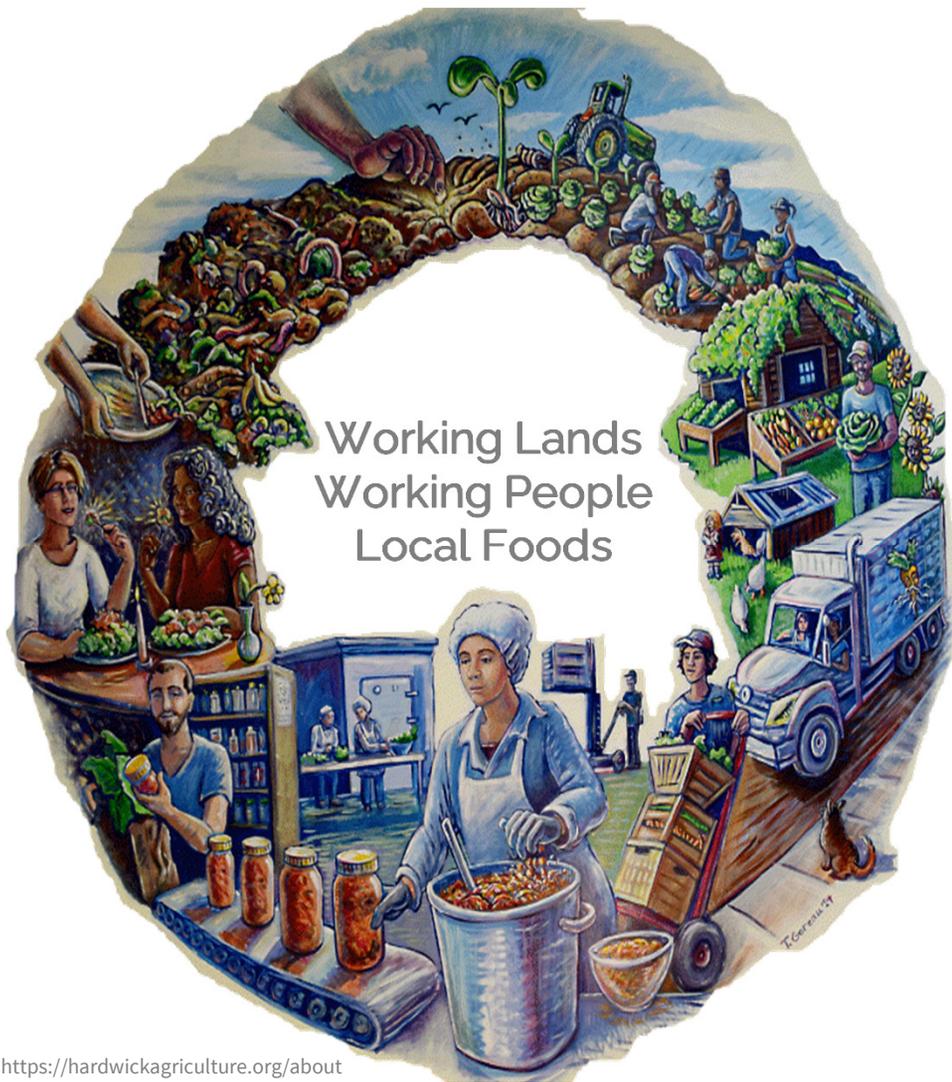


Expanding Local Food Markets & Vermont Agriculture

Jon Ramsay, Executive Director
Center for an Agricultural Economy



Center for an
Agricultural
Economy



<https://hardwickagriculture.org/about>

CAE's Work:



“Transforming our food system for social, economic, and ecological vitality.”



<https://hardwickagriculture.org/sites/default/files/documents/cae2019impactreportweb.pdf>

Whole Systems Approach

Education

Business Planning & Advising

Market Development

**Working Lands
Working People
Local Foods**

Food Access

Processing

Distribution



COVID Response

Food Access Support:

- **25,000** meals - local businesses & farms
- **\$38,000** food coupons
- **Over 65,000 lb** local produce



Photo by Kent Shaw



<https://www.nourishhardwick.org/pantry>



<https://www.greenfieldhighlandbeet.com/>



<https://www.facebook.com/ChandlerPondFarm>



<https://www.nourishhardwick.org/pantry>



Photo by Kent Shaw

COVID Response

Support to Farmers:

- 80 direct grants
- Technical Assistance + 60 farms
- Rapid response loans - VT Farm Fund



Photo by Kent Shaw



<https://www.nourishhardwick.org/pantry>



<https://www.greenfieldhighlandbeet.com/>



<https://www.facebook.com/ChandlerPondFarm>



<https://www.nourishhardwick.org/pantry>



Photo by Kent Shaw

**“We felt very appreciated,
very heartened, by people's
response to keep our
business going.”**

*- Hannah , Blue Ledge Farm,
COVID Micro-Grant Recipient*

**“The micro-grant was a quick process to get an
essential project done, sometimes you need that
drudge or little kick in the butt to make
something happen.”**

*- Christa Alexander,
Jericho Settlers farm*



Expanding Market Opportunities for Farmers



- **What are the gaps?**
 - **What markets are existing but hard to access?**
 - **How to increase the return to farms and food businesses?**
-

JUST CUT

Center for an
Agricultural Economy

Ready to use produce from Vermont Farms

- Farm to Institution Market Development
- We wash and peel, dice, or shred vegetables from regional farms for ease of use.



