



A different model for Cooperative
Manufacturing Services

The Kitchen Coop

A different model for cooperative manufacturing services

Operating since February 2013

Manufacturing Service Provider for the Natural and Organic food industry

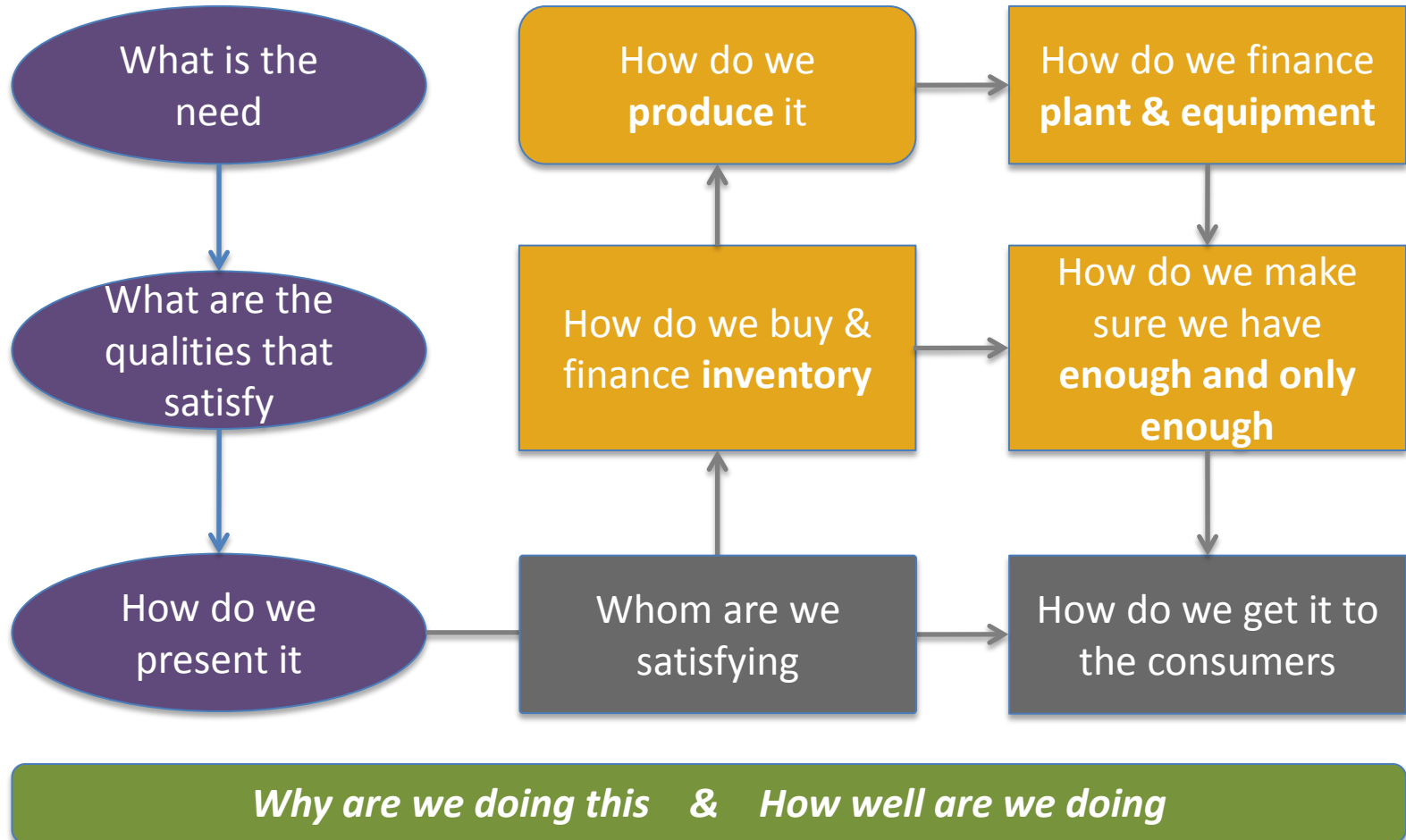
Based in Broomfield, CO

Gluten Free, Kosher, Organic, Non-GMO certifications

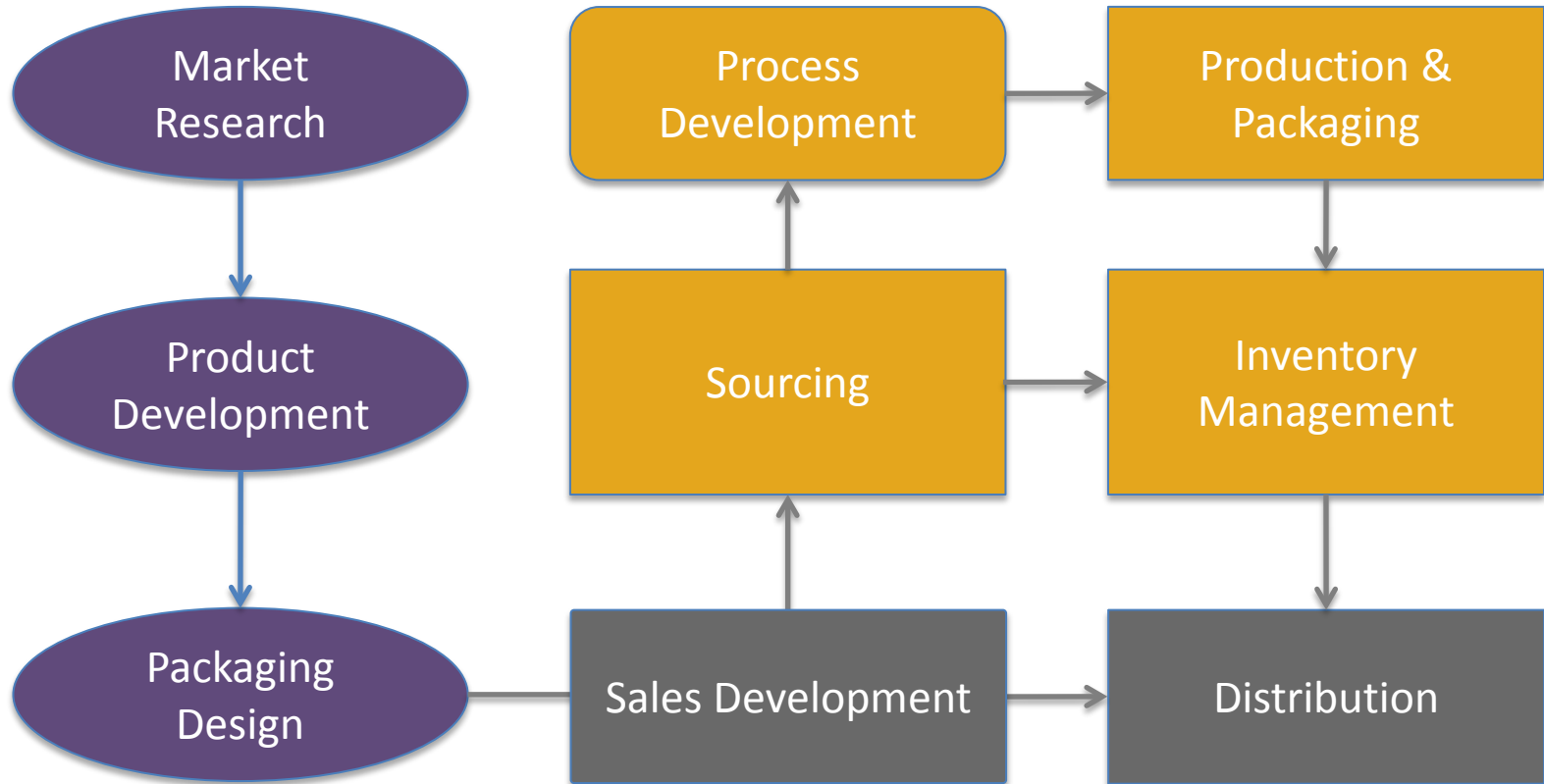
22,000 ft² of space, 8 employees +

Target customer profile: growing brands that need a path to co-manufacturing

9 Questions in the Food Business



9 Processes in the Food Business



Risks in Food Manufacturing

The allocation of risk & reward is key to any Manufacturing relationship

Product Risks

- Unpredictability & Irregularity of Sales
 - Growth can outstrip production
- Raw Material Availability
 - Price Increases
 - Market Demand Increases
 - Transportation issues
 - Obsolescence & Perishability
- Product Reliability
 - Recipe Consistency
 - Size
- Product Cost
 - Production Yield
 - Throughput
- Food Safety / Product Liability

Business Risks

- Employee Availability
 - Hiring good people
 - Training
- Facility Maintenance
- Machine Availability
 - Repairs
- Order Fulfillment
 - Picking
 - Transportation Issues
- Financing Working Capital (Inventory & Receivables)
 - Perishability
- Financing Durable Capital