

# AGRiVIEW



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## Accessory on Farm Businesses: Expanding and Supporting Vermont Farms

By Kaitlin Hayes, VT Agency of Agriculture, Food & Markets

**F**armers worldwide have been actively seeking ways to broaden their income revenue streams and support growing interests through diversification of their farming operation. These additional accessory businesses compliment traditional agricultural activities while increasing the public audience that is drawn to the farm. Accessory businesses in Vermont can include the hosting of on-farm social events, farm tours and stays, or the sale of products from the farm operation and from fellow producers to offer a greater variety of delicious local agricultural products at one



location.

The Accessory On-Farm Business (AOFB) statute was passed by the Vermont Legislature in 2018 with the support of the Agency of Agriculture, Food and Markets (the Agency) and many other partners. AOFBs are add on businesses for

farm operations that cannot be prohibited by local municipalities, although the business may be required to go through local site plan review as part of their establishment if the respective town has applicable zoning ordinances. Only farms that fall under the jurisdiction of the

Agency are eligible to have AOFBs present on their farm. The Agency can help farmers determine whether they meet this threshold. Farms that are eligible for AOFBs are required to comply with the Required Agricultural Practices (RAPs) Rule, you can learn more at [agriculture.vermont.gov/rap](http://agriculture.vermont.gov/rap).

Accessory businesses that are eligible as an AOFB must meet one or both of the following descriptions:

- The storage, preparation, processing, and sale of qualifying products, provided that more than 50 percent of the total annual sales are from products that are principally produced on the farm at which the business is located.

*continued on page 7*



**Vermont Agency of Agriculture, Food & Markets**

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## THE VIEW FROM 116 STATE STREET

## Farmers to Families Food Box Program

You may have seen the long lines this spring for those seeking food. The images of cars lining up for food at drop points were astonishing across Vermont. The pandemic forced many to seek food donations to get through this difficult time in our history.

Vermonters took part in a national program. It was the Farmer's to Food Box program launched by the United States Department of Agriculture.

Two Vermont organizations were awarded contracts by the USDA to provide boxes of food including milk, cheese, vegetables, and chicken. The seven-week effort not only addressed food insecurity, but it provided critical market support to food and businesses impacted by COVID-19. The programs supported regional and local distributors whose employees were significantly impacted by the closure of many restaurants, hotels, and other food service entities.

The two organizations awarded USDA funding, The Abbey Group and Willing Hands, purchased much of the food from Vermont farm and food businesses that have been impacted by COVID-19. It included several million dollars' worth of Vermont milk, dairy products and produce purchases. This effort with several partners including the Agency of Agriculture, The Vermont Food Bank and The Vermont National Guard. It was Vermont at its finest. This was really about Vermonters helping Vermonters with groups helping feed Vermonters in need with food grown and processed right here in the Green Mountains. Thanks to all who made it

happen. It was meaningful. Job well done Vermont.

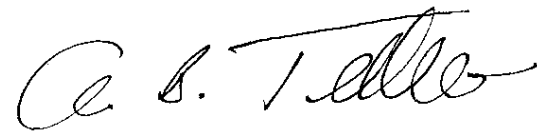
## Fairs and Festivals

As the weather gets warmer, Vermonters are comforted by the simple pleasures of summer, among them, fun with friends at Vermont country fairs and festivals. My own family has enjoyed fairs all over the state year after year. Unfortunately, COVID-19 has caused this summer's fairs and festivals to be cancelled. I am certain that many who have treasured the tradition over the years will miss Vermont's fairs and festivals.

Our fairs and festivals present the chance for agricultural exhibitors, commercial vendors, and non-profit organizations to highlight their products, practices, and livelihood that are an essential part of maintaining Vermont's working landscape and contribute valuable economic resources to their communities.

Our fairs offer us all the opportunity to meet with friends and neighbors, see blue ribbons proudly on display, eat fried dough and maple cotton candy, and gather as a community. While these meals, contests, shows, and special events will be greatly missed in 2020, agriculture and food businesses are working hard to maintain the many exciting and new creative ways we can experience all that Vermont agriculture has to offer.

I encourage you to take a moment to discover more of what is out there—either just down the road or all the way across the state; we certainly have lots of wonderful food and drink options, beautiful places to visit, and so much to appreciate. While we will miss our fairs and field day activities over the coming months, the Vermont's incredible food and beverage businesses are endless.



Anson Tebbetts, Secretary, Agency of Agriculture, Food & Markets

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ANSON TEBBETTS, Secretary  
Agency of Agriculture,  
Food & Markets

TERRY SMITH

Editor

FAITH RAYMOND, Managing Editor

Advertising and subscriptions:

E-mail: [agr.agriview@vermont.gov](mailto:agr.agriview@vermont.gov)

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## This Month's Recipes

*These recipes call for fresh horseradish root. If you use prepared horseradish, make sure to drain it well and reduce the amount of salt called for.*

### Vermont Bloody Mary

3 oz. tomato juice  
1 1/2 oz. Vermont-made vodka  
1 1/2 teaspoons (1/4 oz.) lemon juice  
4 generous dashes Worcestershire sauce (about 2 teaspoons)  
1/4 teaspoon freshly grated horseradish root (or more of you prefer)  
1-2 dashes cayenne pepper (or a dash or two of your favorite hot sauce)  
Pinch sea salt or celery salt  
3 grinds from a pepper mill set to coarse (or a pinch of ground black pepper)

Add all ingredients to a cocktail shaker, add ice, and shake until just chilled. Strain over a glass with fresh ice, garnish according to your whim, and serve.

