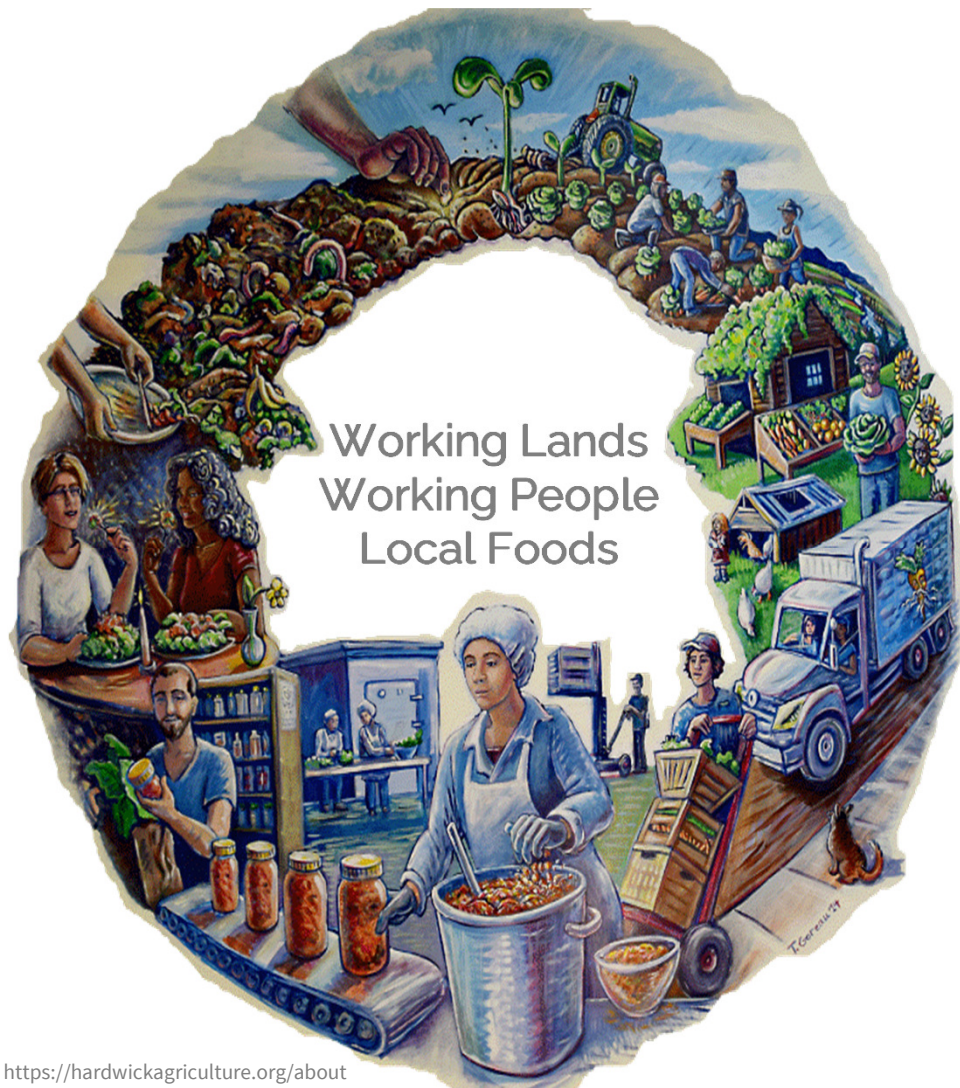


# Expanding Local Food Markets & Vermont Agriculture

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*

*Food  
Access*

**Working Lands  
Working People  
Local Foods**

*Processing*

*Distribution*



<https://hardwickagriculture.org/about>

# 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.greenfieldhighlandbeet.com/>



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



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



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



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*



Photos by Hannah Sessions

# 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?**

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**Center for an  
Agricultural Economy**

## Ready to use produce from Vermont Farms

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- 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/>



Photo by Kent Shaw





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

## Just Cut by the Numbers

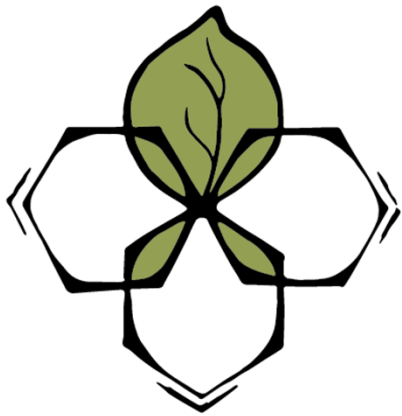
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- 20 Farms
- 24 Institutions
- 180,000 pounds committed to buying in 2021



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

Photo by Kent Shaw



# CAE Farm Connex

## We Go Where you Grow

- Point to point delivery
- Cold chain delivery



Photo by Kent Shaw



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

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



# Producers

VERMONT  
VT DINNERS



<https://www.nourishhardwick>

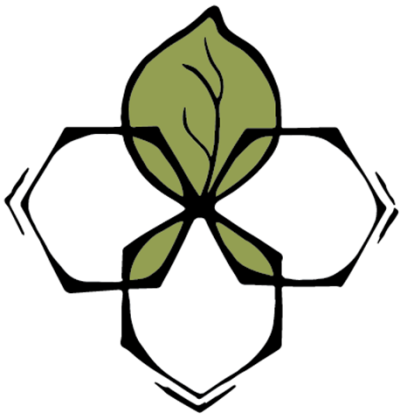


PUMPKIN VILLAGE  
FOODS



Photo by Kristi Chay





# CAE Farm Connex

## Expanding Capacity & Access

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- 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

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- 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....



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