



## WORKING LANDS ENTERPRISE INITIATIVE

### Program Overview and Impact

**898**

People Employed

**14,883**

Acres Impacted

**>\$27M**

in Sales Generated for the VT Economy

**508**

New Full Time Jobs Created

**203**

Agriculture and Forestry Projects Funded

**14**

VT Counties Impacted

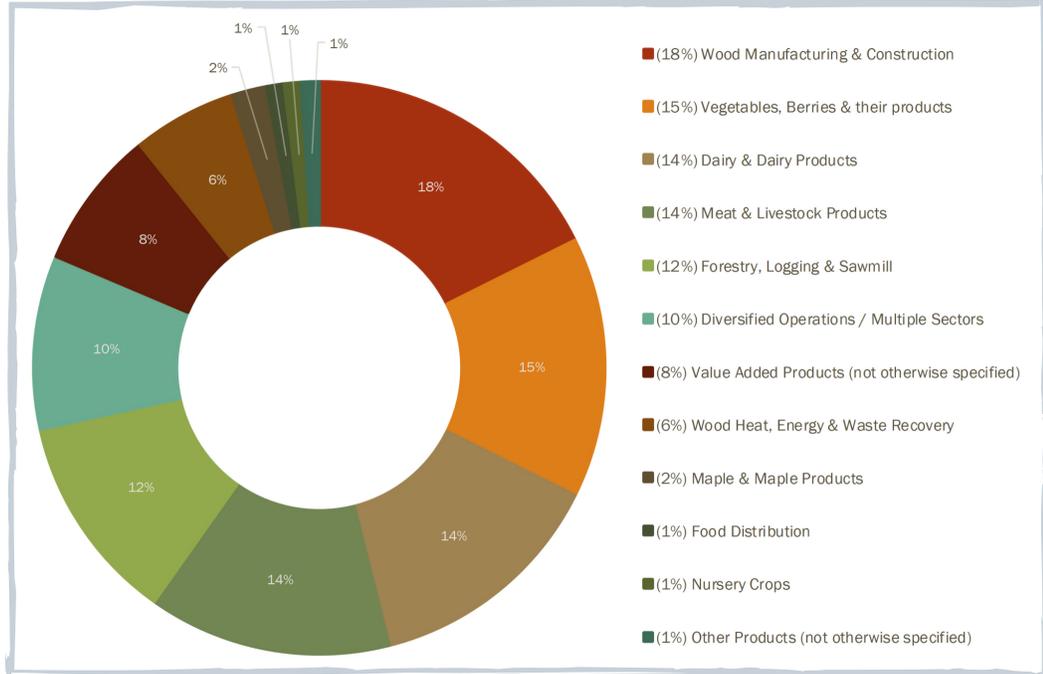
**\$10M**

Leveraged in Matching Funds

**\$6M**

Distributed in Working Lands Funds

### Sector Investments to Date



This chart represents the industry sectors where WLEI has made investments since its inception in 2012.



photo courtesy of VAAFM

### Philanthropic Dollars

The Working Lands Enterprise Fund continues to receive a contribution from Ski Vermont. Ski Vermont's philanthropy totals over \$50,000 to date and the Working Lands Enterprise Board appreciates and recognizes the value of the outdoor recreation sector to Vermont's economy and working landscape.



### Additional Investments

#### The Trade Show Assistance Grants (TSAG)

Funded by the Working Lands Enterprise Board, these grants provide Vermont agriculture and forestry businesses with funds to identify, plan, exhibit, and sell their Vermont products at out-of-state trade shows.