### Horseradish Cream

2/3 c. sour cream  
1/3 c. heavy cream  
2 tablespoons freshly grated horseradish  
1 teaspoon apple cider vinegar  
1/2 teaspoon salt

Whisk all ingredients together in a

bowl. Chill for at least four hours. Cream will thicken and develop a more pronounced horseradish flavor as it sits. Adjust seasonings to taste before serving. You can also thicken the sauce at this time with more sour cream, or thin with more heavy cream. Serve as a sauce with steamed or grilled vegetables, as a dip with chips or raw vegetables, or as a spread for sandwiches. Asparagus makes an excellent pairing in the spring.



Fresh horseradish root.

## VERMONT FOOD SYSTEM PLAN PRODUCT BRIEF

# Grass-Fed Beef

**Editor's note:** This brief was part of the Vermont Agriculture & Food System Plan: 2020 which was presented to the legislature in January of this year.

Lead Author: Jenn Colby, UVM  
Center for Sustainable Agriculture  
Contributors:

- Chip Morgan, Vermont Beef Producers Association
- Meghan Sheradin, Vermont Grass Farmers Association
- Kevin Channell, former Farm Business Specialist at Intervale Center
- Marc and Cheryl Cesario, Meeting Place Pastures

## What's at Stake?

The market for beef labelled “grass-fed” has been growing quickly across the nation, from \$17 million in 2012 sales to \$272 million in 2016 sales.<sup>1</sup> Adding value through a production system and/or marketing label can bring higher prices paid to the farmer, and potentially higher farm profitability overall. That said, with increased demand comes increased national and international competition as well as a heightened need to improve Vermont beef genetics and grazing

management in order to create year-round quality and consistency for local and regional wholesale markets. Beef represents an exciting opportunity for young and aging farmers, whether animals are grass- or grain-finished in Vermont or sold live into larger regional outlets, but will require focused coordination in order to grow within regional markets and maximize profitability and the benefits to Vermont's farm economy.

## Current Conditions

Grass-fed beef is experiencing a rising demand from consumers regionally, nationally, and internationally. Vermont is well positioned to serve grass-fed beef market demand in the Northeast, as we are able to grow grass at times of the year when other parts of the country experience drier conditions due to climate change-induced droughts, and because additional acreage could be converted from corn and hay that had been serving the dairy industry into grassland for beef production.

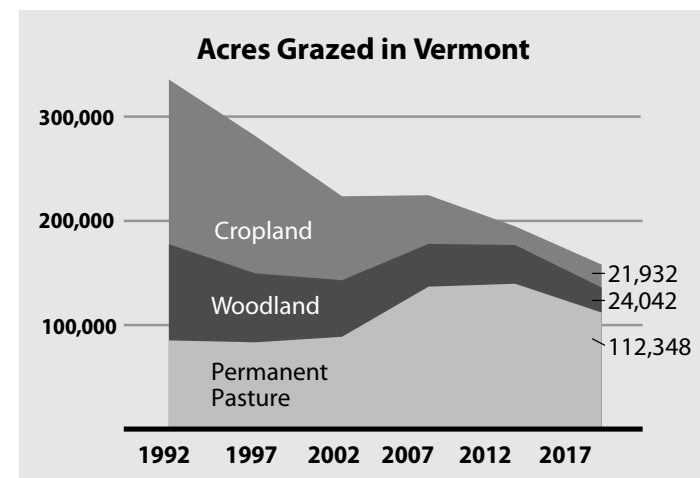
In 2017, Vermont had 1,400 beef cattle farms with more than 15,000 animals, a 37% increase over 2012. When managed well, grass-based beef and other livestock farms have

been shown to increase soil fertility, improve water quality, sequester carbon, encourage biodiversity of soil microbes and wildlife, encourage farm profitability and farmer quality of life, produce high-quality meat with increased beneficial nutrients, and preserve a working landscape that enhances Vermont's visual attraction to visitors and residents.

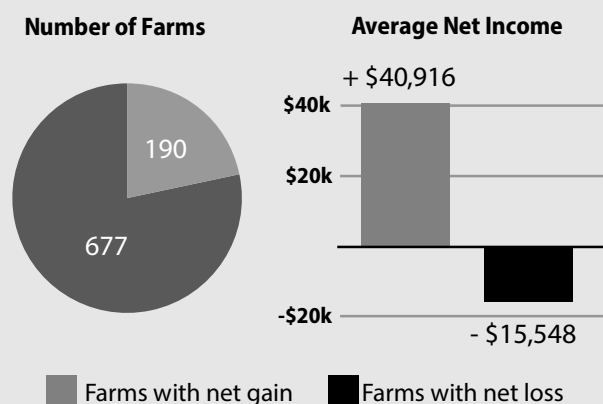
While offering the above benefits,<sup>2</sup> the way that grass-based beef has historically been produced has been challenging financially for producers. Vermont beef farms often manage a complete birth-to-death cycle, raising animals through one or two winters, which requires expensive winter feed (i.e., hay) that deeply affects profitability. Slaughter and processing plants are financially strained by the seasonality of demand for their services. Additionally, the limited availability of less-expensive cattle feed (such as grass), genetic variability, speed of weight gain, and wide differences in grazing management skills can cause inconsistent quality in the meat eating experience.

