



VHCBC

Vermont Farm & Forest Viability Program



Mission

To enhance the economic viability of Vermont farm, food and forestry enterprises.

Providing...

Business
& transfer
planning
services

Targeted
technical
assistance

Growth-
stage
mgmt
coaching

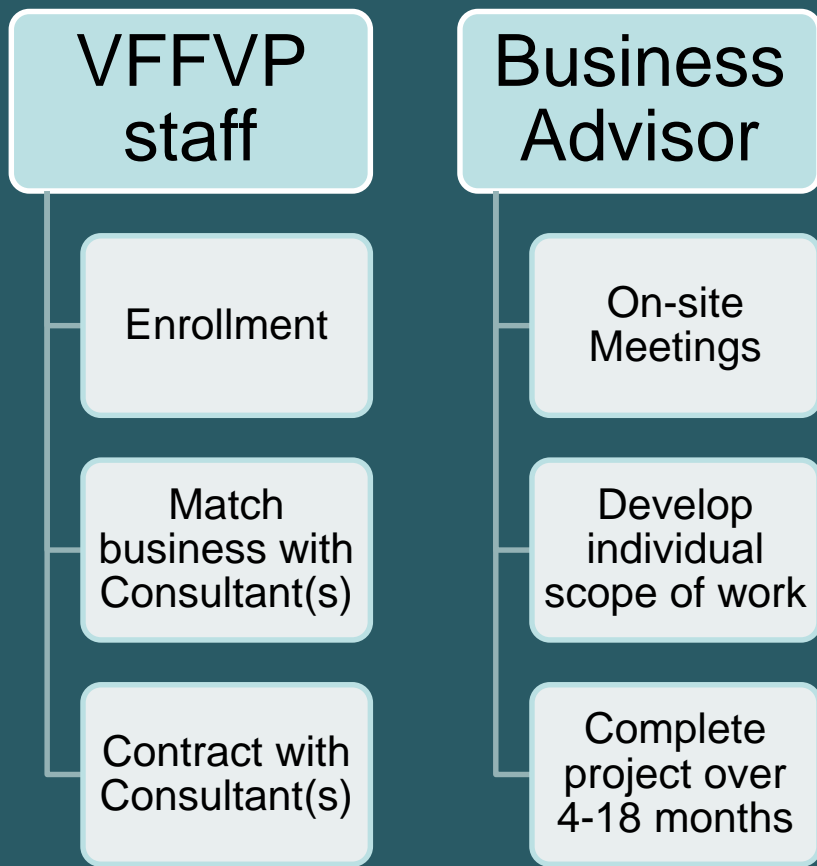
For...