**4,321**

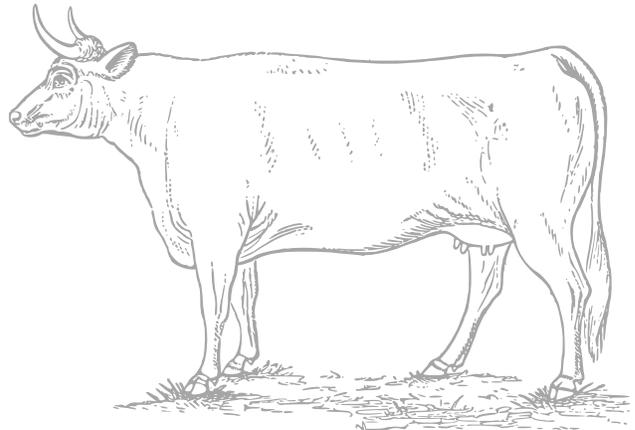
Total Leads Generated at Show

**\$3,491,092**

Anticipated Value of Leads

**\$89,276**

Vales of Sales Placed at Show



# Recipients of WLEI Grants and Contracts Fiscal Year 2019

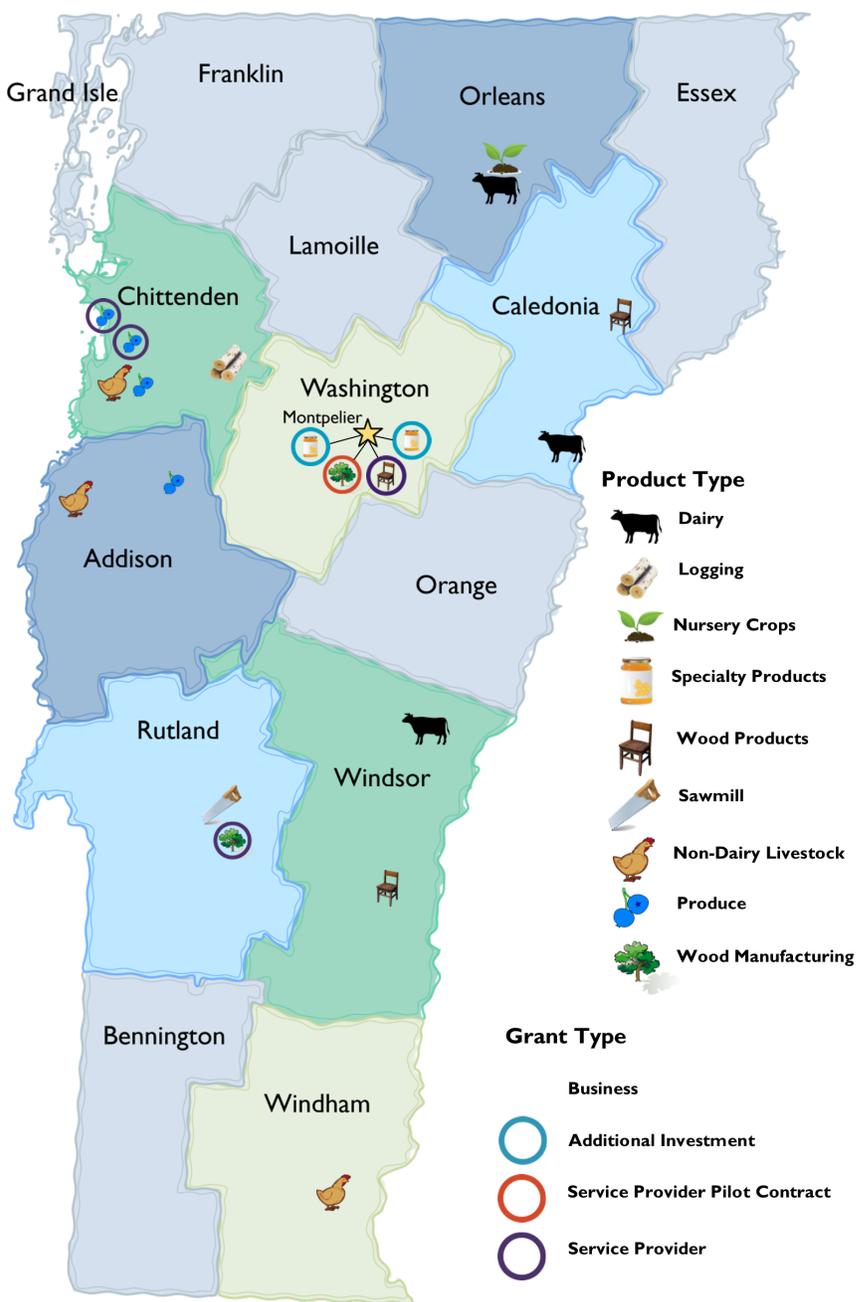


photo courtesy of VAAFM

<p><b>Produce</b></p> <ul style="list-style-type: none"> <li>Footprint Farm   \$14,200 Increase produce storage</li> <li>Fisher Brothers Farm   \$20,000 Freezer for farm-to-cone ice cream</li> <li>Center for Women and Enterprise   \$20,000 Business planning for women-owned WLEI businesses</li> <li>Intervale Center   \$19,965 Coaching services for beginning farmers</li> </ul>	<p><b>Dairy &amp; Dairy Products</b></p> <ul style="list-style-type: none"> <li>Five Generations Farmstead Creamery   \$150,000 Cheese making equipment</li> <li>Beaver Meadow Consulting   \$23,600 Evaluating scalability of high-quality cheese</li> <li>Karim Farm Creamery   \$20,000 Cheese Cave expansion</li> </ul>
<p><b>Secondary Wood Products</b></p> <ul style="list-style-type: none"> <li>Kirby Mulch   \$130,000 High-quality mulch production</li> <li>Rockledge Farm Woodworks   \$25,000 Woodenware production and expansion</li> <li>University of Vermont Extension   \$19,943 Develop educational resources and opportunities for forestry/wood sectors</li> </ul>	<p><b>Non-Dairy Livestock &amp; Meat</b></p> <ul style="list-style-type: none"> <li>Agricola Farm   \$50,000 Cured meat processing equipment</li> <li>Bread &amp; Butter Farm   \$20,000 Commercial kitchen expansion</li> <li>Rebob Farm   \$25,000 Farm store and community space</li> </ul>