## Bottlenecks & Gaps

- Beef production requires large amounts of capital to get started, outside of the cost of acquiring land.<sup>3</sup>



## 2017 Net Cash Farm Income of Vermont Farms with Revenue Primarily from Beef Cattle\*



\* The Census of Agriculture counts both the total number of farms with any beef cattle inventory (1,399 farms), and the number of farms generating 50% or more of their income from beef cattle sales (867 farms).

The Agency of Agriculture, Food & Markets is deeply saddened by recent events that painfully illustrate the systemic racism in our country. The Agency embraces the inherent value of diversity and supports work to eliminate inequities associated with race, language diversity, socioeconomic status, and other forms of marginalization. We recognize that the effects of racism are caused not only by the actions of individuals, but also by the policies and practices of institutions. Therefore, we support Governor Scott's creation of a Racial Equity Task Force to address racial, ethnic, and cultural equity across Vermont. We cannot achieve our mission to support the growth and viability of Vermont's agriculture and food system without confronting pervasive barriers to diversity and inclusion. We are committed to working both within our Agency and with partners to cultivate and celebrate diversity in Vermont agriculture and invest in fostering a more fair and equitable food system.

- There are longstanding cultural expectations among farmers and consumers that farmers must manage every stage of the beef life cycle, regardless of farm size, production system, or skill set.
- There is a need to balance importing animals from other U.S. regions, in order to improve genetics for weight gain in forage-based systems, with the necessary protections to track animal movement and reduce the spread of disease.
- We need grazing management practices that produce the most profitable beef.
- The lack of a clearly defined, USDA-recognized “grass-fed” beef label outlining specific production practices, ingredients, and/or

continued on page 4

# The 2020 Vermont Breakfast on the Farm Season Off to a Great Start

By Scott Waterman, VT Agency of Agriculture, Food & Markets

While our state continues to adapt to the health and safety concerns of COVID-19, the Vermont Breakfast on the Farm Committee met this challenge by turning to an online live dairy

farm tour to continue their educational mission. Over 1,800 people attended the event that took place on the Newmont Farm in Bradford, VT. The Gladstone family provided an educational tour through their dairy farm live on the web.

As with every Breakfast on the Farm event, the goal of these efforts is to

introduce the public to life on the dairy farm and the business of farming, giving them an opportunity to learn where their food comes from before it arrives on grocery store shelves.

The online event did not disappoint. Here are some stats:

- The tour was attended by 1,850 people

- 78% of attendees were from New England or New York
- 29% of attendees report they will purchase more dairy because of their experience
- The tour received an average of an 8 out of 10 on a scale of 1 to 10
- 9% who attended were dairy farmers or work with

dairy farmers

While it is unclear what the rest of the season may hold for Breakfast on the Farm, we all look forward to visiting farms in person again.

To view the Gladstone live tour, see: <https://www.facebook.com/watch/?v=581732072463947>

## Grass-fed Beef

*continued from page 3*

attributes creates inconsistency in the eating experience.

## Opportunities

- Young and beginning farmers with a strong managed-grazing skill set want to enter the livestock industry.
- Aging farmers, particularly dairy, beef, and crop farmers, are retiring without defined successors (Succession brief is available on the Agency's website and will be featured in a future article.)
- Semi-retired dairy farmers with existing infrastructure can utilize their stored feed and manage beef in winter.
- Regional partners are coordinating sales of Vermont cattle into the regional system, are identifying skilled "grass-finishing" farmers, and are collecting packaged beef from farms with shared production methods to market under specific brands, using technological approaches

to transparency of labelling and improved consumer education.

- Crossbreeding dairy and beef cattle for export to specialized markets may increase the value of dairy calves and meet consumer demand.

## Recommendations

- Develop a multi-year benchmarking/tracking program with beef production methods (high and low-intensity grazing management, grain finished and grass-finished), markets (regional auction, aggregator-mode, direct

sale, etc.), and profitability levels in order to assist farmers in making better business decisions.

- Establish financial support for shared-learning cohorts of beef producers in business planning and management programs. In addition, make grant opportunities available to Vermont graduates of Ranching for Profit, particularly participants in the benchmarking program.<sup>4</sup>
- Actively develop stronger beef-dairy partnerships to reduce feed and housing costs, share overhead expenses, and increase

appropriate market channels for dairy beef as a complementary product.

