

**FARMERS TO YOU LLC | BERLIN, WASHINGTON COUNTY | WWW.FARMERSTOYOU.COM**

Since 2010, Farmers to You (FTY) has connected Vermont farmers with Boston-area families through weekly deliveries of food they order through the FTY website. FTY handles marketing, aggregation, and customer service so that farmers can focus on what they do best—growing quality food using sustainable, organic methods. FTY arranges pick-up, delivery and payment so that families can focus on what they need most—time to share quality food with each other. FTY currently delivers high quality, fresh food from Vermont (and some New Hampshire) farmers and value added food producers to an average of 400 families per week.



Farmers To You staff.

The Flex Fund's investment was used to support FTY's expansion to a new, larger hub facility, purchase equipment, add key staff, and streamline their website. FTY leveraged Flex Fund funding to secure additional royalty financing from key Boston-area investors. **In purchasing from over 40 Vermont farmers and value-added food producers, FTY is helping keep an estimated 4,200 farm acres in production in Vermont.** FTY is fostering increased processing of locally-grown food, like fresh cheeses, soups, sauces, and frozen vegetables by helping Vermont producers gain access to urban markets like Boston. Since their launch in 2010, FTY has added \$500,000 of new revenue to their partner farmers and they project adding another \$500,000 in the next year.

*"We are very happy to have found a partner in the VSJF Flexible Capital Fund. Seeking outside funding was a delicate process as our business model doesn't fit well with a traditional debt or equity funding. The Flex Fund's unique structure works for growing food businesses like ours that are concerned with the triple bottom line of profits, people, and the planet. With these investments, we will better serve our partners, Vermont farmers and families in the Boston area, and continue to strengthen our local food system."*

– Gregory Georgaklis, Founder and Owner, Farmers to You

**AEGIS WIND, LLC | WAITSFIELD, WASHINGTON COUNTY | WWW.AEGISWIND.COM**

Aegis Wind is a leading community scale wind turbine integrator that has installed fourteen community scale wind turbine projects throughout the eastern US. Aegis offers a full range of services consisting of industry-leading system design, project financing options, procurement and logistics, installation, maintenance, and client technical training.

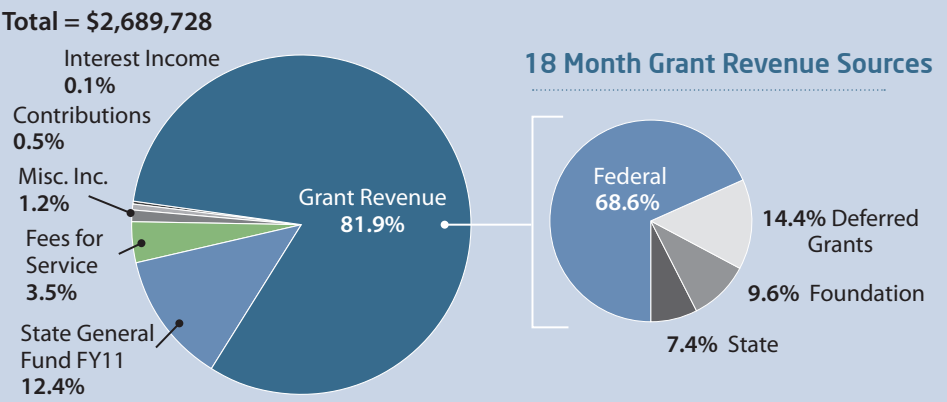


Wind turbine at Heritage Aviation.

The Flex Fund's investment was used to spin off the wind division of a Colorado based solar installation company into a new LLC—keeping 5 full time jobs in Vermont and ensuring the company can stay and grow here. Aegis Wind is a mission-based company that is dedicated to providing small scale, wind-sourced clean energy solutions to their customers—farms, municipalities, schools, and businesses.

