

# Storage and Distribution Report for Local Food in the Northeast Kingdom

**May 2016**

Prepared by

Rosalie J. Wilson Business Development Services

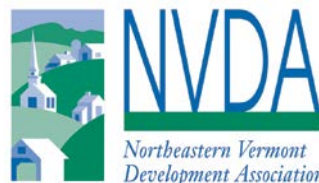
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Center for an  
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## INTRODUCTION

### About the Regional Food System Plan for the Northeast Kingdom

In 2011, the Center for an Agricultural Economy partnered with Northeastern Vermont Development Association to create a plan for a Regional Food System. The Plan Update, slated for release in the summer of 2016, has been funded by a Rural Business Development Grant from USDA Rural Development. The ultimate goal of the plan is to drive the development of new and more diverse agricultural activity and to develop a comprehensive strategy to stimulate this innovative food system sector for the Northeast Kingdom (NEK). Although the regional food system plan primarily focuses on Caledonia, Essex, and Orleans Counties, it does not – and cannot – rigidly adhere to those geopolitical boundaries. The plan, as well as this study, demonstrate the interdependence of our producers, growers, and distributors with adjoining regions as the New Hampshire side of the Connecticut River.



### About Center for an Agricultural Economy

Founded in 2005, the Center for an Agricultural Economy (CAE) is dedicated to the advancement of a local, healthy food system, and providing the services needed for working lands enterprises to grow. Our mission is to build a regenerative, locally based, healthy food system through collaboration opportunities, food access and hunger relief, educational outreach and providing infrastructure. The CAE owns and operates the Vermont Food Venture Center, a shared-use food processing facility and food business incubator, where farm and food businesses can access resources for production, food safety, regulation, business advising, market development, and more. ***The Center for an Agricultural Economy is overseeing the five-year update of the Regional Food System Plan for the Northeast Kingdom.***

### About Northeastern Vermont Development Association

Formed in 1950, the Northeastern Vermont Development Association (NVDA) serves as both the Regional Planning Commission and Regional Development Corporation for Caledonia, Essex and Orleans counties. As the Regional Planning Commission, NVDA assists with a wide variety of planning and technical services. From assisting municipalities with regulatory options, to administering grants, creating maps, and implementing transportation and natural resource plans, NVDA is actively working with land use issues in the region. As the Regional Development Corporation, NVDA works on infrastructure improvements, assists companies relocating to the area, helps existing businesses to grow, and administers revolving loan funds. NVDA also fosters key partnerships with the Small Business Development Center, the Northeast Kingdom Collaborative, the Northeast Kingdom Travel and Tourism Association, and the various Chambers of Commerce in the region. ***Northeastern Vermont Development Association is***

***writing and managing the five-year update of the Regional Food System Plan for the Northeast Kingdom.***

### About the Consultant

Rosalie J. Wilson specializes in business planning and market development within the farm and food sector. Since 2004 Rose has consulted on more than two hundred projects helping evaluate, test, and implement successful business and marketing strategies. Rose has authored numerous studies on the regional agricultural economy and hosted marketing, financial, and business planning workshops across Vermont and New Hampshire. Rose is a member of NOFA Vermont, Rural Vermont, and the Vermont Fresh Network and serves on the NOFA Loan Committee.

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## SUMMARY

The objectives of this study are to collect data on the distribution and storage of food in the NEK: Caledonia, Essex and Orleans counties; to assess the need for increased storage and distribution alternatives; and to identify opportunities to address these needs. The goal is to optimize access to markets for local producers.

The study will survey growers and distributors

- to better understand the methods and capacity available for storage and distribution in the region;
- to document the desire and willingness for collaboration;
- to identify unmet needs or opportunities that could be addressed through collaboration;
- to provide a tool to foster networking between the interested parties.

“We need a reliable mechanism to get our ice cream to NYC.”  
-Local Producer

Ideally the outcome will support optimized return on under-utilized assets in the food system and increase access to markets and growth, strengthening our local food system through facilitating collaboration that benefits all.

## WHAT DOES THIS STUDY REPRESENT?

This Storage and Distribution Report is part of a substantive five year update to the NEK Food



Aaron Guile happily discovering a Peaslee's Vermont Potatoes display in Shaw's Supermarkets. Peaslee's distributes using a box truck. They recently upgraded their grading and storage facility to be GAP certified. Photo Credit: Karen Guile-Caron

System Plan. The original scope of work for the plan update did not propose to address distribution and storage in such a comprehensive manner. After initial research and outreach, however, it quickly became apparent that these were timely and critical issues. Several stakeholders in Vermont's local food system had long called for a more comprehensive and meaningful way to identify and use existing infrastructure. Additionally, Northern Communities Investment Corporation (who has a representative on the steering committee overseeing the NEK

plan update) was well into the process of identifying storage and distribution infrastructure on

the New Hampshire side of the Connecticut River. The CAE and NVDA quickly saw an opportunity to complete a parallel inventory on the Vermont side and coordinate it with NCIC's work, since both regions share markets, as well as internal and external shipment destinations.

The NEK -- the only region in the state to be supported by a comprehensive Food System Plan - is uniquely rural. We account for one-fifth of the state's land mass, but only one-tenth the population. The challenges of getting product to market can be arduous for all producers and growers, who must travel greater distances between development centers through mountainous terrain. Nevertheless we are confident that this study is relevant and replicable to other regional food systems across the state. The scope of work was developed with thoughtful input from multiple stakeholders, including Green Mountain Farm-to-School, NOFA-VT, Farm to Plate, Vermont Housing & Conservation Board, and Vermont Agency of Agriculture. The guidance and interest from stakeholders has been more than sufficient to develop a model inventory for other regions.

## HOW TO READ THIS REPORT

The study has three core sections:

- a discussion of big picture ideas and recommendations for regional infrastructure and collaboration opportunities. Ideas that will take planning, championing, and funding, but that could have long term, larger scale impact.
- an inventory of current storage and delivery infrastructure in the region.
- a listing of peer-to-peer, immediate needs for collaboration and current capacity for **collaboration** amongst producers and distributors and delivery service providers so that those with needs and those with capacity can begin to connect and create small scale, immediate improvements to delivery and storage access in the NEK. Collaboration often entails sharing existing underutilized storage space, co-shipping product on less-than-truckload deliveries, or even backhauling product. While these relationships are most likely to be informal or even transitory, this study identified important opportunities to expand on these relationships, achieve maximum cost-efficiencies, establish enduring best practices, and cultivate peer-to-peer support.

## METHODOLOGY

Contact lists for producer and distributors were developed from the 2014 NCIC Job Accelerator Action Plan for Agriculture and Food System Development. That initial contact list was augmented from multiple sources, including internal contact lists from both CAE and NVDA, as well as outreach through social media to NEK-based farm and food system user groups.

### Producer List

The Jobs Accelerator Action Plan listed 425 producers in the three NEK counties. Fifty two producers were selected from this list. An additional sixteen producers were added from The Regional Food System Plan of the Northeast Kingdom and additional CAE lists for a minimum of 68 producers to contact. General appeals to all producers in the region went out via press releases, NVDA newsletter, list serve to VFVC producer clients as well as known farmers in the region (some emails bounced). Also, links to the survey went on to the NEK Food System Facebook page, which was also picked up and shared by the Upper Kingdom Food Access.

### Distributor List

Three NEK distributors from the Jobs Accelerator Action Plan, and four distributors from additional sources were selected to create a list of seven distributors serving the NEK region to contact for the study.

### Content Development

Survey questions were developed based on questions for a similar project recently undertaken by Northern Community Investment Corporation for New Hampshire's North Country, entitled, *Storage, Aggregation, and Distribution Report for Local Food in the North Country*. The survey was then uploaded to Survey Monkey.

### Surveying

Surveys were conducted directly to individuals on the contact lists via telephone and e-mail. Data collected during telephone interviews was entered into survey monkey by the researchers. Surveys completed independently by survey participants were entered directly into Survey Monkey by individual respondents. All data was downloaded into an Excel spreadsheet.

## RESPONSE RATE

Of the sixty-eight producers and seven distributors, four had telephone numbers that were no longer in service and no e-mail, and one had no contact information available at all. From the remaining seventy active contacts, thirty two producers and five distributors responded for a 53% response rate.

## CONCLUSIONS

### Current Activity

A significant volume of the region's producers are actively delivering and storing product.

- 73% of producers responding deliver product, and 80% store product now.
- 60% would like additional logistics support.
- 20% of respondents were interested in storage only; 33% were interested in delivery only, and 44% would like both storage and delivery support.
- Of all respondents seeking delivery, 31% of producers are seeking delivery access to markets outside of VT, 38% for service in the NEK, 38% percent for service along the Montpelier to Burlington corridor, and 23% percent for service into NH.
- Almost three quarters of the producers responding -- 73% -- are interested in collaboration. Of the producers interested in collaborating, 62% percent were seeking delivery, while 48% had delivery capacity to offer. 52% were seeking storage, and 52% had storage capacity to offer.
- 80% of distributors surveyed indicated an interest in collaboration. All of these indicated an interest in collaborating on delivery. Only 50% were interested in storage.



Myers Produce distributing NEK produce to Boston and NYC.

Photo Credit: Annie Myers



## Collaboration

One third of producers have participated in collaborative efforts in the past, and two thirds of those producers felt the collaboration had been successful. When asked what makes collaboration successful, producers boiled it down to the following critical components:

➤ **Qualifications and capabilities of the management.**

In a community led initiative that evolved not because it is one's core competency but rather to address a need, success is highly dependent on the ability to secure qualified, capable management.

➤ **Commitment and reliability of the participants.**

Participants need to honor time commitments and schedules. The effort won't succeed for long if it takes more effort to coordinate than the effort it saves working solo.

➤ **Establishment of and adherence to guidelines for product safety and product requirements.**

In shared use spaces, strict protocols for cleanliness and product safety need to be set and adhered to so as not to jeopardize any individual's products or markets. Similarly in products being aggregated for group marketing, product guidelines need to be set on minimum product standards to ensure product submitted for group sales meets acceptable minimum standards.

