



**A food manufacturing accelerator that supports
early-stage food companies.**

*Email completed application and relevant attachments to
alfa@atlastgourmetfoods.com by May 1, 2020.*

*Any questions requiring additional information or documentation, or any
additional documents that might help us review your application, may be
submitted as attachments to your application.*

Thank you.



Contact Information

Company Name: _____

Contact Name: _____

Email Address: _____

Phone Number: _____

Business Address: _____

State of Business Registration (*if other than MN*): _____

Current Production

Product description(s):

Ingredient list(s):



Production Process Summary:

How many years have you been producing and selling this product commercially?

What are your product or brand differentiators?

Who are your biggest competitors (products or company names)?

How many SKUs do you currently have in production?



What are your current monthly production volumes by units (quantity), and what is the unit size (weight or volume)?

Please share your 6-month trailing sales report (by SKU if applicable).

Are you currently producing the product yourself?

If yes, do you account for your own labor costs in your overall labor cost? Do you have other paid employees?

Have you run your product at scale?



Are you currently using a co-packer? *If yes, please provide general contact information and references to help us better understand your needs.*

Product Details

Is your product merchandised as refrigerated, frozen, or shelf-stable?

What is your current batch size per production run/cycle?

What is the current shelf life of the product? And do you have lab validated reports to support this?



Do you have specific suppliers we will need to work with for any ingredients?
If so, have you established a vendor approval program? For example; do you
maintain COAs, letters of guarantees, spec sheets, etc?

Do you require special designations for your product(s) or ingredients?
(i.e., gluten free, organic, nut free, non-GMO, vegan etc.)?

Do you have any allergen-exclusion requirements?

Do you currently have written sensory standards for your product?



Do you have a nutritional panel and ingredient statement for your product, and are you making any label claims related to nutritional information or product/ingredient attributes or claims (animal raising claims, sourcing claims, functional nutrition claims, etc.)

Packaging

What are the specific packaging requirements for your products?

Do you currently have a significant inventory of packaging materials you would like to bring with your product to ALGF?

Who are your current packaging suppliers?



Is your packaging most appropriate for retail or institutional consumers?

Please describe (include pictures and manufacturing spec sheets if able) retail packaging if applicable (if unique or unusual, describe institutional pack sizes).

What is the size, dimensions, unit count, and gross weight of your master case (primary shipping container)?

Do you have UPC Codes for your products?



Sales Forecast

What are your current monthly sales (dollars), and what is the unit price?

Please share your 6-month future production forecast (by SKU if applicable).
Please attach this as a separate document with your application.

Does your production schedule vary by season/time of year?

Distribution and Storage

What retailers and distributors are you currently doing business with?



At Last Gourmet Foods does not offer distribution or long term storage options. For the purposes of logistical planning who will move your product to market/storage from ALGF once produced?

Are your products currently distributed locally, statewide, or regional (interstate)?

Will you be requesting samples from ALGF production runs?

Financials

How are you measuring traction and growth? (e.g. *capital raised, new wholesale customers, new end consumers, number of units sold, turn rates/efficiencies, please report on the applicable metrics listed above*)

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What is the type of business registration you hold? (e.g., LLC, B corp, S corp)

Please disclose your annual revenue.
(must report EOY 2019 actuals and Q1-2 2020 projections)

Please list your monthly revenues for the last 6 months (by SKU if applicable,
Feel free to attach as a separate document with your application.)

What is your personal financial investment in the business?



How much outside investment have you accepted since beginning commercial production?

Do you currently share equity with any other investors beside you/business owner? *Note: this is for analysis purposes only, ALFA is not seeking equity in your business.*

Future

Do you have any plans for company sale or business exit in the next 1-3 years? If so, what is your timeline and criteria for potential buyers?

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Do you currently plan to seek outside investment in exchange for equity in your business in the next 1-3 years?

Does your current leadership and compensation structure support the growth of your business as planned for the next 1-3 years?

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