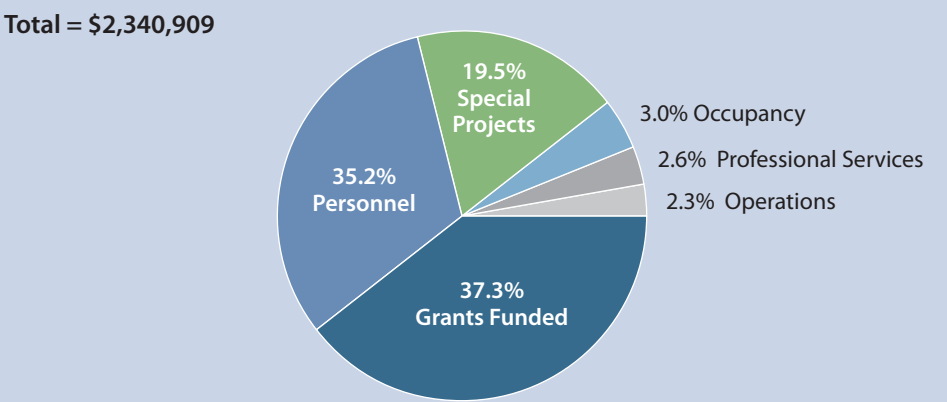
To learn more about the Flex Fund, contact Janice St. Onge at [janice@vsjf.org](mailto:janice@vsjf.org).

**FY12 + 2nd Quarter FY13 VSJF Revenues by Sources**



Note 1: Federal Grant Revenue Sources include USDA RBEG funds, HUD-EDI funds and US Department of Energy Funds. Deferred Grants represent foundation funding received in previous fiscal year but expensed in FY12.

**FY12 + 2nd Quarter FY13 Expenses by Category**



Note 2: Special Projects are expenses related to specific market development initiatives and/or are connected to specific grantee support services. Professional Services include accounting, audit and legal expenses. Expenses in excess of revenue were covered by retained earnings.

VSJF Staff	Board of Directors (FY12)
Ellen Kahler, EXECUTIVE DIRECTOR	Edward J. Kiniry (Chair), RETIRED
Janice St. Onge, DEPUTY DIRECTOR, PRESIDENT OF VSJF FLEXIBLE CAPITAL FUND, L3C	David Lane (Vice-Chair), YANKEE FARM CREDIT
John Ryan, AGRICULTURE DEVELOPMENT PROGRAM DIRECTOR	David Marvin (Secretary / Treasurer), BUTTERNUT MOUNTAIN FARM
Netaka White, BIOENERGY PROGRAMS DIRECTOR	Lee Bouyea, FRESH TRACKS CAPITAL
Erica Campbell, FARM TO PLATE PROGRAM DIRECTOR	Joan Goldstein, GREEN MOUNTAIN ECONOMIC DEVELOPMENT CORPORATION
Sarah Galbraith, FARM TO PLATE NETWORK MANAGER (FY13)	Kelly Launder, DEPARTMENT OF PUBLIC SERVICE
Jake Claro, FARM TO PLATE NETWORK ASSISTANT (FY13)	Lawrence Miller, AGENCY OF COMMERCE AND COMMUNITY DEVELOPMENT
Anthony Mennona, FINANCE MANAGER (FY13)	William Murray, BERKELEY & VELLER GREENWOOD COUNTRY REALTORS
Scott Sawyer, RESEARCH, EVALUATION, AND COMMUNICATIONS COORDINATOR	Lenae Quillen-Blume, VERMONT SMALL BUSINESS DEVELOPMENT CENTER
Heather Pipino, OFFICE MANAGER (FY12)	Chuck Ross, AGENCY OF AGRICULTURE, FOOD AND MARKETS
	Nancy Wood, HOME, FARM & GARDEN RESEARCH ASSOCIATES, LLC, & THE CHARLOTTE NEWS

**Vermont Sustainable Jobs Fund**

[www.vsjf.org](http://www.vsjf.org)

**FY2012 PROGRAM UPDATES AND ACCOMPLISHMENTS**

- FARM TO PLATE**
- VERMONT FOOD SYSTEM ATLAS**
- VERMONT AGRICULTURE DEVELOPMENT PROGRAM**
- FLEXIBLE CAPITAL FUND**
- PEER TO PEER COLLABORATIVE**
- VERMONT BIOENERGY INITIATIVE**
- RENEWABLE ENERGY ATLAS**



## FARM TO PLATE STRATEGIC PLAN: Food system development is sustainable development

Today, over 200 organizations—including food system businesses, nonprofits, government agencies, educational institutions, and capital providers—make up the diverse **Farm to Plate Network**. The six **Working Groups**, four **Cross-Cutting Teams**, and a growing number of **Task Forces** have accomplished a lot this past year, moving Vermont closer to achieving the 25 goals in the **10-Year Farm to Plate Strategic Plan**.

