

From: noreply@northumberlandcounty.ca <noreply@northumberlandcounty.ca> On Behalf Of RAHUL JAIN

Sent: Wednesday, January 29, 2025 12:34 PM

To: Mather, Maddison <matherm@northumberland.ca>

Subject: Open Letter in support of OAFVC

CAUTION: External E-Mail

Good Afternoon,

I trust you are doing well, and off to a great 2025.

I understand that a meeting will be taking place tomorrow afternoon to examine areas of financial savings, and where the Ontario Agri-Food Venture Centre (OAFVC) falls into current and future planning.

I have attached a letter to this email for your reference. As a client at OAFVC for the past 6+ years, we are strongly in favour of keeping OAFVC open for small food businesses. We feel it is a vital operation for the health of numerous small Ontario-based food businesses, as well as entrepreneurs wishing to enter the market with new products and innovations.

Please find our open letter attached, which can be referenced in tomorrow's meeting as required.

Thank you for your time and consideration.

Rahul Jain

Co-Founder

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January 29th, 2025

To Whom It May Concern,

This is an open letter to show support for the Ontario Agri-Food Venture Centre (OAFVC), currently operating in Northumberland County.


We have been manufacturing all of our twelve varieties of products at OAFVC since December 2018, and will be adding three new varieties this Spring. Despite significantly longer travel time from Toronto, we preferred OAFVC over other incubators and commercial kitchens in the city. We moved our manufacturing and warehousing duties into the facility due to the exceptional safety standards implemented there, as well as commitment to excellence exhibited by the highly skilled and well-trained staff. We have not been disappointed, as the facility has consistently provided us with a safe and efficient environment to manufacture in. It has also given us the opportunity to learn new techniques, safety standards, and efficiency protocols to improve our team in all areas of manufacturing. Working with OAFVC has allowed us to significantly increase our output and substantially grow our business over the past 6+ years.

We rely on OAFVC remaining open to successfully run our small, local business. We are now a profitable operation that purchases raw ingredients from a variety of local growers and suppliers. We purchase packaging materials from local businesses. We pay to participate weekly/monthly/seasonally in several Ontario Farmers Markets, including St. Lawrence Market, St. Jacob's Market, Guelph Farmers Market, Kitchener Market, and Georgetown Market. We also pay to participate in local festivals and trade shows throughout the year (Cabbagetown, Vineland, One Of A Kind Show). Our products are available in over 200 retail locations across Ontario, and we have an online store with a rapidly growing customer base across North America.

It is clear that, aside from the inclusion of variety, quality, and novelty that our products introduce into these venues, our business injects a great deal of revenue into the local economy. However, none of this is possible without the OAFVC being the solid foundation that it has been for us. It's closure would have far-reaching economic implications beyond our loss of a manufacturing space. We believe that OAFVC plays a vital role in assisting many new, small, and existing food companies, and the wide web of related businesses around them. It's closure would be devastating to a number of small operations and new ventures, and would hurt the local and provincial economy. If the Province's position is help small businesses, keeping OAFVC operational is essential to meeting that promise.

Regards,



Rahul Jain; 
Founder
Saha International Cuisine