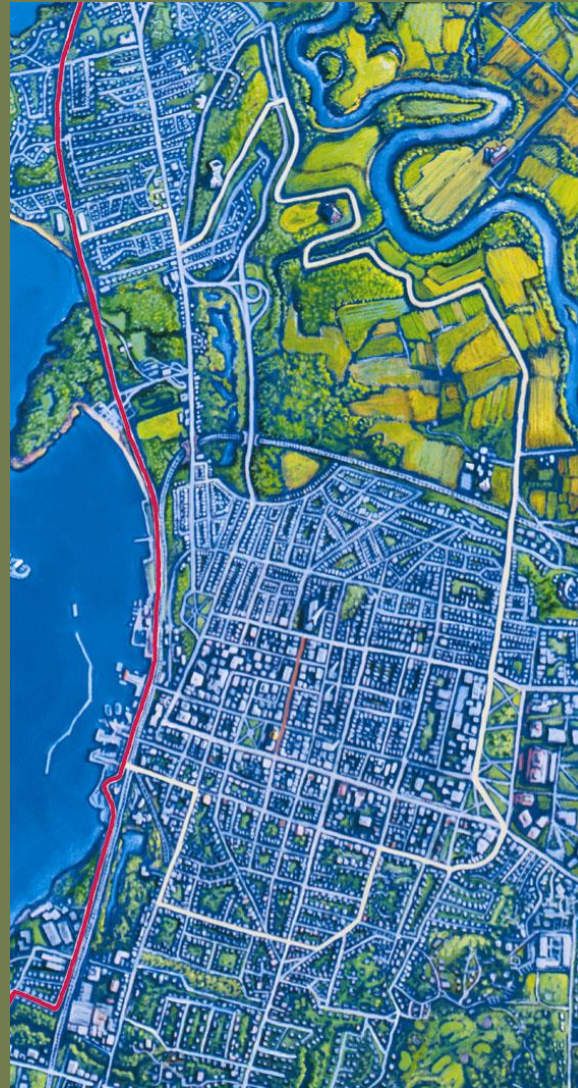


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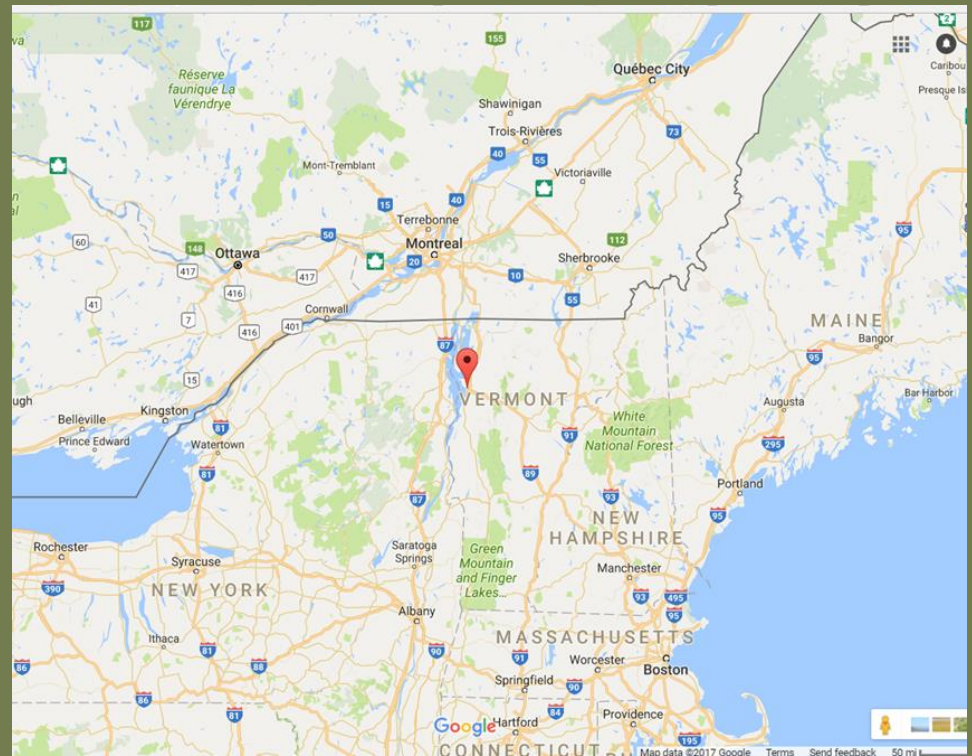
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45,000 in Burlington