- To increase institutional consumption of local foods, the **Aggregation and Distribution Working Group** held a match-making event with *Sodexo* and Vermont producers and processors (Goal 2 of the Farm to Plate 10-Year Strategic Plan).
- To support existing producer and processor associations and better serve their members, the **Technical Assistance for Producers and Processors Working Group** is surveying these associations to access their funding and staffing needs (Goal 19).
- To better align food education with today's food system careers, the **Education and Workforce Development Working Group** is planning a new Governor's Institute on Sustainable Food Systems at *Vermont Technical College* in 2013 (Goal 24). The group completed a workforce needs assessment that makes 10 recommendations for developing career pathways in Vermont's food system (Goal 17).
- To improve dairy viability, the **Dairy Development Working Group** is developing a guidebook for professional development and technical assistance (Goal 8).
- To stimulate agricultural development and prevent farmland loss, the **Land Use Planning Task Force** is developing a community resource guide that provides model planning and zoning policies (Goal 5).
- To promote viability and vibrancy of New England's value-added meat industry, the **Meat Processing Task Force**, led by VAAFM and *NOFA Vermont*, were awarded a USDA Federal-State Marketing Improvement Grant for "Scaling Up New England's Meat Industry" (Goal 7).
- The **Close the Loop Coalition Task Force** is coordinating resources to meet Vermont's Act 148 organics diversion target of 100% by 2020 (Goal 14).

To learn more about the F2P Strategic Plan, contact Erica Campbell at [farm2plate@vsjf.org](mailto:farm2plate@vsjf.org).

## COMING SOON!



VSJF could not continue without the generous support of our many funding partners including:

Castanea Foundation | Claniel Foundation | Clean Energy Development Fund | Green Mountain Coffee Roasters | Henry P. Kendall Foundation | High Meadows Fund | Jane's Trust | John Merck Fund | USDA Rural Development | US Department of Energy | US Department of Housing & Urban Development | Vermont Agency of Agriculture, Food and Markets | Vermont Agency of Education | Vermont Agriculture Innovation Center | Vermont Community Foundation | Vermont State General Fund | Anonymous (1)

## VERMONT AGRICULTURE DEVELOPMENT PROGRAM: Business coaching to reach expansion goals

In its second year as a joint program of the Vermont Sustainable Jobs Fund and **VHCB's Farm Viability Program**, the Ag Development Program (VADP) provides critical **venture coaching** to value-added businesses that are building markets and infrastructure for other Vermont agricultural enterprises and the local or regional food system.

The VADP takes the time to understand each client company—its strength and weaknesses, opportunities and threats—then works to help chart a unique course to meet their goals for successful market and product expansion, greater control over operational costs, and greater profitability. In the process, the VADP strengthens their management capacity, hones their financial, operational and marketing plans, and helps them access needed capital.

The first cohort of VADP Clients saw their combined revenue and net income increase by more than 20% during their year in the program. Four of the eight clients have already undertaken facility expansions. In total, they have raised over \$1.5 million in grants, borrowing, and equity financing since starting with the VADP.

One of the VADP's newest clients, **Y Enterprises** in Ryegate, illustrates what the program hopes to achieve in supporting the infrastructure of Vermont's food system. **Y Enterprises** doesn't grow or make any food products. Instead, they fabricate, adapt, repair, and maintain the equipment that Vermont's food businesses need to function. Their clients range from *Vermont Soy* and *Kingdom Creamery*, to *Green Mountain Coffee Roasters* and *Gringo Jacks*, to the *Vermont Food Venture Center*. They are treasured by their clients for what they do and have an appetite for doing more of it. The VADP is helping **Y Enterprises** think strategically about their growth in terms of marketing, systems and organizational development, and capital needs. They have begun hiring new employees to meet the growing need for their services and plan significant expansions in the year ahead.