- **Shared values and mutual respect.** Collaborative efforts tend to occur at the micro-level, so personalities can become a critical issue. Clearly, the efforts work best when the individuals participating like and respect each other. However, participants must also similarly value the services they receive in exchange for the effort. The price-value relationship may vary for each collaborative effort. Some, for example, may want complete compensation for the service offered, while others are happy to simply have some of their overhead expense offset. Regardless of the pricing structure, there must be a consensus on what constitutes a fair price, and that price needs to be sustainable so that safety and reliability are not jeopardized.

"We were charging 10% of the value of the delivery, but we feel this is insufficient."  
Local Producer

"We charge by splitting the property tax bill equally between the users accessing the storage space."  
Local Producer

One respondent actively avoids collaboration. "It is a pain in the butt and it takes away profit space from people who want to use our services," he noted. Producers also noted that sometimes collaborations, even though successful, have a natural lifespan. Collaborations are often most valuable during early and start up phases of a business, when size and scale make infrastructure cost prohibitive, and unproven market share limits access to conventional distribution channels.

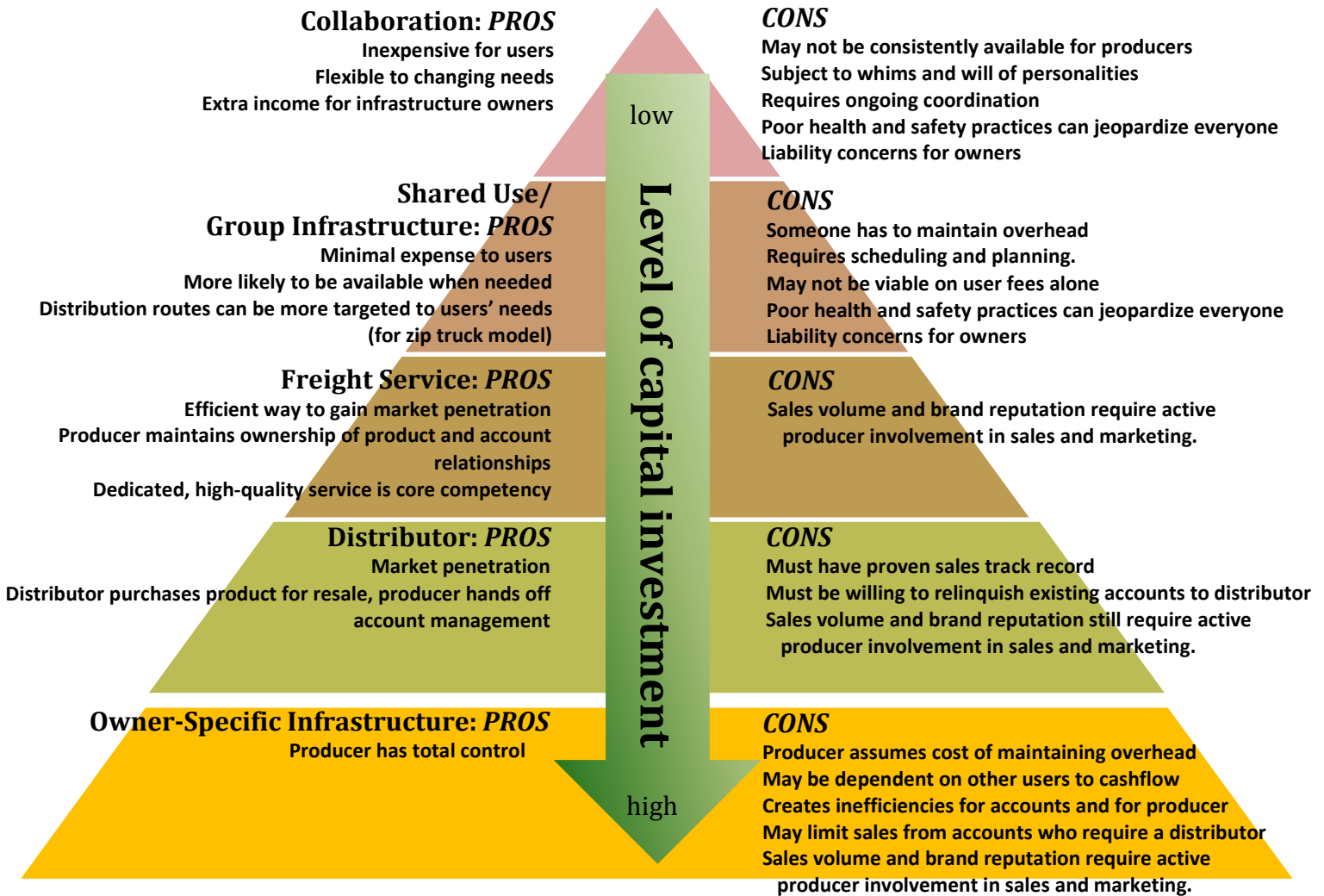
## Logistics Models

The study revealed that in addition to traditional distribution and collaboration models, **such as working with a third party /distributor/ who also markets a producer's products, OR /delivering/ one's own products in a personal vehicle)** producers are using and could benefit from more awareness of perhaps lesser known delivery options, including shared-use models and freight service.

**Shared use models** include the Vermont Food Venture Center, whose services range from storage (shelf-stable and frozen) to technical assistance and coordination of aggregation of product. Some respondents, however, were still not aware of their services. Other shared use opportunities include cooperatively owned or managed infrastructure, such as refrigeration delivery trucks. Structured along the lines of the “zip car” model, these delivery trucks could be made available on an ad-hoc basis for niche producers with unique delivery needs. This model will require additional exploration.

**Freight service** is distinctly different from wholesale. It is a point-to-point shipping service where the shipper is solely responsible for picking up and dropping off product. The producer is responsible for the bill of lading; however, the producer usually passes this charge on to the retailer. Whoever pays the bill of lading, the producer remains responsible for the product in transit until it reaches its destination. Smaller producers leverage this service because it gives them more control over their product and allows them to directly service their own accounts. The NEK is home to Farm Connex (Don Maynard is the owner of this company) which is unique in that the business exclusively provides freight service for farms and food producers, including small producers who have just a few boxes per week. Other examples of freight service companies include Green Mountain Messenger, FedEx, and UPS. We also found that some distributors are offering freight service upon request.

To demonstrate the variety of logistics models available for storage and distribution and the strengths/weaknesses of each, we developed a pyramid diagram. Each model is organized on a continuum of investment, with the lowest level of investment for the producer at the top, the most investment-intensive at the bottom.<sup>1</sup>



<sup>1</sup> This continuum does not include self-delivery using personal vehicles not typically suited for such purpose (aka "the Subaru model"). In reality this is where many small-scale producers start out.

## BIG PICTURE IDEAS & RECOMMENDATIONS

Perhaps most significant need is increased awareness of the services, infrastructure and opportunities for collaboration on storage, aggregation and distribution that already exist. To address this gap in awareness, the first step is to designate an entity to champion this cause by serving as a central hub for accumulating and disseminating information, and most importantly, providing leadership and support for growth and innovation among producers and delivery/distribution service providers. This hub could help propel ideas from conception to implementation. Lastly, this hub could support individual projects and conversations, facilitating communication and dialogue between links in the supply chain. By ensuring a more successful outcome for each project, we better ensure long term viability for the region.

### Next Steps

- Designate a central hub for food system needs and opportunities, which could be an existing local food system organization, such as the Center for an Agricultural Economy.
- Follow up with producers and distributors who expressed an interest in collaborating, share the study with them and invite them to review the list of peer-to-peer needs and opportunities and encourage them to connect.
- Organize a meeting to follow up on big picture ideas. Review and prioritize ideas for the region

Ideas that were expressed include:

#### Delivery

- ❖ Create a marketing/outreach campaign to increase awareness of Farm Connex, our NEK based freight service company serving the farm and food sector.
- ❖ Explore a Zip Car/Shared Use Community Based Delivery Vehicle Model
- ❖ Implement a community capital raise to retrofit one of Myers Produce vehicles with a freezer box for freight service and frozen distribution capacity to NYC.

#### Storage

- ❖ Explore infrastructure available for community storage or expanded awareness of existing infrastructure:
  - VFVC storage, dry, refrigerated, frozen available for lease
  - Farm Connex storage, building to suit, available for lease



- Capitol Candy new multi-million dollar, state-of-the art storage facility in Barre, may be available for lease
- the Old Batten Potato Shed, for sale or lease, needs renovations (utilities, plumbing, insulation)
- Kingdom Creamery of VT, would consider storage build out if there was demand
- Sugarmill Farm including storage and storefront infrastructure and ease of access to I-91, for sale
- Warehouse with loading dock near Sugarmill Farm, will be for sale soon

#### Professionalism and skills-building support

❖ There is a critical need for information sharing among collaborators, but the entity that ultimately facilitates this can and should provide support that goes well-beyond disseminating information about specific storage and distribution opportunities. The region needs a peer to peer farm and food based business networking/support group (for example thesuccessalliance.com). This group could establish an informed basis for all project teams by communicating best practices and protocol and identifying cost-efficient strategies for ensuring product safety. And, as participants in collaborative efforts graduate to other arrangements, this organization can recruit new willing and savvy entrepreneurs to participate.

➤ Identify project teams to work on the individual priorities.

- ❖ For each project: explore the feasibility of the idea and potential operating models.
  - What services/infrastructure would be provided?
  - What capital investment would be required?
  - What would it cost annually to operate?
  - Where could the source of funds come from?

For example, fee based membership? Anchor tenant/user? Fee based service?

- How could we minimize the need for reliance on grants?
- What grants or annual fundraising might be available to support an anticipated shortfall?
- Could we devise a capital campaign?
- Assess feasibility of moving forward.
- If feasible develop an action plan with deadlines, objectives, and identified individuals assigned with implementation.

