

Partnering for

Delta Cuisine - A Southern Kitchen Incubator

Are you interested in starting a food business? What if you could demonstrate your business concept or product in a lower cost, lower risk environment? And what if you could get business consulting to help you navigate the dicey waters of entrepreneurship?

These are just two of the business services that Delta Cuisine provides. Delta Cuisine provides small culinary business startups with cost effective, commercial grade production facilities to test a business concept while coaching the entrepreneur-owners in the business of the food business. They partner with ASU Mid-South and share a state-of-the-art facility on the North Campus.

A common client profile is someone who is employed full time and makes a food product as a hobby. They have a desire to grow their hobby into a business, but may lack the resources or experience to know where to begin. Delta Cuisine is certified in incubator management by the National Business Incubator Association and offers assistance with scaling recipes to commercial equipment, help with packaging and labeling, advice on nutrition and labeling as well as storage and distribution.

“The consulting support has been invaluable to us as a start-up. John has guided us through testing our product for food safety, marketing and packaging. The facilities are state-of-the-art – they are amazing!” said Jeremy Rollins of KQ Bistro. Jeremy and his wife Sherry have developed a

line of seasoning with kimchi salt as the star creation. Their products are 100% natural ingredients with no additives or preservatives. KQ Bistro has been a Delta Cuisine customer since late September, and they have been able to focus on where their business is heading rather than worrying about finding and affording production facilities. “We have a plan and we know where we want to go. We just need to build inventory and the business,” said Rollins.

Bluff City Toffee has been a client of Delta Cuisine for nearly a year. They came to Delta Cuisine after the Tennessee domestic kitchen laws regulating Tennessee’s cottage food industry forced them to find new production resources. Delta Cuisine helped them translate their recipes into a larger scale and connected them to food scientists who helped them with food safety. “Our experience with Delta Cuisine has been a win-win for us. We’ve benefitted from John’s experience in the food business, we’ve been able to use these incredible resources which have allowed us to become so much more efficient. Producing our product here has saved us an enormous investment allowing us to scale our business without that burden of expense at this stage in our growth,” said Stephanie Upshaw, Bluff City Toffee entrepreneur.

“Delta Cuisine has allowed us to meet other entrepreneurs who have shared tips and resources with us. Everyone here wants you to succeed,” said Jennifer Sammons, Bluff City Toffee partner.

