDA found about 80% of food license applicants received helpful to very helpful information and a timely response to their requests, but about 20% were not satisfied with either response or timeliness.



|  |  |  |
| --- | --- | --- |
| Some innovativeenterprises become tangled in unclear regulatory language | Example:  Wabasha Farmers’ Market took:  18 months  +  involvement of farm groups  +  meeting with MDA staff  to achieve licensing for innovative local produce distribution enterprise. | Delays are especially costly to small business |

**SOLUTION: A SMOOTHER, MORE CONSISTENT REGULATORY PROCESS**

A new MDA “Food Business Innovation Coordinator” position backed up by a team of experts would clear the path to licensing, providing both consistent regulatory interpretation and timely decision-making.

* One *FTE Coordinator for Food Business Innovation* housed at MDA
* *SALT: Solution Advisory Licensing Team*
  + Regulatory specialists from MDA and MDH
  + Experienced business entrepreneurs
  + Representatives of economic development agencies/DEED
  + Food system advocates

The SALT Team will serve the innovative food entrepreneur while protecting food safety.

The coordinator and team would:

* Have authority to issue definitive interpretations of statute and rule
* Convey decisions back to MDA and MDH staff trainers and field-level staff for implementation in the field.

Will need contact info here for go-to organizations / people. MFMA can be listed. We should just make sure we lead with the strongest leverage – so if it’s not MFMA, lead w/ someone else. But we should definitely list as many supporters as possible.