200,000 Greater Burlington

Total population of Vermont  
is 625,000 (and declining!)



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We believe that **food**  
(the growing, moving, cooking, eating, and disposing of it)  
has the **power to transform** the world.

We seek to **change** the food system from one that is:

**Degrading → Restorative**  
**Anonymous → Familiar**  
**Industrial → Human-Scale**









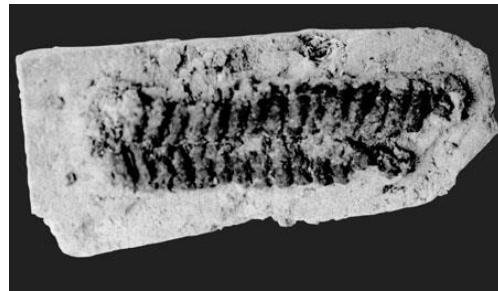




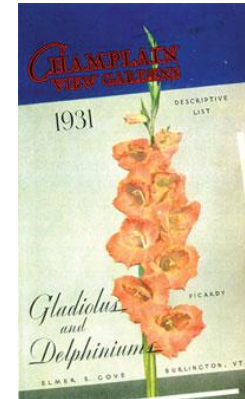
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## 500 BC-1700s CE Center of Abenaki Culture Farms



## 1770s-1940s Family Farms



## 1940s-1980s Abandonment and Disuse



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Enhance the Viability of  
Farming



To Promote the  
sustainable use and  
stewardship of land



To ensure community  
engagement in the  
food system





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## **Organizational Overview**