➤ Develop a communication and outreach plan to generate ongoing awareness about the services, infrastructure and opportunities for collaboration on storage, aggregation and distribution that already exist, referral system, tools, and technical assistance available, and share updates on the projects that the project teams are moving ahead with. Leverage existing networks, such as Farm to Plate and the Food Atlas to streamline this effort, and increase statewide synergy.

- Support the supply chain as a third party, objective, facilitator and moderator. Conduct proactive outreach to businesses and organizations who indicate a need or interest. Follow up with them on a regular basis. Have they made contact with potential resources or suppliers? What is the status of the conversation? Are needs being met? Are hurdles surfacing? What can be done to surmount issues or concerns? Would technical assistance be beneficial? Facilitate the communication process, act as a gateway to technical resources to best assist successful outcomes at the individual level.

## INVENTORY ANALYSIS

This is an initial study. It was designed by the Center for an Agricultural Economy and the Northeastern Vermont Development Association in collaboration with Northern Community Investment Corporation, NCIC, and Vermont Farm to Plate. The idea was to design a study that could be replicated on a region by region basis, the results of which could be aggregated together into the Vermont Food Atlas to inform statewide decision making while also providing individual regions with the ability to create specific recommendations at the local and regional level. A parallel study was completed by NCIC for New Hampshire’s North Country in December 2015.

### Producers

#### Delivery

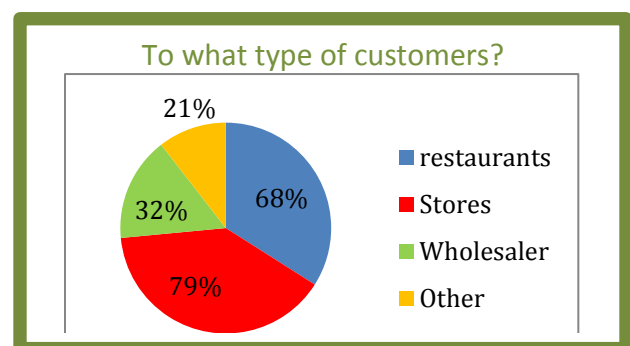
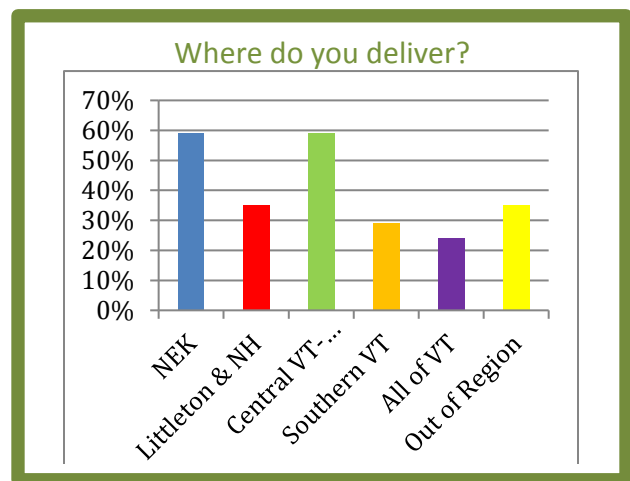
Most survey respondents in the NEK are already delivering product. Over fifty percent maintain a year round delivery schedule, and eighty six percent adhere to weekly deliveries.

The majority are distributing locally: in the NEK region and the Central VT to Burlington corridor.

Seventy nine percent are delivering to stores, sixty eight percent to restaurants, and thirty two percent to wholesale accounts.

Seventy four percent are delivering refrigerated product, fifty three percent frozen product and twenty six percent shelf stable.

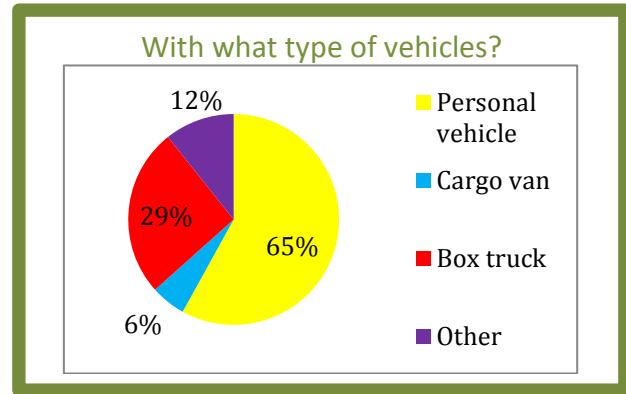
Sixty five percent of this distribution is occurring in personal vehicles, twenty nine percent in box trucks, and six percent in a cargo van.



Thirty one percent of these vehicles are equipped for frozen delivery.

10 of 29 producers *are* interested, and an additional 4 *might* be interested in delivery.

5 of 30 *are* interested, and an additional 5 *might* be interested in delivering products for others. 4 respondents have capacity on all their routes, 1 has capacity on some routes.



7 of 30 *are* interested, and an additional 5 *might* be interested in storage.

4 of 30 *are* interested, and an additional 7 *might* be interested in storing products for others.

Of 17 respondents, 11 producers are using personal vehicles, 1 is using a cargo can, and 5 are using box trucks. 5 respondents have vehicles equipped for refrigerated delivery and two have vehicles equipped for frozen delivery.

### Storage

Eighty percent of survey respondents in the NEK are already storing product.

5 respondents have loading docks.

3 respondents have fork lifts.

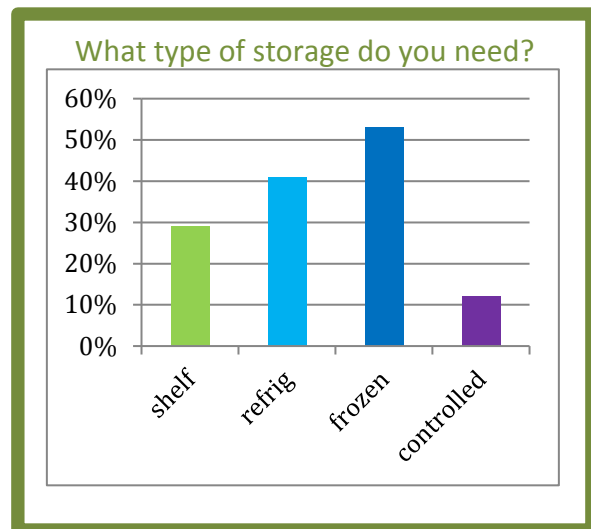
1 respondent has pallet racking capabilities.

5 respondents have dry storage.

7 respondents have refrigerated storage.

9 respondents have frozen storage.

2 respondents have climate controlled storage.



## Unmet Infrastructure Needs

The greatest unmet needs cited were delivery out of region, and frozen and refrigerated storage. This may not be surprising given these three needs represent the most cost prohibitive and logistical barriers.

### Examples of Need

Kingdom Creamery of VT needs frozen delivery service to New York City. While delivery service to New York City exists for refrigerated goods, the company has been hard pressed to find service for frozen goods.

Vermont Chevron is looking for delivery of five whole goats per week to Boston area restaurants. While distribution models for cut and packaged product exist and are financially feasible, the current freight service model is available but is not financially feasible for the per carcass shipment.

For both Kingdom Creamery of VT and Vermont Chevron, creative collaboration could provide an answer. For example, Kingdom Creamery of VT suggested they would be willing to contribute towards retrofitting a Myers Produce delivery truck to NYC with a freezer box. When asked, Myers Produce willingly agreed to deliver the product if funds can be raised to retrofit one of their vehicles.

Similarly, with Vermont Chevron, the idea came up for a “zip car” model, shared use delivery vehicle system, whereby the cost of infrastructure can be diffused over multiple users, and the issues of unique delivery situations, intermittent delivery schedules, and high cost of delivery per unit can be mitigated by the owner assuming some of the responsibility or burden for travel. In this model, the cost of travel could potentially further be subdivided if additional producers needed delivery to the same region, and could co-op travel together. Additional research is needed to make this approach viable. For example, would leasing or owning the vehicle(s) be more cost-effective? How many vehicles are needed to ensure availability? What is the best way to manage maintenance expense – and where are the best resources for maintenance?

When discussing storage needs many producers were unaware of regional storage facilities such as the Vermont Food Venture Center. Simply sharing awareness of the availability of VFVC infrastructure during our conversation potentially resolved several producers’ needs. While this may address some needs, certain unique circumstances do remain, for example, in accordance with the International Dairy Foods Association, ice cream in commercial storage should be stored at or below -20°F.<sup>12</sup> Most other frozen foods do not require temperatures below 0°F, thus often shared freezer space is programmed to meet 0°F.<sup>3</sup> This has limited Kingdom Creamery of VT’s ability to utilize shared infrastructure in the past. Kingdom Creamery of VT

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<sup>1</sup> <http://www.idfa.org/news-views/media-kits/ice-cream/tips-on-storing-handling-ice-cream>

<sup>2</sup> [http://www.jesrestaurantequipment.com/jesrestaurantequipmentblog/commercial\\_refrigeration/](http://www.jesrestaurantequipment.com/jesrestaurantequipmentblog/commercial_refrigeration/)

<sup>3</sup> <http://www.cde.ca.gov/ls/nu/fd/mb00404.asp>



would have leased freezer space from the VFVC if the temperature was cold enough. In a second example, the Cellars at Jasper Hill have need for additional storage but have reservations about shared infrastructure due to the potential risk for product impairment from shared use operating models.

### Collaboration

Thirteen percent of producers are already collaborating on storage and delivery.

Seventy three percent of respondents are interested in collaboration. Of the producers interested in collaborating, sixty five percent are seeking delivery while forty five percent have delivery capacity to offer. Fifty two percent are seeking storage while fifty two percent have storage capacity to offer.

“We like the idea [of collaborating on delivery]. It would help to offset the overhead but we would need to work out the logistics.”

