

**Connecting the Dots:**

**Business**  **Synergies!  
Opportunities!  
Solutions!**



**Jana Farmer**  
President & CEO,  
Ms. Jana's Candy

**Jana Farmer**  
**President & CEO**  
**Jana Tina LLC, DBA Ms. Jana's Candy**

Jana Farmer began her company, Jana Tina LLC, DBA Ms. Jana's Candy officially in January 2018. The story goes back several years to 2008, when her mother again requested peanut brittle for a special occasion. Ms. Jana exclaimed she was "going to learn how to make that stuff" to her mom, they both laughed. And she did. It took a few years, many trials, and errors before she got the recipe and technique correct. Jana knew she was on to something when her mom told her the bake was perfect and not to change anything.

Over the next 10 years Ms. Jana perfected recipes for Butter Toffee, Pecan Brittle, Salted Caramel Pecan Rolls, and Creamy Caramel which she uses to make her now famous "Salted Chocolate Kozies."

Christmas was the only time of year she made her delicious, handcrafted candy. Each year her list of friends and family grew to include friends of friends, friends of family, and family co-workers. Ms. Jana became aware she was onto something when her cousin purchased candy for her women's group in 2016 for twelve women. The following year those same women purchased over 70lbs of candy (all shipped to Texas) for their Christmas gifts. In January 2018, while doing the laundry and reflecting on all the candy she made for Christmas, she decided to become a small business and moved to a commercial kitchen and rented office space for deliveries.

Ms. Jana enjoyed immediate industry attention when a Chef connected to a major food company introduced her to a program called The Apron Exchange, a food incubator for women and minority food vendors, in Chicago IL. Her most valuable training came through participating in a program through the Women's Business Development Center in Aurora IL, "Scale Up." Ms. Jana said it changed her from doing candy as a hobby to a business professional as her company obtained certification as a woman owned business (through 2021).

Her hard work has paid off. She, along with her son and business partner, Kenyon, have traveled extensively showcasing Ms. Jana's Candy in venues throughout the greater Chicago Area, Northwestern University, Chase Bank Headquarters, hosted team building events at Google Chicago, Pinterest's annual KnitCom, and showcased product at The United Center for FoodWorks, Inc, a major supply company in the food industry. In 2020 Ms Jana's Candy became a featured product, for purchase, at Café 300, a restaurant at 300 North LaSalle, Chicago IL.

In September of 2021 Ms Jana is planning to open a commercial kitchen/retail storefront in Aurora IL.

Ms Jana has been employed as an administrative assistant for several Christian organizations. She has also maintained a Food Managers' Certification for the past 15 years; made her grandmother's famous "MonkeyBread" for a BBQ restaurant in Oswego for two years and did home demos/sales with friends allowing them to order bread for Thanksgiving and Christmas.

Ms Jana is proud to say that this July she will have been married to Ernest 52 years; is the mother of three daughters and a Son, and three adult granddaughters. While Ms Jana did not attend college all her children and granddaughters are graduates and professionals; a lawyer, a doctor, an insurance specialist, and Veteran of both the Marines and Airforce. Ms Jana has been a protégé and mentee of SCORE at COD, appeared Naperville's newspaper in 2010 and 2018, Thompson Hospitality newsletter 2019, a promo video for Compass-USA.