- Create a targeted education and outreach program to improve beef quality and grazing management for all types of beef production, particularly for grass-finished markets, and to increase consistency to serve larger urban markets. Combined with this program should be improved matching of target markets to beef quality, land/soil quality, and grazing skills. Currently, staff capacity in this area is minimal and program establishment would require new funding.
- Identify and expand opportunities along the regional value chain focused on grass-based production. Models outside of our region include examples of shared services such as breeding technicians, veterinarians serving a cohort of partnering farms, co-owned equipment, and discounted rates on larger purchases of feed or supplies.

1. *Back to Grass: The Market Potential for U.S. Grassfed Beef*, Stone Barns Center for Food & Agriculture (Apr. 2017), [https://www.stonebarnscenter.org/wp-content/uploads/2017/10/Grassfed\\_Full\\_v2.pdf](https://www.stonebarnscenter.org/wp-content/uploads/2017/10/Grassfed_Full_v2.pdf).
2. See generally Savory Institute, <https://www.savory.global/> (last visited Dec. 20, 2020); See also, *Grazing As A Vermont Climate Solution*, Soil4Climate, <https://www.soil4climate.org/resources.html> (last visited Jan. 3, 2020).
3. Sam Smith, Maggie Donin, Kevin Channell, Annalise Carington, Sarah Flack, *Vermont Grass-Based Beef Profitability: Lessons and Budgets*, Intervale Center and Vermont Farm to Plate (2018), [https://www.vtfarmtoplate.com/assets/resource/files/Grass%20Fed%20Beef%20Profitability%20Guide\\_2018%20Final\\_web\\_2.pdf](https://www.vtfarmtoplate.com/assets/resource/files/Grass%20Fed%20Beef%20Profitability%20Guide_2018%20Final_web_2.pdf).

## Data Sources:

### Acres Grazed

*Census of Agriculture, Vermont State, and County Data*, United States Department of Agriculture, National Agricultural Statistics Service (See Tables 'Farms, Land in Farms, Value of Land and Buildings, and Land Use') 2007, 2017 (Multiple Years), <https://www.nass.usda.gov/AgCensus/index.php>.

### Net Cash Farm Income

*2017 Census of Agriculture, Volume 1, Geographic Area Series Part 45, Vermont, State and County Data*, United States Department of Agriculture, National Agricultural Statistics Service (Tables 48) 41 (Apr. 2019), [https://www.nass.usda.gov/Publications/AgCensus/2017/Full\\_Report/Volume\\_1,\\_Chapter\\_1\\_State\\_Level/Vermont/vt1.pdf](https://www.nass.usda.gov/Publications/AgCensus/2017/Full_Report/Volume_1,_Chapter_1_State_Level/Vermont/vt1.pdf).



# Elysian Fields and Pasture Management



*The Shoreham dairy farmers use management-intensive rotational grazing, moving their two milking herds to fresh pasture after every milking.*

Kathleen Hescock

By Cheryl Cesario, UVM Extension

Like most Vermont dairy farmers, Joe and Kathleen Hescock, and daughter Tirzah, are committed to implementing good conservation and pasture management practices to prevent nutrient runoff and protect water quality.

The family owns and operates Elysian Fields, an organic dairy farm in Shoreham that lies within the McKenzie Brook Watershed. This 21,000-acre watershed, located in southwestern Addison County, drains into an area of Lake Champlain with some of the highest total phosphorus concentrations of any part of the lake.

Over the past five years the Natural Resources Conservation Service (NRCS) has prioritized technical and financial assistance to this watershed, which has been identified as

a priority watershed along with East Creek just to the south, and three Franklin County watersheds to the north. This assistance will help ensure that phosphorus levels do not exceed the TMDL (total maximum daily load) for the lake.

The Hescocks, who manage 600 head on 1,350 acres, ship the milk from their 320 cows to Horizon Organic, their milk buyer since 1997. As a pasture-based dairy, they are committed to grazing and have utilized NRCS programs to help establish the infrastructure needed for management-intensive rotational grazing, one strategy to minimize runoff of phosphorus and other nutrients.

“Our goal for the milking herd is to obtain 50 percent of their dry matter intake from pasture during the grazing season,” Joe says, noting that the minimum required by the U.S. Department of Agriculture’s

organic regulations is 30 percent. Joe and Kathleen see value in both feed savings and animal health by surpassing that benchmark.

They move their two milking herds to fresh pasture after every milking. Joe figures he needs a little more than one acre per cow as his overall stocking rate, or approximately 350 acres of pasture to support the milking herds.

Heifers go out on pasture at six months, obtaining all their feed from grazing in a rotational system. They are kept in groups of 30-40 depending on age class. Some are part of a leader-follower rotation with the milking herds.

The farm produces mostly haylage plus some dry hay and wrapped bales. In addition to the forages produced, they grow hard red winter wheat, high-moisture ear corn, barley

and peas. The wheat is typically sold for milling, the ear corn is fed to the milking herd, and the barley and peas are blended for the calves.

The farmers rely on long-term rotations, typically seven to eight years in hay before planting wheat, corn or another annual crop. The longer rotations are part of their fertility management plan, giving them better soil aggregation.

“I know our strength. We do a good job keeping soil aggregated and keeping it on our farm,” Joe says.