Local Producer

The type of producers interested in collaborating ranged from apple growers to vegetable producers, livestock producers to dairy. Producers were less concerned about the type of producer they wanted to work with than the type of service needed (refrigerated or frozen for example), and that the personalities mesh, and the logistics do not add more complexity to their operations than the efficiencies to be gained.

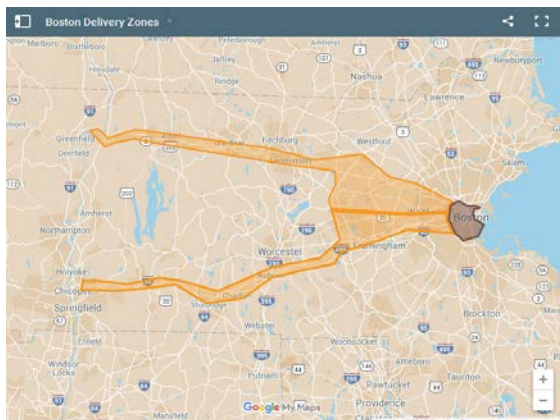
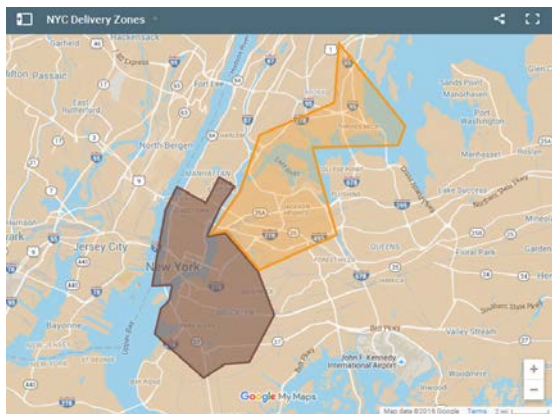
### Capacity for collaboration

Regarding delivery capacity, three producers responded, one could accommodate 2-3 cases 2 days per week in the summer, one has a 24' box truck sitting idle and another said capacity will depend on the size of truck they purchase. Capacity was available for most of their routes with only one of four producers indicating their capacity was limited to a specific route. For storage, four producers responded, two are in the process of designing space and while they don't have intentions of making their storage public, they may be willing to lease extra space if it is available. One producer offered to build storage if there is enough demand as he has a need himself for 1-2 pallets of frozen storage space, a fourth producer has extra capacity in a large old root cellar and is also willing to sell the building or work with interested parties to rehabilitate it.

## Distributors

### Myers Produce Routes

“Our routes are always shifting, so the maps below do not illustrate a set pattern or rule. We are including these maps to give you an idea of the territory we cover, and the customers that are within our reach. We often describe the region that we serve in terms of towns, highways, mountains, rivers, bridges, suburbs, boroughs, cities, and most of all - the farms, storefronts, and restaurants of our friends. This is just a quick alternate (visual) way to learn of the places we go.”  
<http://www.myersproduce.com/maps/>



effort to aggregate, store, or distribute food in the past. All three have had a positive experience.

Four distributors responding indicated an interest in collaboration.

All four were interested in delivery, only two were interested in storage.

All four service retail and restaurant accounts.

All four use box trucks. Two also utilize cargo vans.

All four work with both shelf stable and refrigerated product. Only three have the capacity to work with frozen product.

All four work year round and provide weekly, if not daily or twice weekly service.

All four have loading docks.

Three have forklifts.

Two have pallet racking.

All four have refrigerated storage.

All four have shelf-stable/dry storage. Two have frozen and controlled atmosphere storage capabilities.

Three deliver within the NEK, most of VT and into NH. Two reach into New England and NY.

Three have participated in a collaborative effort to aggregate, store, or distribute food in the past. All three have had a positive experience.

An interesting discovery made during the study was the availability of freight service as a delivery option. All four distributor/delivery respondents indicated they do or would be willing to provide freight service. One would require a minimum pick up of 4-5 pallets (could be a combination of producers, but the stop minimum needs to be 4-5 pallets), one has room for 2-3 pallets and would get a larger truck if demand warranted, one has no limit and room from growth, and the fourth said capacity would depend.

Each respondent indicated their pricing was situation dependent, however some standard pricing was offered as follows: expect the cost for delivery or distribution to run “15-20% over cost [the value of the product on board]” or \$3-5/case. When product is being purchased for resale by a distributor, the distributor will purchase the product and resell it with the above margin built in to their Cost of Goods Sold to the retailer. Thus to estimate the price a producer might receive in wholesale, calculate price to retailer less 15-20%. When the service provided is freight shipping, the cost of shipping can either be absorbed by the producer or passed on to the buyer depending on the arrangements the producer makes with his or her buyer, however, the producer is responsible for invoicing and collecting any fees from the buyer and for paying the shipper.

Distributors were asked:  
Is there a specific type of producer you would most like to work with?

- GAP certified producers
- Producers who carry insurance
- Organic vegetable producers



## PEER-TO-PEER IMMEDIATE NEEDS & OPPORTUNITIES FOR COLLABORATION

While the study identified several “big picture” ideas to engage in collaborative storage and delivery, specific needs and opportunities were also presented. Following is a list of the specific needs and opportunities for collaboration that were brought up by *individuals and colleagues who are willing to work together to find a solution*. In addition to the needs and opportunities in the NEK, from the recent NCIC study we also recognized several corollary needs and opportunities, and potential for cross-state collaboration with New Hampshire’s North Country, thus we are including the peer-to-peer needs and opportunities from the NCIC study as well. Our thought for this section is that readers can scroll through these leads and follow up with those in which they have a solution or in which the reader sees a solution to their own need. A detailed contact and information table follows in the appendix.

### Delivery Needs

#### Black Dirt Farm- Greensboro Bend

Black Dirt Farm is a closed loop, full cycle farm whose products include eggs, poultry, and high potency worm castings. The farm has received requests for retail packaged worm castings in New York City if it can find a cost effective means of shipping them. The farm also anticipates expanding its poultry offerings and may need delivery for frozen food products in the future.

Contact: Tom Gilbert, Owner

\*\*\*\*\*

#### Cate Hill Orchard- Greensboro

Cate Hill Orchard is a Certified Organic apple producer. Cate Hill Orchard may be interested in seasonal, weekly delivery of certified organic apples to stores and restaurants as the business grows.

Contact: Maria Schumann & Josh Karp, Owners

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#### Hazen Monument Farm- Hardwick

Hazen Monument Farm is a Certified Organic Dairy farm that also is home to an heirloom pork enterprise and a poultry operation, run by the farm’s son and daughter. Jonathan, the son, may be interested in collaborating on delivery for refrigerated and frozen heirloom pork and his sister might be interested for her poultry.

Contact: Patty LeBlanc, Owner and Jonathan LeBlanc

Horsenettle Farm- Danville

Horsenettle Farm raises grass fed lamb, pork, chickens, and rabbits. Horsenettle Farm would like to collaborate on delivery of finished product from the NEK along the I-91 corridor and to central Vermont/Montpelier.

Contact: Jascha Pick

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Kingdom Creamery of Vermont- East Hardwick

Kingdom Creamery of Vermont is a third generation owned and operated Vermont family dairy farm producing bottled milk, super premium ice cream and yogurt. Kingdom Creamery of VT is looking for year round, weekly frozen delivery to NYC and to the St Albans area.

Contact: Jeremy Michaud, Owner

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Lazy Lady Farm- Westfield

Lazy Lady Farm is a farmstead goat cheese producer. Lazy Lady is interested in year round refrigerated delivery or distribution to PA, CT, DC, parts of NY, and parts of VT (places that Provisions International, her primary distributor doesn't get to).

Contact: Laini Fondilier, owner

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Mountain Foot Farm- Wheelock

Mountain Foot Farm raises and sells fresh fish to restaurants in Burlington on a year round weekly basis. Mountain Foot Farm would be interested in co-transportation with other folks delivering refrigerated product to Burlington, or freight service to Burlington. The farm delivers an average of 2 boxes per week.

Contact: Curtis Sjolander, Owner

Roots Too Farm- East St. Johnsbury

Roots Too Farm is a Certified Organic vegetable and berry farm. Roots Too Farm may be interested in seasonal, weekly delivery of refrigerated or frozen goods to stores and restaurants in St. Johnsbury and Littleton, NH.

Contact: Susan Monahan, Owner

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Riverside Farm- East Hardwick

Riverside Farm is a Certified Organic, diversified vegetable farm. Riverside Farm is interested in weekly, seasonal refrigerated delivery to Montpelier and Johnson.

Contact: Bruce Kaufman, Owner

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Vermont Chevron- Danville

Vermont Chevron is a producer of a sustainable goat meat for chefs and consumers. Vermont Chevron is looking for weekly, year round distribution or delivery to Boston and the Berkshire region for whole fresh goat carcasses. Wrapped whole goats weigh ~ 65 pounds and are longer than a pallet but multiple goats can be stocked on top of each other. Vermont Chevron is interested in any collaboration on delivery and in the zip-car model, shared use delivery vehicle program discussed in the “big picture” recommendations.

Contact: Shirley Richardson, Owner

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Woods Edge Farm- Greensboro Bend

Woods Edge Farm produces and markets Certified Organic pesto from their farm grown produce. Woods Edge Farm is interested in year round, monthly delivery of frozen goods to stores in Waitsfield and Montpelier, and Littleton, NH.

Contact: Brian Titus

## Delivery Opportunities

### Black River Produce- North Springfield

Black River Produce is a wholesale distributor servicing VT, NH, MA, CT, MA, NY, RI. Black River Produce is interested in providing year round, daily freight service and distribution for producers in the NEK. Black River Produce can accommodate shelf stable, refrigerated, and frozen products.

Contact: Dennis Melvin, Buyer or Sean Buchanan, President



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### Butterworks Farm- Westfield

Butterworks Farm is a Certified Organic dairy and grain grower that makes yogurt and sells its yogurt, dairy products and grains to accounts throughout the state. Butterworks Farm would be interested in delivering product for others from its refrigerated delivery vehicles if there is a good match of product and personalities, and there is sufficient cost for service to cover the effort. The farm also has a 24' refrigerated box truck it is currently not using.