<https://www.nourishhardwick.org/meals>



<https://www.instagram.com/hardwickneighbors/>



JUST CUT

Center for an
Agricultural Economy



<https://www.nourishhardwick.org/meals>

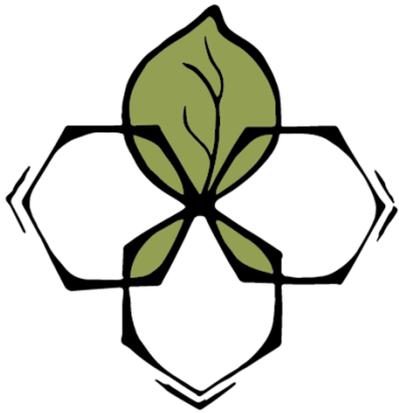
Just Cut by the Numbers

- 20 Farms
- 24 Institutions
- 180,000 pounds committed to buying in 2021



<https://www.instagram.com/hardwickneighbors/>

Photo by Kent Shaw



CAE Farm Connex

We Go Where you Grow

- Point to point delivery
- Cold chain delivery



<https://www.nourishhardwick.org/meals>

<https://www.instagram.com/hardwickneighbors/>



Photo by Kent Shaw

Producers



<https://www.nourishhardwick>

VERMONT VT DINNERS

PUMPKIN VILLAGE
FOODS

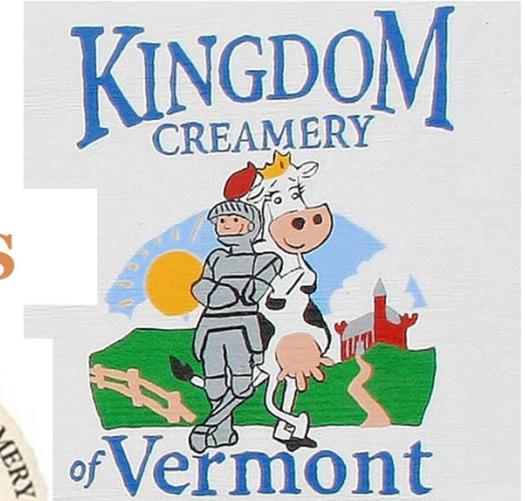
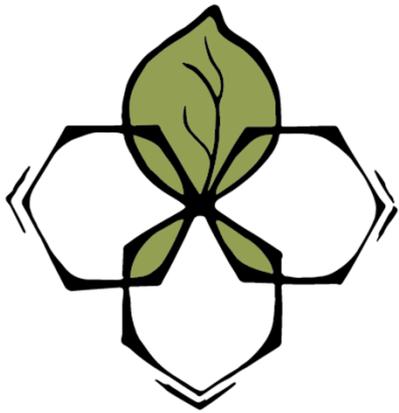


Photo by Krista Chay



CAE Farm Connex

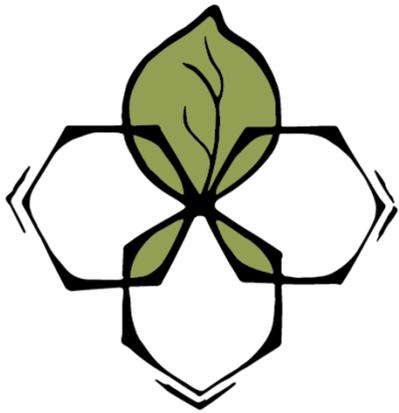
Expanding Capacity & Access

- 250 market destinations weekly
- Over 20 Routes per week across Vermont
- Over \$5million in products in 2020



<https://www.nourishhardwick.org/meals>

<https://www.instagram.com/hardwickneighbors/>



CAE Farm Connex

Growth Strategies

- Online producer platform - aggregation of orders
- Expand GMFD sales with institutions
- Expand market access for Just Cut
- Coordination with Vermont Food Hub Collaborative
- Infrastructure investments



<https://www.nourishhardwick.org/meals>

<https://www.instagram.com/hardwickneighbors/>

Thank you....



Center for an
Agricultural
Economy

