

# Building to Scale

Developing the **Foundations** to  
**Manage Risk** in Your Facility

- How food safety supports *business growth*  
| WORKSHOP | MAY 10, 2024 | FREDERICTON, NB

# 4 WAYS

TO KEEP THINGS UNDER  
CONTROL AS YOU SCALE

①

**Sort out what applies  
to you**

②

**Take credit for what  
you're already doing**

③

**Keep things simple**

④

**A little bit of work  
every day**

# 5

## STAGES OF SCALING A FOOD MANUFACTURING BUSINESS

### 5

#### GFSI BENCHMARKED CERTIFICATION

- YOU'VE MADE IT TO THE TOP!
- YOUR PROGRAMS ARE ALIGNED WITH YOUR DAY-TO-DAY.
- YOU'RE COMMITTED TO CONTINUOUS IMPROVEMENT; THERE IS ALWAYS SOME ROOM TO GROW.

### 4

#### HACCP/GMP AUDIT

- YOUR PROGRAMS HAVE BEEN CHALLENGED BY A 3RD-PARTY AUDITOR; ANOTHER GREAT ACHIEVEMENT!
- IF YOU KEEP EXPANDING, YOU HAVE A ONE- OR TWO-YEAR REPRIEVE BEFORE BEING FORCED TO THE NEXT LEVEL.

### 3

#### CFIA LICENSE

- YOU KNOW WHICH REGULATIONS APPLY TO YOU AND WHAT THAT MEANS IN YOUR DAY-TO-DAY OPERATION.
- YOU MAINTAIN A FULL SLATE OF DOCUMENTED PROGRAMS.
- YOU ARE LIKELY NEGOTIATING WITH RETAILERS OR DISTRIBUTORS WHO WILL WANT A 3RD-PARTY AUDIT REPORT.

### 2

#### CERTIFIED KITCHEN

- YOU'RE FOCUSED ON THE BUSINESS; CONTROLLING COSTS, PRODUCT-MARKET FIT, EXPANDING YOUR MARKET.
- YOU'RE DEVELOPING GOOD HABITS AND GOOD PRACTICES.
- YOU HAVE SOME DOCUMENTATION.

### 1

#### HOME KITCHEN

- YOU HAVE A PRODUCT PEOPLE LOVE.
- YOU UNDERSTAND WHAT MAKES YOUR PRODUCT SAFE.
- YOU PLAY IT SAFE WHEN IT COMES TO FOOD SAFETY!

SCAN THE QR CODE BELOW FOR MORE INFO:



[bit.ly/building-to-scale](https://bit.ly/building-to-scale)

# 5-STEP PROCESS

TO ESTABLISHING FOOD  
SAFETY PROGRAMS

## DIAGNOSE

Whole System  
Gap Assessment

1

## IMPLEMENT

Training &  
Technical Support

3

## SUPPORT

External Audit &  
Corrective Actions

5

2

## WRITE

Customize / Write  
Programs & Plans

4

## CHALLENGE

Internal Audit

# Key Takeaways | Planning

- All standards are very similar
- You don't have to build something complicated
- Don't overpromise
- Start now



# Key Takeaways | Budgeting

- There's a cost to everything
- You'll need a budget
- Developing  $\neq$  managing
- Financial help is available



# Key Takeaways | Enforcement

- There are many regulations
- First understand; then act
- Expectations usually make sense, but not always
- Enforcement is unpredictable
- Be your own expert



**What you see as a challenge, we see as an opportunity to make things better.**

**Where to Find Us:**



[navigatefoodsafety.com](https://navigatefoodsafety.com)



[info@navigatefoodsafety.com](mailto:info@navigatefoodsafety.com)



[@NavigateFoodSafetySolutions](https://www.linkedin.com/company/NavigateFoodSafetySolutions)



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