In 2019 they were able to add 70 acres to their grazing system with the help of NRCS cost-share funding, taking this acreage

out of rotation and keeping it in perennial pasture forage.

“On this heavy clay parcel it was impossible to keep the soil loss under ‘T’ (maximum soil loss tolerance due to erosion) in a rotation, so it was an easy decision to leave it in perennial cover,” Joe notes. Other practices in their NRCS grazing contract included seeding (forage and biomass planting) and installing high tensile fence, a water line and water tubs, plus a laneway for easier accessibility.

The 70 acres is adjacent to 120 acres already used by the second milking herd so will support more cows on this acreage with the pasture expansion. While it is typical to look at output per cow, these farmers only do this during the winter.

“During the grazing season, we look at output

*continued on page 7*



# Vermont Agency of Agriculture, Food and Markets Adopts Vermont Hemp Rules

2020 hemp growing season moving forward

By Scott Waterman, VT  
Agency of Agriculture, Food &  
Markets

The Vermont Agency of Agriculture, Food and Markets filed its adopted Vermont Hemp Rules with the Vermont Secretary of State on May 6, 2020. The Vermont Hemp Rules became effective May 21, 15 days after filing the adopted rule. These rules come in advance of the 2020 planting season.

The Vermont Hemp Rules set standards and expectations for recordkeeping, reporting, testing, and labeling. They also include provisions for disposal of non-compliant crops and products, and inspections and enforcement. The rules are important to protect public health, safety, and welfare, and to support the Vermont brand and production of quality agricultural products. The Vermont Hemp Rules can be found here: [2020 Vermont Hemp Rules](#)

"The Agency appreciates all the input from stakeholder over the past year," said Cary Giguere, the Agency's Director of Public Health and Agriculture Resource Management. "The process of educating hemp registrants on how the rules apply to their operations is just beginning, and the Agency looks forward to this next phase."

As of May 28, 2020, the Agency has issued 347



## 2019 HEMP SEASON HIGHLIGHTS

Hemp program registration fee in 2019 = **\$25**  
Total fees collected = **\$33,320**  
Program acre growth 2018 to 2019 = **170%** ↑

### GROWERS

**986** GROWER REGISTRATIONS  
**9,100** ACRES FOR CULTIVATION  
**65%** 5 ACRES OR LESS  
**40%** GROWN BY 8% OF REGISTRANTS  
**90%** GROWN FOR FLOWER/OIL/SEED

### PROCESSORS

**292** GROWER REGISTRATIONS  
**64%** EXTRACT CANNABINOID (CBD)  
**20** PLANNED CERTIFIED LABORATORIES



## PROGRAM MISSION

In Vermont, hemp is considered an "agricultural product" when grown by an individual that is registered with Vermont Agency of Agriculture, Food & Markets (the "Agency") as part of its pilot program. Industrial hemp or hemp is the *Cannabis sativa* L. plant including all parts of the plant, whether growing or not, with a delta-9 tetrahydrocannabinol [THC] concentration of not more than 0.3 percent on a dry weight basis.

The Agency through its Hemp Program, authorized under 6 V.S.A., chapter 34, accepts registrations from interested hemp growers and processors. There are no residency requirements, mini-mum acreages, or limitations on the numbers of registrants. This is an annual registration program. Growers and processors must have a valid registration prior to sowing through harvesting, drying and all processing activities.



VAAFM Deputy Secretary Alyson Eastman tours a Grand Isle hemp growers field.



- ⇒ The 2019 hemp growth was due to the 2018 Farm Bill removing hemp from the definition of "marihuana" in the Controlled Substances Act, greater access to seed, and interest in cultivation of a crop with the potential for a higher return on investment.
- ⇒ The Agency registered growers separately from processors in 2019 and began developing rules for regulation, including requirements for registration, testing for potency and contaminants, reporting and recordkeeping, and enforcement and criteria for a Vermont brand.
- ⇒ Vermont growers and processors developed a strong network. The Agency witnessed a collegial and innovative atmosphere within the industry. Many new businesses came to Vermont to contribute to and support the industry and to take advantage of what Vermont can offer in terms of its reputation for producing quality, craft products.
- ⇒ Weather, questionable plant genetics, access to drying and processing capacity, reports of contracts falling through at the end of the season were some of the growing pains of this season.

combined hemp grower and processor registrations, with 1,115 acres for the 2020 growing season. During the 2019 hemp season, the Agency received over 986 hemp grower registrations on 9,100 acres, and 292 processor registrations. The Agency anticipates that that the number of registrants and acres registered will be less than in 2019. Reasons for this difference could include a grower registration fee increase in 2020, which is now based on the number

of acres a person registers. In 2019 the fee was a flat \$25 to register regardless of the number of acres registered.

If you wish to grow or

process hemp crops or hemp products in 2020 you must register with the Vermont Agency of Agriculture, Food & Markets.

For more information

about the Vermont Hemp Program, please visit: <https://agriculture.vermont.gov/public-health-agricultural-resource-management-division/hemp-program>.



## Elysian Fields

*continued from page 5*

on the whole pasture or milk per acre," Joe explains. "We can run cows at 120 percent of capacity during the grazing season, which has significant economic benefits."

