



The Northeast Center for Food Entrepreneurship
Client Outcome Report, October 2003

Report Highlights

The Northeast Center for Food Entrepreneurship (NECFE) is a collaborative effort of Cornell University and the University of Vermont, funded by the Fund for Rural America/CSREES/USDA. The NECFE client follow-up survey was conducted by the Center for Rural Studies at the University of Vermont as part of the NECFE evaluation. 1,285 people were called and 299 surveys were completed (95% C.I., +/- 5% M.o.E.).

- 57% of businesses surveyed operate in a rural setting; 39% are farm-based; 57% are owned by women.

Product Development

- NECFE services helped to create *393 new products for respondent businesses* started while working with NECFE.
- 1,622 products were approved for 497 clients from January 2000 to October 2003 (average of 3 products/client).

Business Start-Up and Growth

- An estimated 419 new businesses were created while working with NECFE (36% of businesses from the survey).
- 48% of respondents' businesses experienced growth since they started working with NECFE.

Job Creation and Support

- 70% of respondents created employment in addition to their own job.
- 1,516 additional jobs were created or supported by NECFE (10% were new jobs)
 - 547 part time jobs with an average wage of \$7.70/hr
 - 969 full time jobs with an average wage of \$9.60/hr
- **NECFE helped to create and support an estimated 8,642 jobs (806 new jobs).**

Income and Sales

- 69% reported that their household income had increased or stayed the same because of their business, with an average dollar increase of \$28,000
- Sales of all respondent businesses = \$33,719,000
- Sales of respondent businesses *started while working with NECFE* = \$690,500

Business Impact on Rural Economic Development in Community

- 47% support the local economy
- 22% provide local, high quality food to community
- 11% developed the food and agricultural industry in their community
- 11% improve their local community
- 9% preserve agriculture and skills

Client Satisfaction

- 94% reported being satisfied or very satisfied with direct assistance received.