Contact: Jack Lazor, Owner

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### Farm Connex LLC- Greensboro

Farm Connex LLC is a freight service provider based in the NEK serving the farm and food sector. Farm Connex provides year round, weekly freight shipment of shelf stable, refrigerated and frozen goods from the NEK to most parts of Vermont and to Littleton, New Hampshire.

Contact: Don Maynard, Owner

Myers Produce- Hardwick

Myers Produce, Inc. is a wholesale distributor specializing in purveying NEK grown organic produce to the metro Boston and NYC markets. Myers Produce distributes refrigerated and shelf stable goods twice a week, year round from Hardwick to NYC, Western Mass and Boston. Myers Produce has extra capacity and would be interested in providing freight service as well as distribution for NEK producers.

Contact: Annie Myers, Owner

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Peaslees Vermont Potatoes- Guildhall

Peaslees Vermont Potatoes is a commercial potato grower in Guildhall. Peaslees Vermont Potatoes has a shelf stable box truck making seasonal weekly deliveries to Brattleboro, Burlington, and Littleton NH. The farm has capacity to accommodate other shelf stable product that might need delivery on its routes, and would be happy to cost-share delivery expense.

Contact: Karen Guile-Caron, Owner/Manager

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Spring Hill Angus/NEK Processing- Barton/Lyndonville

Spring Hill Angus/NEK Processing is a beef producer and regional slaughterhouse and processing facility. The farm has weekly year round Friday delivery routes in the NEK. The farm is interested in collaborating on delivery. It might consider buying a refer truck in 2016. If so, it may be willing to deliver products for others to cost-share delivery expense and it may be willing to lease the vehicle to others on the days it is not in use. The business only anticipates using the vehicle 1-2 days per week. If the business does not buy its own vehicle, it may be interested in the zip-car model, shared use truck program.

Contact: Edmond Lessard, Manager

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Slice of Earth Farmstand - Wolcott

Slice of Earth Farmstand is a seasonal farmstand operating on Route 15. They make weekly trips in a refrigerated box truck to MD and PA from July through September to source peaches, plums, and cherries which they supply to their own and other farmstands in the region. They also hire 53' refer truck common carriers to deliver truck loads for them. In all cases, they would be interested in collaborating on delivery for others. The backhaul portion of the trip



(the way out to PA and MD) is always empty on their own truck except for empty peach crates, and may be empty on the hired common carriers. On the way back, especially when they use the common carriers, they only have a half to two-thirds full load yet are being charged for the full load and would be happy to have additional product on board and split the cost.

Contact: Dwight Wadel, Owner

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### Upper Valley Produce- Hartford

Upper Valley Produce is a Vermont based wholesale distributor serving Vermont and New Hampshire. Upper Valley Producer offers year round, weekly freight and distribution services of refrigerated and shelf stable goods for producers in the NEK. Upper Valley Produce has pick up/drop off locations as far north as Lyndonville and will accommodate custom pick up locations provided the request meets a minimum load of 4-5 pallets (1/2 a truck) per pick up.

Contact: James Gordon, owner, for freight delivery  
Trevor Jenkins, buyer, for distribution

### NCIC/North Country Delivery Needs

#### Lost Nation Orchard- Groveton

Lost Nation Orchard, a fruit and herb farm, is interested in selling its fruit to retail accounts in the region, such as to Colebrook, if it could collaborate on distribution. It isn't financially feasible for them to distribute the small volume of orders per run otherwise.

Contact: Michael and Nancy Phillips, Owners

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### Old Man Maple- Franconia

Old Man Maple is a small sugaring operation that produces 350 gallons per year. Kim is interested in collaborating on distribution from Littleton to Colebrook. She would like to have her products for sale at places like Tap Root and North Country Market and Salvage but it isn't financially feasible for her to travel with only the small amount of product she would be transporting per run.

Contact: Kim Stroup, Owner

\*\*\*\*\*

Wonderfall Fainting Goats- Franconia

Wonderfall Fainting Goats, producing value added goat’s milk products, is interested in collaborating on distribution in the region. Marla would be up for either providing the transportation or having others provide the transportation. The farm’s products are not sold in stores yet, but if local stores were interested in purchasing the product, she would be willing to sell it to them if she could collaborate with others on the shipping and distribution.

Contact: Marla Blankenship, Owner

\*\*\*\*\*

Fraser Family Farm- Thornton

Fraser Family Farm, a diversified vegetable producer and maker of salsa and hot sauce, is interested in collaborating on distribution within the region. Bill is open to doing the transportation or having someone else do the transportation. Bill has leads at several restaurants and accounts in Lincoln, including Purple Tomato, and the Lincoln-Woodstock School System which is initiating a local foods program.

Contact: Bill Fraser, Owner

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White Gates Farm- Tamworth

White Gates Farm, a diversified, certified organic vegetable producer is interested in collaborating on distribution in central-southern New Hampshire.

Contact: Hank & Heather Letarte, Owners

\*\*\*\*\*

Cabin View Farm- Littleton

Cabin View Farm, a poultry producer and processor is interested in collaborating with others who are or would like to be distributing in Southern New Hampshire. This would support his ability to expand his market geographically. It is not financially feasible for him to travel beyond Hanover with just his own order volumes.

Contact: Ray Garcia, Owner

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Fullers Sugarhouse- Lancaster

Fullers Sugarhouse, a maple sugaring operation, is interested in collaborating with others who are looking to transport product to MA and CT.

Contact: Dave Fuller, Owner

Fox Hollow Farm- Grafton County

Fox Hollow Farm, a value added producer of sauces and condiments, is interested in collaboration and networking to find a distributor for MA, CT and NYC.

Contact: Phyllis Fox, Owner

NCIC/North Country  
Delivery Opportunities

Tap Root- Lancaster

Tap Root is a new market founded to offer locally grown food in Lancaster. The store is interested in sourcing direct from the farms and in helping coordinate grower distribution collaboration, especially between Lancaster and Colebrook. If NCFC is distributing to Lancaster and Colebrook, could NCFC act as a drop ship carrier for non-member farms or member farm’s with direct sales? Growers could pay a flat fee per box or mile? Also, the market wondered if NCFC membership could be expanded to include other links in the food chain- such as retailers, chefs, and consumers, these “supporting members” membership fees could help offset NCFC’s overhead expenses while also increasing retailer and consumer awareness and demand for local food.

Contact: Melissa Grella, Founder and Executive Director

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Rocky’s Dairy Products- Woodstock/Groveton

Rocky’s Dairy Products is a HOOD distributor, but they also resell baked goods. They are looking for new products to carry, except for produce. They operate out of Woodstock and Groveton, NH, with a distribution route that goes from Woodstock to Hampton, as far West as the VT border and as far north as Bretton Woods and North Conway. They have a cross dock and could help facilitate distribution of local food, in addition to expanding the products they carry themselves.

Contact: Mary and Jeff Petry, Owners

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Meadowstone Farm- Bethlehem

Meadowstone Farm, a diversified vegetable producer, has extra refrigerated and dry goods capacity on its delivery vehicle for 5-10 more boxes. If the delivery needs grew, the farm could upgrade to some of its larger vehicles. Deliveries are made to Plymouth & Lincoln on Thursdays, Gorham on Wednesdays, and Lancaster on Saturdays.

If there are other growers going to St. Johnsbury, Meadowstone would be interested in collaborating on distribution. This would be an opportunity for market expansion for the farm that is not financially feasible if transporting only its own product.

Meadowstone has a loading area and a forklift, that can accommodate all manner of vehicles for loading/unloading, this could be helpful as a cross dock potential in a larger, collaboration effort.

Contact: Tim Wennrich, Owner

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Agape Homestead Farm, LLC- Center Ossippee

Agape Homestead Farm, a goat dairy and creamery producing goat cheeses, is interested in collaborating on refrigerated distribution in central-southern New Hampshire. They are doing distribution of goat cheese now and would be willing to share space or coordinate with others who are doing the distribution. They would like to see this be an organized effort with someone coordinating the logistics.

Contact: Kevin and Janna Straughan, Owners

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Sandwich Creamery- North Sandwich

Sandwich Creamery, a Jersey cow dairy and creamery producing cheese, would like to collaborate on refrigerated shipping with others. They distribute throughout Grafton, Carroll, Belknap, and Rockingham Counties. The creamery also has a 10' x 10' walk-in freezer that is unplugged and empty in the winter, they would be interested in collaborating to make this available for rent to others during this period if it is needed.

Contact: Lisa and Tom Merriman, Owners



Cabin View Farm- Littleton

Cabin View Farm, a poultry producer and processor has capacity to provide freezer distribution for other growers on his distribution route to Littleton, Lisbon, Bethlehem and Hanover.

Contact: Ray Garcia, Owner

\*\*\*\*\*

Fullers Sugarhouse- Lancaster

Fullers Sugarhouse, a maple sugaring operation, has un-refrigerated capacity on its cargo van in the summer and already provides distribution service on a limited basis for some other farms/businesses in Lancaster. The sugarhouse is interested in collaborating to expand this distribution service to more growers in the summer. The sugarhouse is also interested in having others deliver products on days it is not on the road (Dave is on the road Thursday and Friday).

Contact: Dave Fuller, Owner

\*\*\*\*\*

PT Farm- North Haverhill

PT Farm, a beef and pork producer and USDA inspected processor has a distribution route along I-93 on Wednesdays and I-91 on Thursdays, and offers drop shipment delivery to others who need distribution along the route.

Contact: Pete and Tammy Roy, Owners

\*\*\*\*\*

Robie Farm- Piermont

Robie Farm, a cow dairy and creamery producing cheese, also raises veal and aggregates meat under the Robie Farm label sold via Upper Valley Produce and Robie Farm. Robie Farm direct distributes its cheese within the Upper Valley and to Boston and uses distributors such as Upper Valley Produce. The farm may be interested in collaborating on distribution to Boston.

