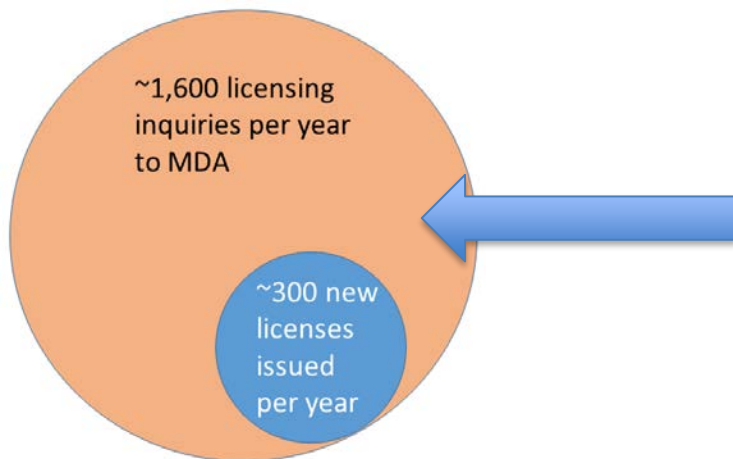
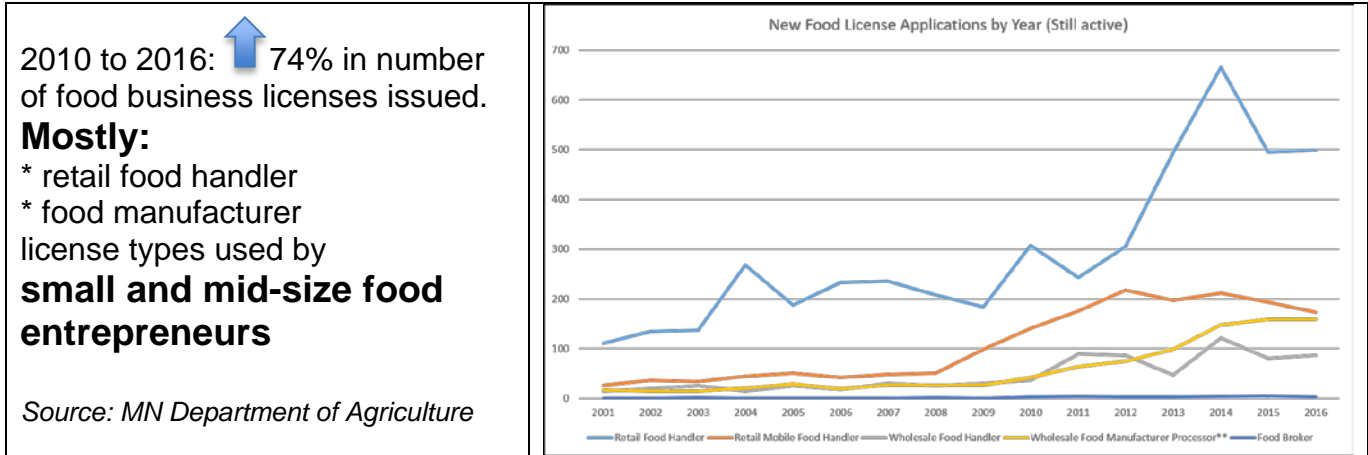


# PROPOSAL FOR IMPROVING FOOD LICENSING FOR INNOVATIVE ENTREPRENEURS

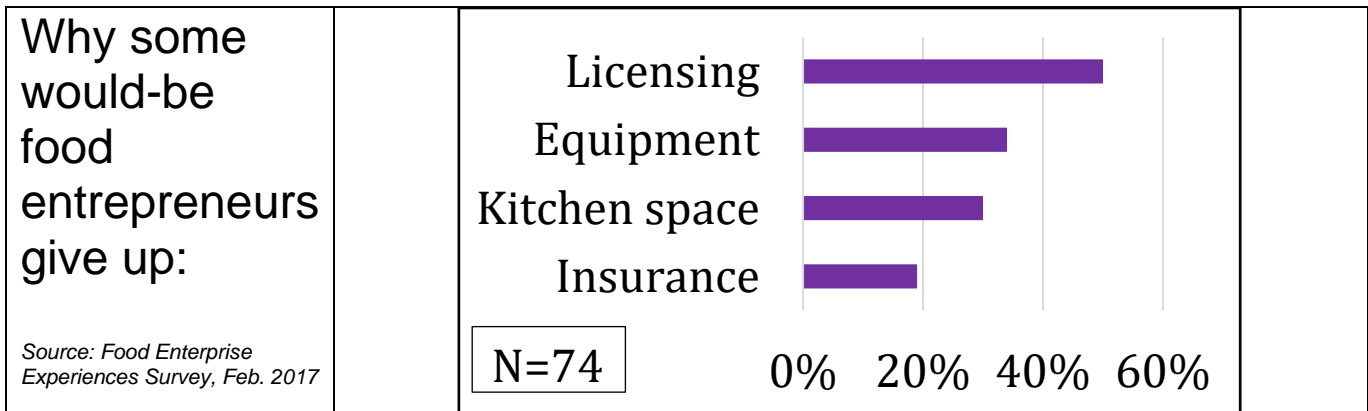
Economic upheavals and opportunities inspired by the local food movement have led unprecedented numbers of Minnesotans to start food businesses.



~ 1 new license from every 5 inquiries.

IF just 10% *more* inquiries get a license, that means

~130 more food businesses per year in MN

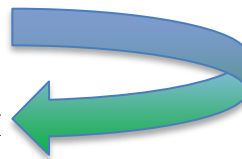


<p>Some innovative enterprises become <b>tangled</b> in unclear regulatory language.</p>	<p>Wabasha Farmers' Market took:</p> <p style="text-align: center;">18 months + involvement of farm groups + meeting with MDA staff</p> <p>to achieve licensing for innovative local produce distribution enterprise.</p> <p><small>Source: Wabasha Farmers' Market case study, June 2016</small></p>	<p><b>Delays</b> are especially costly to small businesses.</p> <p>How long until a food entrepreneur could proceed?</p> <div data-bbox="946 405 1477 699"> <table border="1"> <caption>Survey Results: How long until a food entrepreneur could proceed?</caption> <thead> <tr> <th>Response</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>within 6 mos</td> <td>77%</td> </tr> <tr> <td>&gt;6 mos</td> <td>23%</td> </tr> </tbody> </table> <p>N = 70</p> </div> <p><small>Source: Food Enterprise Experiences Survey, Feb. 2017</small></p>	Response	Percentage	within 6 mos	77%	>6 mos	23%
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>6 mos	23%							

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

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

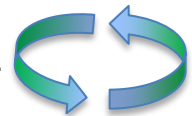
- One *FTE for Food Business Innovation* housed at MDA
  - 0.5 FTE = Coordinator
  - 0.5 FTE = MDA regulatory specialists
- *SALT: Solution Advisory Licensing Team*
  - Regulatory specialists from MDA and MDH
  - Volunteer participants:
    - Experienced food business entrepreneurs
    - Representatives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



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

The Solutions Advisory Licensing 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.



Continuous improvement feedback loop

This proposal supported by:

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