Because the last two years have brought significant weather challenges to the area, Joe acknowledges that he often thinks about how he can adapt to a wetter climate while also getting through the dry times.

"Managing water is going to be more and more important," he says. "The answer lies in more grazing and systems that allow us to do that."

In 2016 the family made

a huge investment in a pasture irrigation system. They have added on to it over the past two years and now can cover 200 acres of pasture. This system assures dairy-quality pasture for the cows even in dry years.

The Hescocks also installed tile drainage in critical areas to manage the water table for optimal crop growth. It is notable that a major strategy for resiliency on this farm is having adequate land per cow, currently at four acres per mature animal.

"We are not in a position of having too many nutrients per acre, but we are trying to utilize our nutrients more efficiently," Joe says.

Something the Hescocks are thinking about on the

horizon is compost-bedded pack barns for their pre-fresh cows, dry cows and bred heifers to reduce the amount of liquid manure they produce and handle. This will lower the risk of runoff if they have to spread when there is snow on the ground.

Joe sees the nutrients as a valuable resource to keep on the farm, but also acknowledges the importance of maintaining good public relations with non-farming neighbors in the community through good stewardship of their land.

## 2020 Fairs, Field Days & Festivals Schedule

*Editor's note: As you may have heard all of the Fairs & Festivals scheduled through 2020 have been cancelled. Below is the list of fairs & festivals affected to date.*

Addison County Fair & Field Days

Bondville Fair

Caledonia County Fair

Champlain Valley Fair

Connecticut Valley (Bradford) Fair

Deerfield Valley Farmer's Day Exhibition

Franklin County Field Days

Guilford Fair

Lamoille County Field Days

Orleans County Fair

Tunbridge World's Fair

Vermont Flower Show

Vermont Sheep & Wool Festival

Vermont State Fair

## For Agricultural Events and Resources Visit:

- The VT Agency of Agriculture Events Calendar: <http://agriculture.vermont.gov/events/month>
- UVM Extension Events Calendars: [http://www.uvm.edu/extension/extension\\_event\\_calendars](http://www.uvm.edu/extension/extension_event_calendars)
- Vermont Farm to Plate Events Calendar: <http://www.vtfarmtoplate.com/events>
- Northeast Organic Farming Association of VT Events Calendar: <http://nofavt.org/events>
- DigIn Vermont Events Calendar: <https://www.diginvt.com/events/>
- Required Agricultural Resources (RAPs) Resources: <http://agriculture.vermont.gov/water-quality/regulations/rap>
- Agency of Ag's Tile Drain Report now available here: <http://agriculture.vermont.gov/tile-drainage>
- VAAFM annual report now available here: [http://agriculture.vermont.gov/about\\_us/budgets\\_reports](http://agriculture.vermont.gov/about_us/budgets_reports)
- Farm First: Confidential help with personal or work-related issues. More info call: 1-877-493-6216 any-time day or night, or visit: [www.farmfirst.org](http://www.farmfirst.org)
- Vermont AgrAbility: Free service promoting success in agriculture for people with disabilities and their families. More info call 1-800-639-1522, email: [info@vcil.org](mailto:info@vcil.org) or visit: [www.vcil.org](http://www.vcil.org).

For more agricultural events visit our *Funding Opportunities & Resources for Businesses* webpage at: [http://agriculture.vermont.gov/producer\\_partner\\_resources/funding\\_opportunities](http://agriculture.vermont.gov/producer_partner_resources/funding_opportunities)

## Accessory On-farm Businesses

*continued from page 1*

- Educational, recreational, or social events that feature agricultural practices or qualifying products, or both. Such events may include tours of the farm, farm stays, tastings and meals featuring qualifying products, and classes or exhibits in the preparation, processing, or harvesting of qualifying products. Expanding and diversifying operations and customers can be a great opportunity for farms,