Contact: Lee Robie, Owner

Hatchland Farms- North Haverhill

Hatchland Farms, a dairy and creamery bottling and distributing its own milk, has a truck that runs to Portland ME (2 days/wk) and one that runs to Boston MA (3 days per wk). Sometimes the trucks are not always full and the farm might be able to accommodate transporting product for others. However, the lead time is such short notice on any given day the farm isn't sure it will be really able to help much.

Contact: Howard Hatch, Owner

Storage Needs

Badger Brook Meats- Danville

Badger Brook Meats raises livestock. Badger Brook Meats is looking for 1-2 pallets of freezer space.

Contact: Vince Foy, Owner

\*\*\*\*\*

Black Dirt Farm- Greensboro Bend

Black Dirt Farm is a closed loop, full cycle farm whose products include eggs, poultry, and high potency worm castings. The farm anticipates expanding its poultry offerings and may need storage for frozen food products in the future.

Contact: Tom Gilbert, Owner

\*\*\*\*\*

Harvest Hill Farm- Walden

Harvest Hill Farm is a diversified vegetable producer and may be interested in collaborating on storage. The farm has limited storage now.

Contact: Bill Half, Owner

Horsenettle Farm- Danville

Horsenettle Farm raises grass fed lamb, pork, chickens, and rabbits. Horsenettle Farm is looking for freezer space in the Danville/NEK area.

Contact: Jascha Pick

\*\*\*\*\*

Kingdom Creamery of Vermont- East Hardwick

Kingdom Creamery of Vermont is a third generation owned and operated Vermont family dairy farm producing bottled milk, super premium ice cream and yogurt. Kingdom Creamery of VT is in need of freezer space for 2 pallets especially in the winter. The VFVC has freezer space but it is not cold enough for ice cream, the ice cream needs to be stored at -20.

Contact: Jeremy Michaud, Owner

\*\*\*\*\*

Myers Produce- Hardwick

Myers Produce is a regional distributor buying fruit and vegetables from small, primarily organic farms in Vermont and Massachusetts, selling to wholesale customers in New York City and the Boston area. Myers Produce is in need of storage in Southern Vermont or in the Pioneer Valley in Massachusetts to further support her distribution services from the NEK to metro markets.

Contact: Annie Myers, Owner

\*\*\*\*\*

Riverside Farm- East Hardwick

Riverside Farm is a diversified vegetable farm. Riverside Farm is interested in storage for its product.

Contact: Bruce Kaufman, Owner



## Storage Opportunities

### Cate Hill Orchard- Greensboro

Cate Hill Orchard is a Certified Organic apple producer. Cate Hill Orchard is in the process of designing and building a refrigerated storage facility. The farm may be able to offer storage to other certified organic apple growers.

Contact: Maria Schumann & Josh Karp, Owners

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### Farm Connex LLC- Greensboro

Farm Connex LLC provides year round, weekly freight service of shelf stable, refrigerated and frozen goods from the NEK to most parts of Vermont and to Littleton, New Hampshire. Farm Connex is building storage infrastructure in the NEK and is seeking to lease space to producers. 750 square feet of refrigerated storage and 750 square feet of shelf stable storage are available. Frozen storage is yet to be determined.



Contact: Don Maynard, Owner

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### Peaslees Vermont Potatoes- Guildhall

Peaslees Vermont Potatoes is a commercial potato grower in Guildhall. They have a controlled atmosphere, GAP certified storage for their potatoes. They may be able to offer storage to others.

Contact: Karen Guile-Caron, Owner/Manager

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### Roots Too Farm- East St. Johnsbury

Roots Too Farm is a Certified Organic vegetable and berry farm. They have a large barn that is mostly unused. Roots Too may be willing to make space available for storage. There are no facilities right now (refrigeration or freezers) and the farm had not thought about managing the barn as a distribution space, but there may be some way it could work.

Contact: Susan Monahan, Owner

Spring Hill Angus/NEK Processing- Barton/Lyndonville

Spring Hill Angus/NEK Processing is a beef producer and regional slaughterhouse and processing facility. The business provides refrigerated and freezer storage for clients using the slaughterhouse. The space is pretty much at capacity, but there may be interest in continuing a discussion about making space available, especially in the off months (late winter, spring, early summer).

Contact: Edmond Lessard, Manager

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Sugarmill Farm- Barton

Sugarmill Farm is currently not operating and is for sale. It has shelf stable storage and a farm store with prime road frontage and easy access and visibility to I-91 that it could make available. The location could have a loading dock built. There is also a warehouse with loading dock nearby that will be for sale soon.

Contact: Jeannette or Michael Auger, Owners

\*\*\*\*\*

Surfing Veggie Farm- East Hardwick

Surfing Veggie Farm is a vegetable producer in East Hardwick. The farm owns a large root cellar, known as “the Old Batten Potato Shed.” The farm leases space to other growers, the cost is the annual tax bill divided by the number of growers leasing space. Products that work well in the facility as is include potatoes, cabbage, beets, carrots, parsnips.

Contact: Louie Pulver, Owner

\*\*\*\*\*

Woods Edge Farm- Greensboro Bend

Woods Edge Farm produces and markets Certified Organic pestos from their farm grown produce. Woods Edge Farm has frozen storage and may be interested in collaborating with others.

Contact: Brian Titus

## NCIC/North Country Storage Needs

### White Gates Farm- Tamworth

White Gates Farm, a diversified, certified organic vegetable producer, is in need of controlled atmosphere storage for root vegetables such as sweet potatoes.

Contact: Hank & Heather Letarte, Owners

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### Lost Nation Orchard- Groveton

Lost Nation Orchard, a fruit and herb farm, is interested in access to refrigerated storage during fall and winter.

Contact: Michael and Nancy Phillips, Owners

\*\*\*\*\*

### Cabin View Farm- Littleton

Cabin View Farm, a poultry producer and processor is seeking refrigerated and freezer storage space in the area.

Contact: Ray Garcia, Owner

\*\*\*\*\*

### Fraser Family Farm- Thornton

Fraser Family Farm, a diversified vegetable producer and maker of salsa and hot sauce, needs access to greenhouse space to start and grow more pepper plants January through summer, annually.

Contact: Bill Fraser, Owner

## NCIC/North Country Storage Opportunities

### Americold Logistics- ME

Americold Logistics, a storage and logistics solutions provider, has refrigerated and freezer warehouse space for lease in Portland Maine.

Contact: Evan Cassidy, Representative

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### Farm By The River- Effingham

Farm By The River, a diversified vegetable and meat producer, has a basement they might be able to make available to other growers. It is not temperature or climate controlled, but it would provide dry space.

Contact: Bill and Eve Klotz, Owners

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### Bailey Farm- Lyme

Bailey Farm, a dairy and poultry producer, has a walk in cooler that has space available from January through August, annually. They would be interesting in collaborating to make this available for rent to others during this period if it is needed.

Contact: Dan & Millie Bailey, Owners

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### Meadowstone Farm- Bethlehem

Meadowstone Farm, a diversified vegetable producer, has extra capacity to store 5-10 boxes of dry goods and 5-10 boxes of refrigerated product if there are growers with a need.

Contact: Tim Wennrich, Owner

## D Acres- Rumney

D Acres, a non-profit permaculture farm and educational homestead, has excess capacity in its root cellar if it is needed.

Contact: Josh Trought, Executive Director

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## Hatchland Farms- North Haverhill

Hatchland Farms, a dairy and creamery bottling and distributing its own milk, has refrigerated storage that it could make available, however, the lead time is such short notice on any given day the farm isn't sure it will be really able to help much.

Contact: Howard Hatch, Owner

## Other Collaborative Opportunities

### Aggregation

#### Horsenettle Farm- Danville

Horsenettle Farm raises grass fed lamb, pork, chickens, and rabbits. Horsenettle Farm would love to collaborate on aggregation of lamb to expand and secure markets. There are times when the farm may not have sufficient lamb shanks for example to fill an order, but a group of lamb producers could work together to supply the volume needed to meet the order. This could help secure and expand markets for all producers.

“Cooperative marketing, aggregation and distribution would be great!”  
-Horsenettle Farm

Contact: Jascha Pick

### Networking and Communication

#### Black Dirt Farm- Greensboro Bend

Black Dirt Farm would like to see a dynamic platform for sharing information so the threads of communication and needs and opportunities don't get lost or archived. An interactive, searchable database of thoughts, opportunities, needs and a directory of agricultural resources specific to the NEK: equipment listings, financial resource listings, business planning resources listings... all of this. Perhaps CAE could help facilitate this? Also perhaps it could help facilitate the start-up and maintenance of more peer groups such as the Local Business Owner's Network to cultivate a lateral sharing of information. The LBON was a very useful and a different and more camaraderie based way of sharing information.

Contact: Tom Gilbert, Owner

## NCIC/North Country - Other Collaborative Opportunities

### Marketing

#### Fraser Family Farm- Thornton

Fraser Family Farm, a diversified vegetable producer and maker of salsa and hot sauce, is interested in collaborating on marketing to help gain access to markets, and secure retail placement in the region.

Contact:

Bill Fraser, Fraser Family Farm

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#### Wonderfall Fainting Goats- Franconia

Wonderfall Fainting Goats, producing value added goat's milk products, is interested in collaborating on marketing to help gain access to markets, and secure retail placement in the region.

Contact:

Marla Blankenship, Wonderfall Fainting Goats

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#### Old Man Maple- Franconia

Old Man Maple a small sugaring operation is interested in collaborating on marketing to help gain access to markets, and secure retail placement in the region.

Contact:

Kim Stroup, Old Man Maple

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#### White Gates Farm- Tamworth

White Gates Farm a diversified, certified organic vegetable producer is interested in collaborating on marketing to help gain access to markets, and secure retail placement in the region.

