Continuing Education and Expansion Training for Indiana’s Food Business Consultants Cohort.

Indiana State Department of Agriculture seeks a qualified vendor to deliver continuing education, support, and new consultant training to expand and support the Indiana Food Business Consultants (IFBC) Cohort.

Scope of Work

Phase 1: Continuing Education and Support

* Deliver advanced or refresher level training to existing consultants based on the Food Finance Institute’s Food Business Training curriculum.
* Vendor must be authorized to utilize and provide Food Finance Institute’s, Food Business Training curriculum and materials.
* Reinforce concepts including:
  + Food business model assessment and development
  + Financial analysis and cash flow management
  + Capital readiness and funding strategy
  + Scaling and sustainability planning
* Must provide organized peer group calls for Consultants to discuss consulting projects, share consulting best practices, and trouble shoot client issues as a group (a minimum of 16 hours for the life of the contract)
* Offer open office hours for IFBC consultants to sign up to talk through client issues, questions or concerns (a minimum of 30 hours for the life of the contract)
* Offer availability to join IFBC client consulting calls to provide support or guidance on complex or less familiar consulting issues (a minimum of 6 hours for the life of the contract
* Be available to provide deep consulting support for a sustained period of time for a consultant and entrepreneur on a complex issue like scaling or raising money (a minimum of 100 hours for the life of the contract

Phase 2 – Expansion Training: 5 New Consultants

* Provide foundational training for five new consultants based on Food Finance Business Training curriculum.
* Cover concepts including:
  + Food industry market trends
  + Case studies and business model optimization
  + Financial statements and food business financial metrics
* Provide mentorship or follow up technical support as appropriate to reinforce learning (See phase 1)