\$2.1 Million Annual Budget

46% Sales of products and services

39% Grants and restricted contributions

15% Community members and business partnerships

~20 FTE

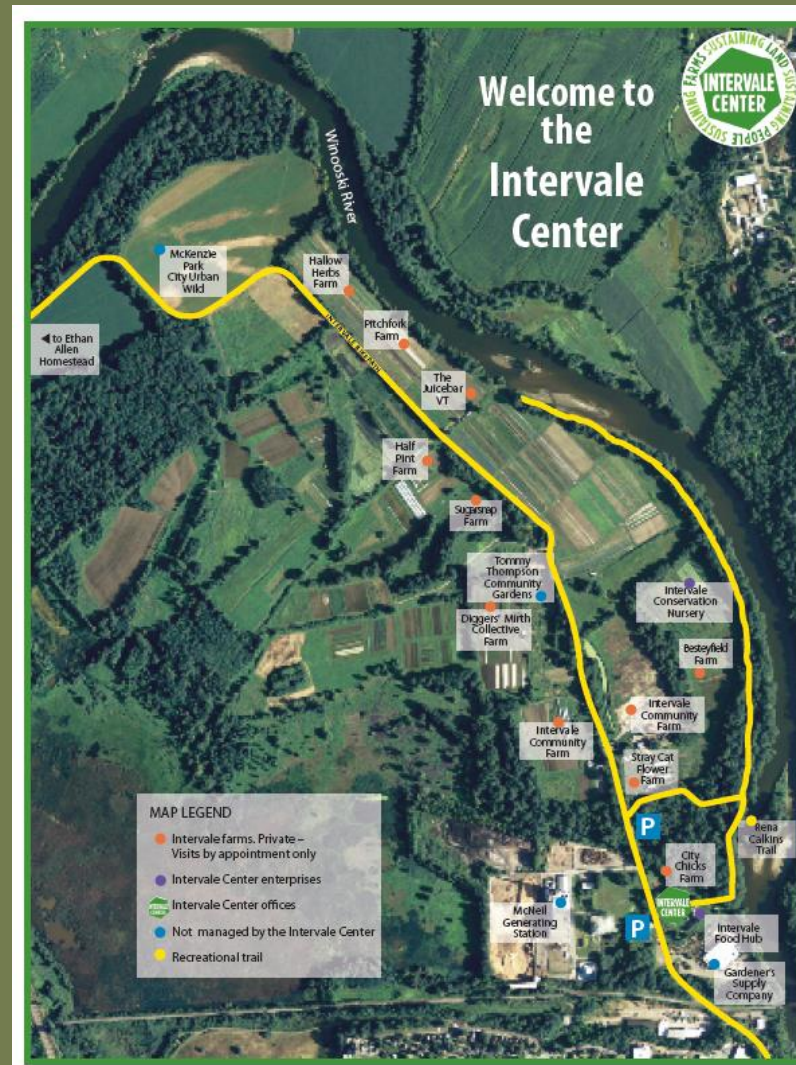
Manage 360 acres of land

Combination of leased and owned



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**Farm Incubator Program**



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## **National Incubator Farm Training Initiative**

- Education and technical assistance network
- Webinars, annual conference, regional groups
- About ~200 self defined incubator programs in network
- Refugees and American born clientele





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**Intervale Conservation Nursery**



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## Gleaning & Food Rescue



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Community





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## FARM BUSINESS SERVICES

ENGAGEMENT AREAS/  
SERVICE PROVIDERS

### Farm Viability Program

- Business Planning
- Cash Flow/ Enterprise Analysis
- Transfer Planning

### Partners

- Vermont Land Trust
- UVM Extension
- NOFA- VT
- Land for Good
- Center for an Agricultural Economy

### Land Access

- Purchase Readiness
- Land Search
- Land Assessment
- Purchase
- Transition Planning

### Partners

- Vermont Land Trust
- Land for Good
- UVM Extension
- NOFA- VT

### Beginning Farmer Services

- Feasibility Planning
- Production Planning
- Business Planning
- Budgeting/ Technical Assistance

### Partners

- Rutland Area Farm and Food Link
- UVM Extension
- NOFA- VT



CONCEPT

START- UP

OPERATING

EXIT

STAGE OF FARM BUSINESS



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Returning user? [LOGIN](#) [SIGN UP](#) 

 **Vermont Land Link**

[About](#) [Find a Farm](#) [Find a Farmer](#) [Add a Listing](#) [Resources](#)



[Find a Farm >](#)



[Find a Farmer >](#)

[Explore Recent Properties](#)



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## Goals for all of our Agricultural Service Programs

- Build management capacity
- Increase confidence and decision making skills

## Main Areas of work with beginning farmers

- Resource connections
- Explanation of financial statements
- Business plan development
- Lending process
- Land access
- Production skills and knowledge





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## Vermont Farm & Forest Viability Program

- Program of **Vermont Housing and Conservation Board** which was started in 1987 with the goal of “creating affordable housing for Vermonters, and conserving and protecting Vermont’s agricultural and forestlands, historic properties, important natural areas and recreation lands.”
- Since 1987 there have been \$284 million in state funds invested by VHCB and an addition \$1 billion from federal and private sources.
- State funds mainly come from property transfer tax, written into statute
- VFFVP provides,
  - Business & transfer planning services
  - Targeted technical assistance
  - Growth stage management coaching
- They support
  - Farm businesses
  - Food system enterprises
  - Forestry & Forest products businesses



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- VFFVP provide enrollment in the program and then match businesses with contracted advisors
- Advisors are a mix of the staff of organizations such as the Intervale Center as well as independent consultants
- 2 year process that costs about \$11-17,000 per farm
- 644 farms have gone through the program





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## Vermont Land Trust

Conserving Land for the Future of Vermont



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Thank you! Questions?

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