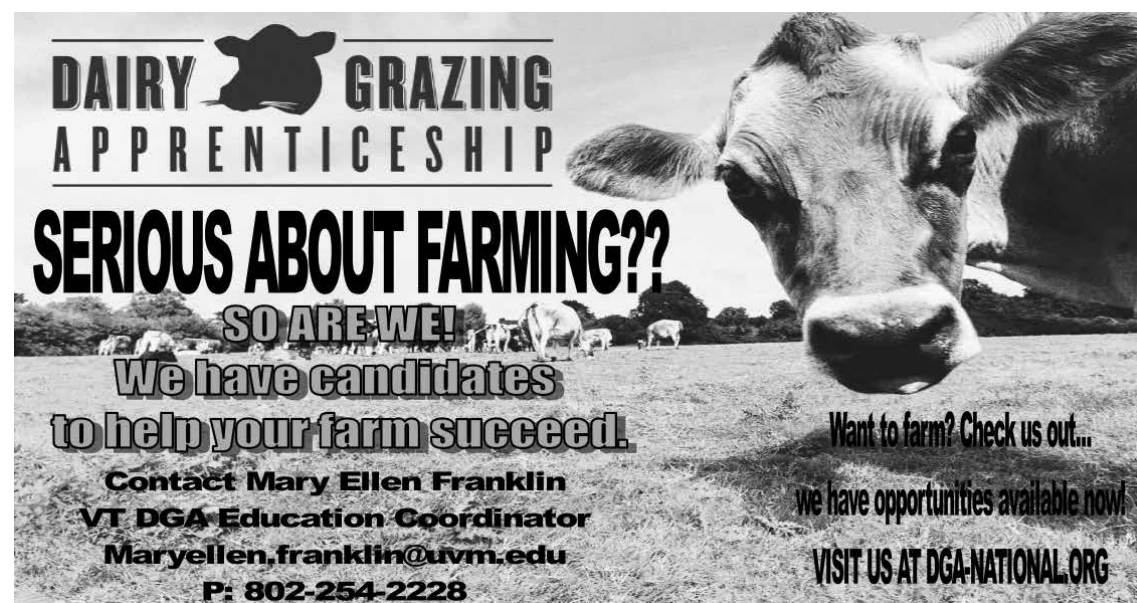
although it is still a relatively new process for farm operators and towns alike. The Agency is working with local municipalities to help establish AOFB permitting through site plan review, and providing guidance in setting up this process. AOFBs, unlike the farm operation, are determined and regulated by the municipality. The Agency's role in the AOFB process is in determining whether or not a farm is eligible for an AOFB under the definitions and thresholds laid out in the RAPs.

For more information on AOFBs, please visit: [agriculture.vermont.gov](http://agriculture.vermont.gov).

[gov/land-use-renewable-energy-0/accessory-farm-business](http://agriculture.vermont.gov/land-use-renewable-energy-0/accessory-farm-business)

To determine if your farm is eligible for an AOFB, please submit a farm determination request (only needed for farms not already certified or permitted with the Agency) available at this link: [agriculture.vermont.gov/form/farm-determination-form](http://agriculture.vermont.gov/form/farm-determination-form)

To reach out to the Agency with questions regarding AOFBs or to discuss setting up an informational discussion in your town, please contact Kaitlin Hayes, at [Kaitlin.Hayes@vermont.gov](mailto:Kaitlin.Hayes@vermont.gov).



**DAIRY GRAZING APPRENTICESHIP**

**SERIOUS ABOUT FARMING??**

**SO ARE WE!**

**We have candidates to help your farm succeed.**

Contact Mary Ellen Franklin  
VT DGA Education Coordinator  
[Maryellen.franklin@uvm.edu](mailto:Maryellen.franklin@uvm.edu)  
P: 802-254-2228

Want to farm? Check us out...  
we have opportunities available now!  
VISIT US AT [DGA-NATIONAL.ORG](http://DGA-NATIONAL.ORG)

# Growing Works of Art Contest Winners

Submitted by Lisa Halvorsen,  
UVM Extension

**G**rowing Works of Art is an arts and writing contest for students in grades 1-8. This contest is hosted in partnership with UVM Extension and the Vermont Department of Forests, Parks, & Recreation.

This month, we are sharing the drawings and essays for grades 5, 6 and 8 (there were no submissions from 7th graders).

The 2020 Contest Theme was **Trees are superheroes: share your tree story of why we need trees!**

Thank you to the Vermont Urban and Community Forestry Program for the images.

## Ziva Baker is a 5th grader at Mater Christi School in Burlington.

The majestic, mighty maple tree stands illustriously in Vermont's Green Mountains. It is a hero to beings large and small. Its heroic deeds include making sap, housing animals and nests, providing fresh air to keep us living

and inspiring people to enjoy life, be happy and to take care of nature.

One of its many super powers is to stand tall and proud like a lighthouse guiding us gently to the shore. It stands fearless in any season; harsh winters, sweltering hot summer, wet and wily spring, vivid lively fall. A superhero uses their powers to accomplish good deeds. The maple tree is my kind of superhero.

Getting lost in the woods.. a superhero tree: When I stepped outside to take my dog for a walk, I saw the maple trees sprouting with beautiful colors all over my yard. I went on a trail in the woods and started walking my dog. The trees around me were vibrant and colorful. It was a fall day, perfect for a walk. Suddenly a stick snapped and my dog was on alert. A bunny darted out of the bushes and my dog ran after it. I unfortunately got dragged along because I was still holding onto the leash!

As I got dragged along deeper and deeper into the woods, sticks and leaves

covered my face and I couldn't see. Finally, my dog stopped running because the bunny had disappeared. We were off the trail and lost deep into the woods. I didn't know where we were! I wandered along aimlessly, my dog following me, still looking for bunnies! I tried to think where we were, continuing to walk around. I didn't know how we were going to find our way back.

A long time passed and I looked up and I thought the sun shined particularly on one gigantic, majestic maple tree. I decided that maybe if I climbed up high enough, I could spot my house. I climbed up its thick, strong trunk, then through its branches. When I got to the very top, I realized how beautiful the view of the colorful trees were. There were so many colors and types of trees. I looked hard and I could see my house from there. We weren't very far from it. I got down and started heading towards the direction of my house. Thanks to the tall and sturdy maple tree for helping me find my way home.