Farm
businesses

Food systems
enterprises

Forestry &
forest products
businesses

How it Works



Steven Bick,
consulting forester,
Northeast Forests



John Ryan,
consultant and VT
Ag Development
Program Director



Matt Mole,
business consultant



Rosalie J. Wilson
Business
Development
Services

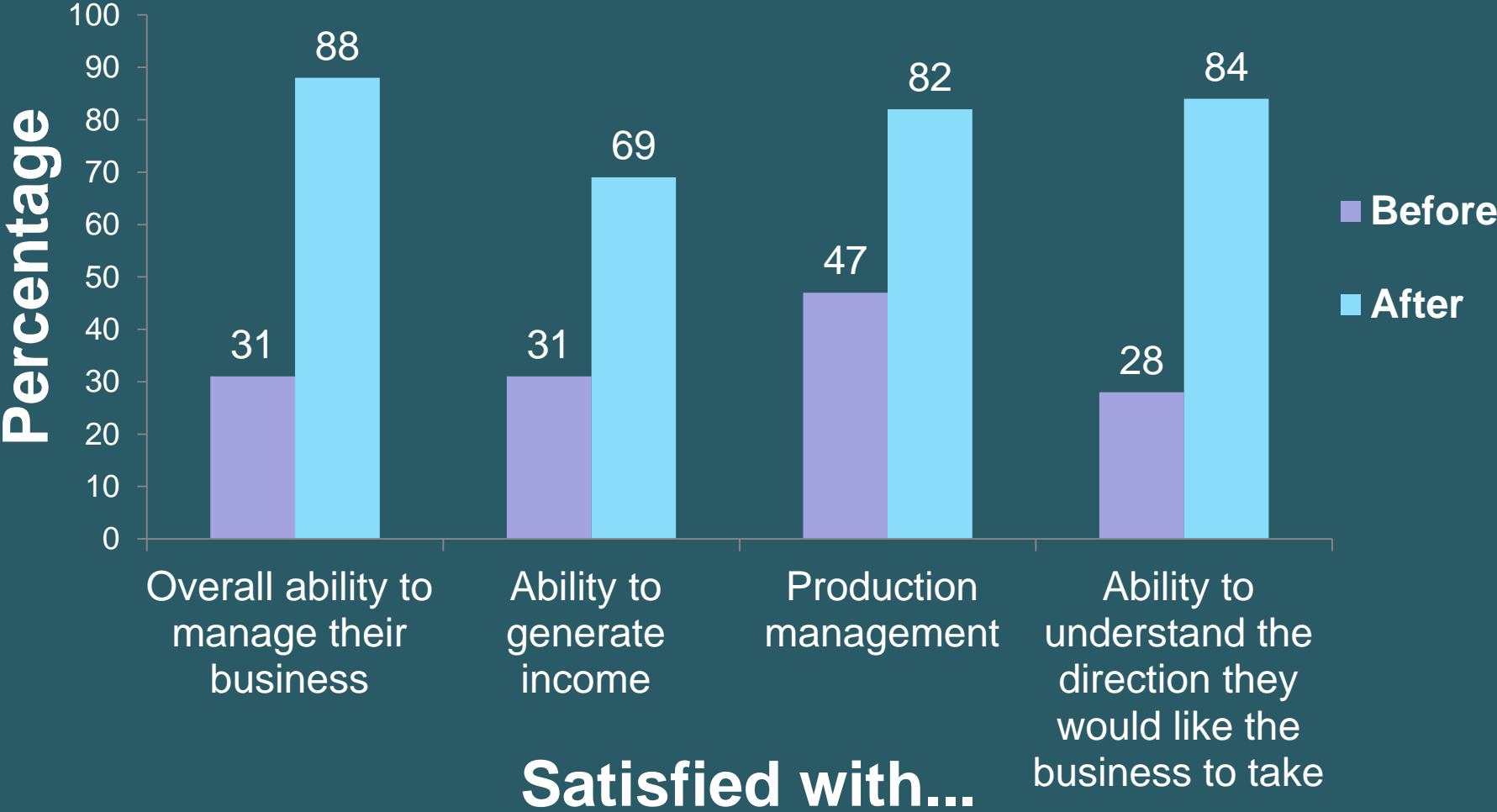


David Redmond, consultant
and CFO at Tablelegs.com

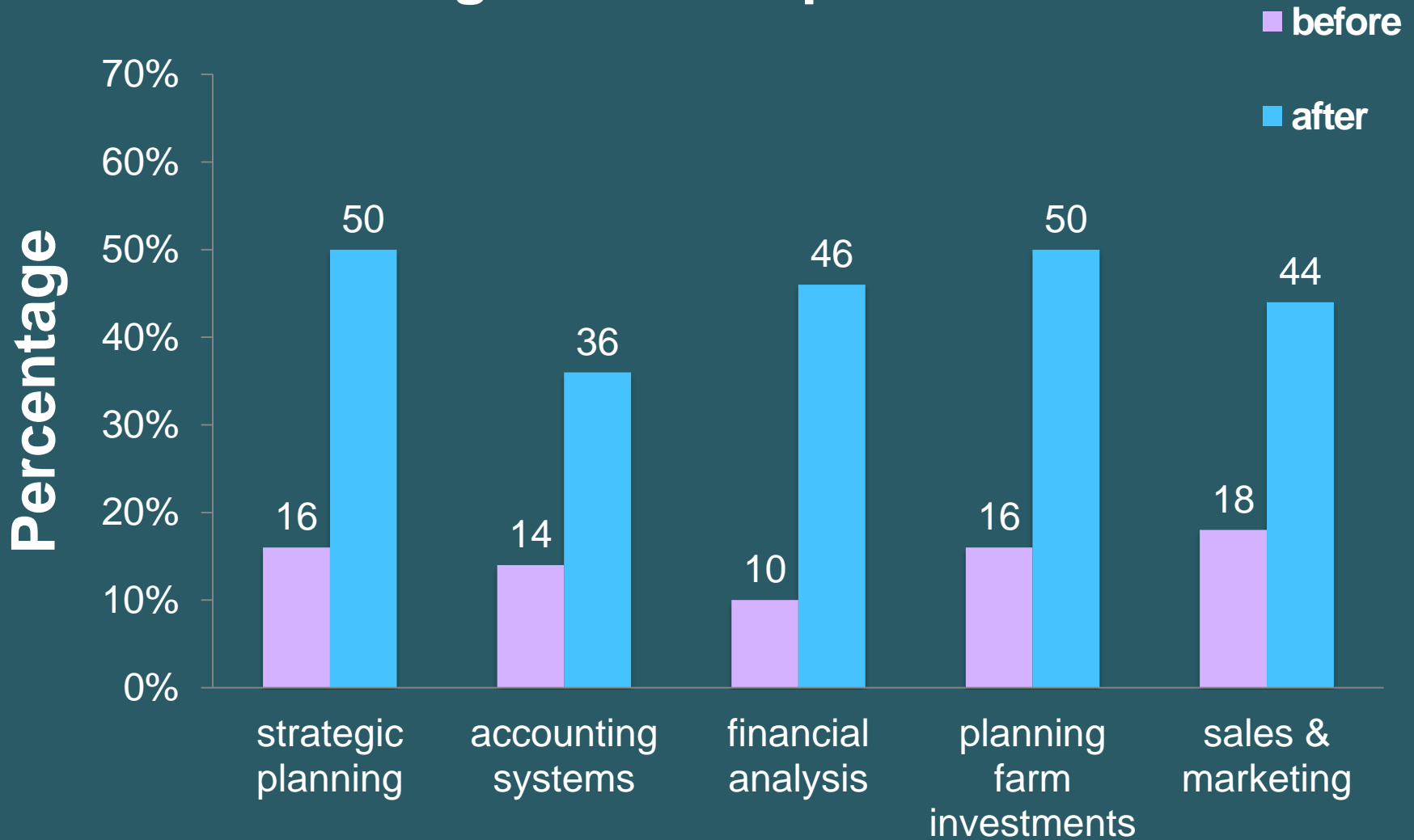
Program Impacts

- Enabling business owners to identify and meet their goals
- Increasing skills in business management, decision-making and financial record-keeping and analysis
- Implementing business expansions, generational or ownership transfers, and other transitions
- Increasing profits
- Accessing financing and other sources of capital
- Improving quality of life

Increase in Participants' Management Abilities After Program Participation



Increase in Business Management Skills After Program Participation



Highly skilled in...

Screamin' Ridge Farm & Joe's Soups, East Montpelier



Joe Buley and his wife Lori run a small diversified vegetable and berry operation, and manage a year-round multi-farm CSA. They have recently launched Joe's Soups (and sauces), which they create and package at the Mad River Food Hub.

Forestry & Forest Products sector:

A new pilot program with funding from the Working Lands Enterprise Initiative

- Woodlot owners
- Consulting foresters
- Loggers
- Sawmill and kiln enterprises
- Woodworking and manufacturing businesses



Pellet plant feasibility study, Northeast Kingdom



VFFVP will be collaborating with NCIC to fund a feasibility study for a new wood pellet manufacturing business in the Northeast Kingdom. The feasibility study will analyze sites, market potential, pricing structure, wood supply, and operations strategy. The plant is expected to produce around 20,000 tons of pellets per year to start, and will supply residential and commercial markets.