Bob Yaroshevich of Y Enterprises installing new bottling equipment at Vermont Soy in Hardwick.

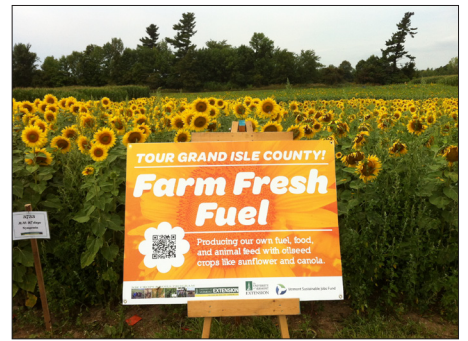
To date, the VADP clients include:

- **AQUA VITEA, SALISBURY / ADDISON COUNTY**
- **CHAMPLAIN ORCHARDS, SHOREHAM / ADDISON COUNTY**
- **DEEP ROOT ORGANIC CO-OP, JOHNSON / LAMOILLE COUNTY**
- **EDEN ICE CIDER COMPANY, W. CHARLESTON / ORLEANS COUNTY**
- **FARMERS TO YOU, JOHNSON / LAMOILLE COUNTY**
- **FREEDOM FOODS, RANDOLPH / ORANGE COUNTY**
- **GROW COMPOST OF VERMONT, MORETOWN / WASHINGTON COUNTY**
- **PETE'S GREENS, CRAFTSBURY / ORLEANS COUNTY**
- **THE ROYAL BUTCHER, BRAINTREE / ORANGE COUNTY**
- **SUGAR SNAP, BURLINGTON / CHITTENDEN COUNTY**
- **VERMONT FOOD VENTURE CENTER, HARDWICK / CALEDONIA COUNTY**
- **VERMONT LIVESTOCK SLAUGHTER AND PROCESSING, FERRISBURGH / ADDISON COUNTY**
- **VERMONT SOY, HARDWICK / CALEDONIA COUNTY**
- **WESTMINSTER MEATS, WESTMINSTER STATION / WINDHAM COUNTY**
- **Y ENTERPRISES, RYEGATE / CALEDONIA COUNTY**

To learn more about the Vermont Agriculture Development Program, contact John Ryan, [vadp@vsjf.org](mailto:vadp@vsjf.org).

## VERMONT BIOENERGY INITIATIVE: Fostering a viable bioenergy sector in Vermont

Since 2005, the VBI has accelerated the development of sustainable on-farm bioenergy production by providing technical assistance and nearly \$3M in grants that focus on making biodiesel from oilseed crops to power farm equipment (and produce a livestock feed co-product), grass fuels for heating, and microalgae as a biofuel feedstock.



Sunflowers in Grand Isle grown for biodiesel production.

In 2012, Grand Isle County Farmers launched their **Farm Fresh Fuel Project**. With the help of a \$50,000 VBI grant:

- Almost 90 acres of sunflowers were planted and 30 tons of sunflower seeds were harvested.
- 3,000 gallons of oil from the seeds will be processed into biodiesel to heat the growers' homes and power their farm equipment, for a combined fuel savings of over \$5,250.
- 26 tons of high protein sunflower meal (a co-product from the oil extraction) will be used as an animal feed ingredient or soil amendment.
- The experience of these growers has added to a body of knowledge that will help other farms be more energy self-sufficient with renewable fuels made from locally grown feedstocks.

As 2012 came to a close, VSJF wrapped up production on a 90-minute, documentary style video series in 10 episodes titled, **Bioenergy NOW! Made in Vermont**. The educational series, which was filmed during 16 months of project activities, shows the people leading the Vermont Bioenergy Initiative and how they are forging the connection between diversified agriculture and renewable energy production. This significant and exciting undertaking is now ready for public distribution to an audience of agricultural professionals, farmers, college and vocational tech students and others. The films can now be seen and shared in HD at the VSJF YouTube channel; <http://www.youtube.com/user/VermontBioenergy>

To learn more about the VBI, contact Netaka White, [netaka@vsjf.org](mailto:netaka@vsjf.org).