Contact:

Hank and Heather Letarte, White Gates Farm

Lost Nation Orchard- Groveton

Lost Nation Orchard, a fruit and herb farm, is interested in collaborating on a local/regional marketing campaign to raise awareness and demand for local foods in the region. The farm would distribute its fruit to more retail accounts in the region, such as to Colebrook, if it could share distribution expenses with others.

Contact: Michael and Nancy Phillips, Owners

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Windy Ridge Orchard- North Haverhill

Windy Ridge Orchard, an apple orchard and fruit wine vineyard, is interested in collaborating with growers on regional marketing efforts to increase awareness and demand for locally grown products and for agri-tourism/on-farm events.

Contact: Sheila Fabrizio, Owner

Miscellaneous Collaboration

Cabin View Farm- Littleton

Cabin View Farm, a poultry producer and processor provides poultry slaughter and processing services for NH farms. Farmers interested in poultry processing services are welcome to contact the farm.

Contact: Ray Garcia, Owner

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D Acres- Rumney

D Acres, a non-profit permaculture farm and educational homestead has a commercial kitchen available for rent for canning and baking. It will soon have poultry slaughter and plucking equipment available for rent as well as small grains and seed saving production equipment. The farm recently secured funds to install large grain silos so it can buy grain (pork and poultry feed) in bulk and resell it to members at cost. They anticipate most of these services will be of interest to growers within a 30 minute drive time.

Contact: Josh Trought, Executive Director

Fraser Family Farm- Thornton

Fraser Family Farm, a diversified vegetable producer and maker of salsa and hot sauce, is interested in becoming a member of the NCFC and expanding its market garden to service the NCFC.

Contact: Bill Fraser, Owner

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Hatchland Farms- North Haverhill

Hatchland Farms, a dairy and creamery bottling and distributing its own milk is looking to buy cream from other farms. It also has bulk skim milk to sell if other farms or value added producers are looking for a local source of skim milk for their products. Hatchland Farms also the ability to provide private label milk bottling for farms or businesses seeking a private label dairy product. The orders would need to be for volumes of approximately 300 gallons per order or so.

Contact: Howard Hatch, Owner

\*\*\*\*\*

Hatches Orchard- Carroll County

Hatches Orchard, an apple orchard, is looking to retire, the owners would be interested in collaborating to help spread the word and find a grower to take over and lease the operation.

Contact: Bob and Elaine Hatch, Owners

\*\*\*\*\*

PT Farm- North Haverhill

PT Farm a beef and pork producer and USDA inspected processor, provides USDA inspected meat processing services including kill, cut and wrap. PT Farm also purchases live animals to process under its PT Farm label. Farmers interested in meat processing services or in selling whole animals as finish or feeders to PT Farm are welcome to contact the farm.

Contact: Pete and Tammy Roy, Owners



## Robie Farm- Piermont

Robie Farm a cow dairy and creamery producing cheese, also raises veal and sources and aggregates meat under the Robie Farm label sold via Upper Valley Produce and Robie Farm. Farmers interested in selling whole finished animals to Robie Farm are welcome to contact the farm.

Contact: Lee Robie, Owner

## APPENDIX A: COLLABORATION NEEDS & OPPORTUNITIES

Needs & Areas of Interest/Capacity for Potential Collaboration				
Company Name	Looking for Delivery	Potential Delivery Capacity	Looking for Storage	Potential Storage Capacity
Badger Brook Meats			✓	
Harvest hill farm				✓
Hazen Monument Farm	✓	✓	✓	✓
Horsenettle Farm	✓		✓	
Kingdom Creamery of VT	✓	✓	✓	✓
Mountain Foot Farm	✓	✓		
Riverside Farm	✓		✓	
Roots Too Farm	✓		✓	✓
Square Deal Farm	✓	✓	✓	✓
Surfing Veggie Farm				✓
Vermont Chevron	✓	✓		
Peaslees Vermont Potatoes		✓		✓
Black Dirt Farm	✓		✓	
Butterworks Farm		✓		
Cate Hill Orchard	✓			✓
Cellars at Jasper Hill			✓	
Lazy Lady Farm	✓			
Peace of Earth Farm			✓	✓
Spring Hill Angus	✓	✓		✓
Sugarmill Farm		✓		✓
Woods Edge Farm	✓		✓	
Slice of Earth Farm		✓		

Needs & Areas of Interest/Capacity for Potential Collaboration				
Company Name	Looking for Delivery	Potential Delivery Capacity	Looking for Storage	Potential Storage Capacity
Agape Homestead Farm, LLC	✓	✓		
White Gates Farm	✓	✓	✓	✓
Top of the Hill Farm				✓
The Sandwich Creamery	✓	✓		✓
Fullers Sugarhouse	✓	✓		
Bailey Farm				✓
Meadowstone Farm	✓	✓	✓	✓
Old Man Maple	✓	✓		
P T Farm		✓		
Robie Farm		✓		
Windy Ridge Orchard				✓
Wonder Fall Farm Fainting Gts	✓	✓		
D Acres-NH Organic Farm			✓	✓
Fraser Family Farm	✓			
Hatchland Farms		✓		✓
Ski Hearth Farm		✓		✓
Cabin View Farm	✓	✓	✓	
Farm by the River				✓
Fox Hollow Farm	✓		✓	
Lost Nation Orchard	✓	✓	✓	

Needs & Areas of Interest/Capacity for Potential Collaboration					
Company Name	Looking for Delivery	Potential Delivery Capacity	Looking for Storage	Potential Storage Capacity	Interested in Sourcing NEK/NC product
Myers Produce		✓	✓		✓
Farm Connex LLC		✓		✓	✓
Black River Produce		✓			✓
Upper Valley Produce		✓			✓
Garden Fresh Salad Co					✓
Snipped Fresh Produce					✓
Americold Logistics				✓	
Golden Harvest Produce Market					✓
Tap Root		✓			✓
Rocky's Dairy Products		✓			✓
Katsiroubas Produce					✓
North Country Farmers Cooperative					✓
North Country Market & Salvage					✓

## APPENDIX B: COLLABORATION CONTACT LISTS

VT PRODUCERS							
Company Name	Contact	911 Address	Town	Zip	County	Primary Phone	Web/Email
Badger Brook Meats	Vince Foy	565 McDowell Road	Danville	05828	Caledonia	(802) 748-8461	
Harvest hill farm	Bill Half	421 Watson Rd	Walden	05843	Caledonia	(802) 563-2046	<a href="mailto:gershunhalf@gmail.com">gershunhalf@gmail.com</a>
Hazen Monument Farm	Patty LeBlanc; Jonathan LeBlanc	1547 Hardwick St	Hardwick	05836	Caledonia	(802)472-5750 Jonathan cell: (802)472-5557	
Horsenettle Farm	Jascha Pick		Danville	05828	Caledonia	(802) 380-4275	<a href="mailto:jaschapick22@gmail.com">jaschapick22@gmail.com</a>
Kingdom Creamery of VT	Jeremy Michaud	3411 VT Route 16	East Hardwick	05836	Caledonia	(802) 472-6700	<a href="mailto:kingdomcreameryofvermont@yahoo.com">kingdomcreameryofvermont@yahoo.com</a>
Mountain Foot Farm	Curtis Sjolander	154 Blakely Road	Wheelock	05819	Caledonia	(802) 626-9471	<a href="http://seedy@mtnfootfarm.net">seedy@mtnfootfarm.net</a>
Riverside Farm	Bruce Kaufman	117 riverside farm lane	East Hardwick	05836	Caledonia	(802) 472-6169	<a href="mailto:bkriverisidefarm@gmail.com">bkriverisidefarm@gmail.com</a>
Roots Too Farm	Susan Monahan	978 US Route 2E	St. Johnsbury	05819	Caledonia	(802) 881-6177	<a href="mailto:samonahan@gmail.com">samonahan@gmail.com</a>
Square Deal Farm	Ray Lewis	362 Woodward Road	Hardwick	05843	Caledonia	(802) 279-2247	<a href="mailto:squaredeal@fairpoint.net">squaredeal@fairpoint.net</a> <a href="http://www.squaredealfarm.org">www.squaredealfarm.org</a>
Surfing Veggie Farm	Louie Pulver and Annie Gaillard	412 Richard Crossing	East Hardwick	05836	Caledonia	(802) 533-7175	
Vermont Chevron	Shirley Richardson	173 Crystal Avenue	Danville	05828	Caledonia	(802) 535-4110	<a href="mailto:shirley@vermontchevon.com">shirley@vermontchevon.com</a>
Peaslees Vermont Potatoes	Karen Guile-Daron	PO Box 102	Guildhall	05905	Essex	(802) 328-4415	<a href="mailto:karenguile@gmail.com">karenguile@gmail.com</a>

VT PRODUCERS							
Company Name	Contact	911 Address	Town	Zip	County	Primary Phone	Web/Email
Black Dirt Farm	Tom Gilbert	393 Stannard Mountain Road	Greensboro Bend, VT	05842	Orleans	(802) 533-9086 Tom cell: (802)745-8006	<a href="mailto:tom@blackdirtfarm.com">tom@blackdirtfarm.com</a>
Butterworks Farm	Jack Lazor	421 Trumpass Road	Westfield	05874	Orleans	(802)744-6855	<a href="mailto:jack@butterworksfarm.com">jack@butterworksfarm.com</a>
Cate Hill Orchard	Maria Schumann, Josh Karp	697 Shadow Lake Road	Craftsbury	05827	Orleans	(802) 586-2059	<a href="mailto:info@catehillorchard.com">info@catehillorchard.com</a>
Cellars at Jasper Hill	Vince Razionale	884 Garvin Hill Rd	Greensboro Bend	05842	Orleans	(802) 533-2566	<a href="mailto:vince@jasperhillfarm.com">vince@jasperhillfarm.com</a>
Lazy Lady Farm	Laini Fondilier	973 Sniderbrook Road	Westfield	05874	Orleans	(802) 744-6365	<a href="mailto:laini@lazyladyfarm.com">laini@lazyladyfarm.com</a>
Peace of Earth Farm	Rebecca Beidler and Jeffrey Ellis	43 West Griggs Rd	Albany	05820	Orleans	(802) 755-6336	<a href="mailto:rebeccabeidler@yahoo.com">rebeccabeidler@yahoo.com</a> <a href="https://peaceofearthfarmalbany.wordpress.com/">https://peaceofearthfarmalbany.wordpress.com/</a>
Spring Hill Angus	Edmond Lessard	1296 Glover Road	Barton	05822	Orleans	(802) 748-2233	<a href="mailto:mail@nekprocessing.com">mail@nekprocessing.com</a>
Sugarmill Farm	Jeannette or Michael Auger	1296 Rt. 16 Jct. I-91 exit 25	Barton	05822	Orleans	(802) 525-3701	<a href="mailto:vtmaple@myfairpoint.net">vtmaple@myfairpoint.net</a>
Woods Edge Farm	Brian Titus	39 Swamp Road	Greensboro Bend	05842	Orleans	(802) 533-7455	<a href="mailto:info@woodsedgefarm.org">info@woodsedgefarm.org</a>
Slice of Earth Farm	Dwight Wadel	1125 Rt 15	Wolcott	05680	Lamoille	(802) 888-2885	