<p><b>Specialty Foods</b></p> <ul style="list-style-type: none"> <li>Vermont Community Loan Fund   \$64,589 Low-interest loan program support (SPROUT)</li> <li>VAAFM Trade Shows   \$30,000 Trade Show Assistance grants</li> </ul>	<p><b>Nursery Crops</b></p> <ul style="list-style-type: none"> <li>Ardelia Farm   \$19,910 Sweat Pea plant production supplies</li> </ul>
<p><b>Wood Products Manufacturing</b></p> <ul style="list-style-type: none"> <li>Vermont Wood Works Council   \$20,000 Technical and financial support to wood product companies</li> <li>VT Housing and Conservation Board   \$80,000 Retirement and succession business planning</li> </ul>	<p><b>Primary Forestry: Sawmill</b></p> <ul style="list-style-type: none"> <li>Gagnon Lumber   \$120,000 Energy and production improvements</li> </ul> <p><b>Primary Forestry: Logging</b></p> <ul style="list-style-type: none"> <li>KJ Pratt Logging &amp; Tree Service   \$15,000 Firewood processor</li> </ul>

photo courtesy of VAAFM



## Vermont Community Loan Fund SPROUT Program

**41** jobs  
RETAINED

**22** jobs  
CREATED

For every \$1 of public funds to VCLF  
**\$5.44**  
the individual business

The \$142,478 Working Lands Enterprise Fund (WLEF) dollars expended to date has leveraged \$775,500 in Vermont Community Loan Fund (VCLF) capital lent to 21 working lands enterprises. These enterprises have retained 41 jobs and project to create 22 for a total job impact of 63. That equates to \$2,262 WLEF dollars per job created or retained.