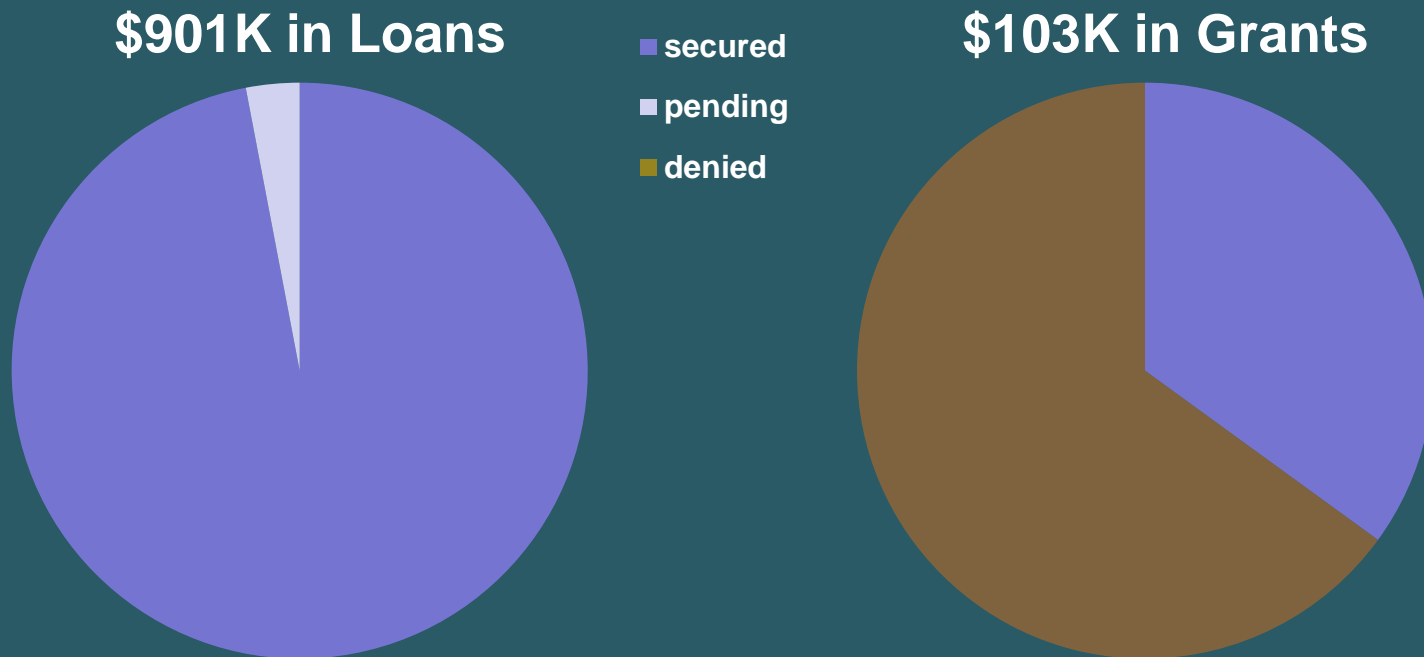
Vermont Wildwoods, Plainfield



Parker Nichols' specialty flooring and millwork business uses exclusively salvaged wood to supply the high-end architectural market. He enrolled in the program in 2013 to streamline his business, plan for a new production process, and market a new product line.

Facilitating Access to Capital

- 18 of the 2012 participants used their business plan to help them source financing
- Requests ranged from a \$400 grant to a \$400,000 loan for businesses ranging from 1 to 19 FTEs



Kimball Brook Farm, North Ferrisburgh



Cheryl & J.D. DeVos



Cheryl and JD DeVos originally enrolled their farm in VFVP in 2004 for assistance during their organic transition. From 2008-2012 we supported an evaluation of the feasibility of value-added processing, and they now operate a organic bottled milk business in Hinesburg.

Ela Chapin & Ian Hartman VT Farm & Forest Viability Program

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Vermont Salumi, Plainfield



Pete Colman worked with the program to complete a business plan for his cured meat and sausage business with Farm Viability consultant Matt Mole in 2011. In 2012 he received an agricultural infrastructure grant to update his facility in order to become commercially certified and has received technical assistance on food safety planning for the first inspected cured meat products made in Vermont.

Scholten Family Farm, Weybridge



The Scholtens enrolled in Farm Viability in 2004 to explore ways to improve profitability, working with Al Curler through UVM Extension to examine options for increasing energy efficiency and developing an on-farm cheese business.