NH PRODUCERS

Company Name	Contact	911 Address	Town	Zip	County	Primary Phone	Web/Email
Agape Homestead Farm, LLC	Kevin and Janna Straughan, Owners	40 Rte. 16B	Center Ossipee	3814	Carroll	(603) 539-4456	
White Gates Farm	Hank & Heather Letarte, Owners	2153 Cleveland Hill Road	Tamworth	3886	Carroll	(603) 662-7556	<a href="http://whitegates-farm.com/">whitegates-farm.com/</a>
Top of the Hill Farm	Alan Fredrickson, Owner	50 Martin Hill Rd.	Wolfeboro	3894	Carroll	(603) 569-3137	
The Sandwich Creamery	Lisa and Tom Merriman, Owners	134 Hannah Rd.	North Sandwich	3259	Carroll	(603) 284-6675	<a href="http://sandwichcreamery.com">sandwichcreamery.com</a>
Hatches' Orchard	Bruce and Elaine Hatch, Owners	1440 Brownfield Rd.	Center Conway	3813	Carroll	(603) 447-5687	
Fullers Sugarhouse	Dave Fuller, Owner	276 Main St	Lancaster	03584-3002	Coos	(603) 788-2719	<a href="http://fullerssugarhouse.com">fullerssugarhouse.com</a>
Bailey Farm	Dan & Millie Bailey, Owners	294 Dartmouth College Hwy (Rte 10)	Lyme	3768	Grafton	(603) 795-4528	<a href="mailto:baileyplusfive@myfairpoint.net">baileyplusfive@myfairpoint.net</a>
Meadowstone Farm	Tim Wennrich, Owner	809 Brook Rd	Bethlehem	3574	Grafton	(603) 444-0786	<a href="mailto:timw@meadowstonenh.com">timw@meadowstonenh.com</a>
Old Man Maple	Kim Stroup, Owner		Franconia	3580	Grafton	(603)728-8507	<a href="http://oldmanmaple.com">oldmanmaple.com</a> <a href="mailto:info@oldmanmaple.com">info@oldmanmaple.com</a>
P T Farm	Pete and Tammy Roy, Owners	500 Benton Rd	North Haverhill	03774-4613	Grafton	(603) 787-9199	<a href="http://newenglandmeat.com/index.php">http://newenglandmeat.com/index.php</a>



NH PRODUCERS							
Company Name	Contact	911 Address	Town	Zip	County	Primary Phone	Web/Email
Robie Farm	Lee Robie, Owner	25 Route 10	Piermont	03779-3200	Grafton	(603) 272-4872	<a href="http://www.robiefarmnh.com/robiefarmnh@gmail.com">http://www.robiefarmnh.com/robiefarmnh@gmail.com</a>
Windy Ridge Orchard	Sheila Fabrizio, Owner	1775 Benton Rd	North Haverhill	03774-4807	Grafton	(603) 787-6377	<a href="http://windyridgeorchard.com">windyridgeorchard.com</a>
Wonder Fall Farm Fainting Gts	Marla Blankenship, Owner	144 Gingerbread Rd	Franconia	03580-5606	Grafton	(603) 823-8003	<a href="http://wonderfallfarm.com">wonderfallfarm.com</a>
D Acres-NH Organic Farm	Josh Trought, Executive Director	PO Box 98	Rumney	03266-0098	Grafton	(603) 786-2366	<a href="http://Dacres.org">Dacres.org</a> <a href="mailto:info@dacres.org">info@dacres.org</a>
Fraser Family Farm	Bill Fraser, Owner	56 Blake Mountain Rd	Thornton	03285-6113	Grafton	(603) 726-8948	
Hatchland Farms	Howard Hatch, Owner; Chris, Daughter	401 Clough Rd	North Haverhill	03774-5009	Grafton	(603) 787-2308	
Ski Hearth Farm	Miriam Stason, Farm Manager	392 Streeter Pond Rd	Sugar Hill	3586	Grafton	(877) 772-4666; (617) 877-9826 Miriam's cell	<a href="mailto:miriam@skihearthfarm.com">miriam@skihearthfarm.com</a>
Cabin View Farm	Ray Garcia, Owner	1223 Slate Ledge Rd	Littleton	03561-3415	Grafton	(603) 444-0248	
Farm by the River	Bill and Eve Klotz, Owners	158 Province Lake Rd.	Effingham	3882	Carroll	(603) 539-7245	
Fox Hollow Farm	Phyllis Fox, Owner	10 Old Lyme Rd	Hanover	03755-4806	Grafton	(603) 643-6002	
Lost Nation Orchard	Nancy & Michael Phillips, Owners	859 Lost Nation Road	Groveton	3582	Coos	(603) 636-2286	<a href="http://herbsandapples.com/contact/">herbsandapples.com/contact/</a>

VT FREIGHT SERVICE, STORAGE LOGISTICS & DISTRIBUTORS							
Company Name	Contact	911 Address	Town	Zip	County	Primary Phone	Web/ Email
Myers Produce	Annie Myers	PO Box 839	Hardwick	05843	Caledonia	917-733-9949	<a href="mailto:ahjmyers@gmail.com">ahjmyers@gmail.com</a>
Farm Connex LLC	Don Maynard	615 Hill Road	Greensboro	05841	Orleans	802-533-2339	<a href="mailto:ddmaynard54@gmail.com">ddmaynard54@gmail.com</a>
Black River Produce	Dennis Melvin, Buyer Sean Buchanan, President	449 River St	N. Springfield	05150	Windsor	800-228-5481 Ext. 216	<a href="mailto:Dmelvin@blackriverproduce.com">Dmelvin@blackriverproduce.com</a> <a href="mailto:sbuchanan@blackriverproduce.com">sbuchanan@blackriverproduce.com</a>
Upper Valley Produce	James Gordon, owner, for freight delivery; Trevor Jenkins, buyer, for wholesale	211 Olcott Dr	Hartford	05001	Windsor	802-295-7400	

NH-MA-ME FREIGHT SERVICE, STORAGE LOGISTICS & DISTRIBUTORS								
Company Name	Contact	911 Address	Town	Zip	County	State	Primary Phone	Web/ Email
Garden Fresh Salad Co	Howard Hall, Buyer	17 New England Produce Ctr	Chelsea	02150-1720	Suffolk	MA	(617) 889-1580	<a href="http://gfsalad.com/about-us/">gfsalad.com/about-us/</a>
Snipped Fresh Produce	Arnold Amidon, Buyer	15 Arlington St	Chelsea	02150-1824	Suffolk	MA	(617) 889-6338	<a href="http://snippedfreshproduce.com">snippedfreshproduce.com</a> <a href="mailto:amidon342@comcast.net">amidon342@comcast.net</a>
Americold Logistics	Evan Cassidy, Representative	165 Read St	Portland	04103-3438	Cumberland	ME	(207) 773-7258	<a href="http://www.americold.com">www.americold.com</a> <a href="mailto:Evan.Cassidy@americold.com">Evan.Cassidy@americold.com</a>
Golden Harvest Produce Market	David "Arlo", Produce Buyer	47 State Rd	Kittery	03904-1566	York	ME	(207) 439-2113	<a href="mailto:arlogoldenveg@comcast.net">arlogoldenveg@comcast.net</a>
Tap Root	Melissa Grella, Founder and Executive Director	PO Box 245	Lancaster	03584	Coos	NH	(603) 788-3388	<a href="mailto:melissa@taprootfarmandecenter.org">melissa@taprootfarmandecenter.org</a>
Rocky's Dairy Products	Mary and Jeff Petry, Owners	PO Box 6803	Laconia (Alton)	03247-6803	Grafton	NH	(603) 293-4433 Mary office in Alton; (603) 745-6682 Jeff warehouse in Woodstock	<a href="mailto:rockys@metrocast.net">rockys@metrocast.net</a>
Katsiroubas Produce	Hannah Mathews, Sales Representative	40 Newmarket Sq	Boston	02118-2601	Suffolk	MA	(617) 442-6473	<a href="http://katsiroubasproduce.com">katsiroubasproduce.com</a> <a href="mailto:hannahm@katsiroubasproduce.com">hannahm@katsiroubasproduce.com</a>
North Country Farmers Cooperative	Julie Moran, Manager	PO Box 447	Colebrook	03576	Coos	NH	(603) 726-6992	<a href="http://ncfcoop.com">ncfcoop.com</a> <a href="mailto:julie@ncfcoop.com">julie@ncfcoop.com</a>
North Country Market & Salvage	Bev White, Owner	104 Colby Street	Colebrook	03576	Coos	NH	(603) 631-1221	<a href="mailto:marketplaceandsalvage@yahoo.com">marketplaceandsalvage@yahoo.com</a>