## Sean Early is a 6th grader at Mater Christi School in Burlington

My name is Sean Early. I live in Williston with my family and dog. I love the outdoors and live near the woods. I take Brody, my dog, on long walks in the woods behind my home. Tree overhead are peaceful. You can relax, just you and the woods. I love the trees when I ski too. It is quiet and perfect. My family likes to



camp in the woods. We take good care of our fire and always put it out completely, to protect our wood and trees.

My family owns about five acres and nearly four are woods. My dad and I are always planting and moving trees because if we don't they will die because of our changing environment. We try to protect our trees in many different ways.

Trees help us. They give us air and provide us with protection against wind.

Also, they give us privacy. They are fun to climb, walk beneath, and see them in the hills. Without trees, we would have had a tough time when we settled here. They helped us through cold winters, for shelter, warmth, and to cook food. We need to take care of tree now more

than ever because they are being burned and cut down everywhere, to make more buildings. Trees are our superheroes.

## Lydia Beaulieu is an 8th grader from Mater Christi School in Burlington

What we can't see, we never quite acknowledge nor do we understand. A superhero, a rarity among the average human, has a wide array of power- the most important being the

*continued on page 13*





# Looking to Rent or Borrow Conservation Equipment?

By Sonia Howlett, VT Agency of Agriculture, Food & Markets

The Agency of Agriculture, Food & Markets has put together an online map that allows farmers, service providers, and partners to locate conservation equipment and services that are available from UVM Extension and Natural Resource Conservation District (NRCD) offices near them.

The online map lists a wide variety of available

equipment ranging from no-till drills and aerators to portable truck scales and soil probes, as well as services, such as manure and soil sampling assistance. This resource also provides detailed information on each piece of equipment or service, including the size, make, model, recommendations for use, and best points of contact.

Some of the equipment is available for farmers to borrow for free, some can be rented at a minimal cost, and some can be hired as a custom service for the

purpose of understanding the practice on your farm and working towards adoption.

The ability of the lending agency to transport the equipment to your farm varies by location. Visit the online map to learn more.

Offices currently listing rentals and services include UVM Extension offices in St. Albans, Middlebury and Rutland and NRCD offices in Orleans, Poultney-Mettowee, White River, and Winooski.

To find out what is available near you, visit

[agriculture.vermont.gov/equipment-rental](http://agriculture.vermont.gov/equipment-rental) and click the green button to browse in the online map. If you are interested in adding

resources that you may have available to the map, please contact Sonia Howlett via email at [Sonia.Howlett@vermont.gov](mailto:Sonia.Howlett@vermont.gov).

## COVID-19 Business Coaching Launched for Farm, Food and Forest Sector Businesses

The Vermont Farm & Forest Viability Program, a program of the Vermont Housing & Conservation Board, is expanding services to help working lands businesses navigate urgent needs related to COVID-19. Funding for these new services is provided through generous support of \$50,000 from the Vermont Working Lands Enterprise Initiative (WLEI).

“Working lands businesses are experiencing a wide range of impacts, as well as opportunities, during this COVID-19 pandemic. Businesses across this spectrum have increased need for coaching and technical assistance to help them respond, access resources, and build a foundation for recovery and long-term viability,” said Ela Chapin, Viability Program Director.

To support businesses through response and recovery, the Viability Program is providing quick-response consultations to farm, food, and forest products businesses through its network of expert business advisors, in addition to its regular long-term advising services. In partnership with Farm First and the Vermont Agricultural Mediation Program, this initiative will also expand stress management, mental health, and mediation services to working lands businesses statewide.

Entrepreneurs seeking help complete a streamlined intake form and are matched with an expert business advisor for an initial 30-60 minute consultation. Advisors help the business address immediate needs, connect with available resources, and plan next steps, with follow-up as needed. Topics may include navigating federal & state relief programs, planning for cash flow, connecting with health & wellbeing resources, shifting markets, and scaling or pivoting to meet increased demand. Support is available to all working lands businesses.

“VHCB’s Viability Program is a trusted partner that has helped more than 850 working lands enterprises enhance their operations, diversify, and plan for transition. The Viability Program’s direct support services are a key resource for businesses during this critical time, and will help build a more resilient working lands economy going forward,” said Secretary of Agriculture, Anson Tebbetts.

## Thank you John Roberts!

The Agency thanks John Roberts for his many years of service. We wish you the very best at your new position as the Executive Director for the Champlain Valley Farmers Coalition. We will miss your humor the most, and we hope you don’t mind that we have featured you here with your donkey, Toby, for his inaugural *AgriView* feature: Toby wears PPE. Your service to farms and to the state of Vermont will be remembered, and your influence will not be forgotten.



John Roberts as featured on the cover of the December 1982 *Ag. Review Magazine* for his revolutionary practice of baling silage.



Toby wears personal protective equipment (PPE).

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## VERMONT VEGETABLE AND BERRY NEWS



Compiled by Vern Grubinger,  
University of Vermont  
Extension  
(802) 257-7967 ext. 303, or  
vernongrubinger@uvm.edu  
[http://www.uvm.edu/  
vtvegandberry/](http://www.uvm.edu/vtvegandberry/)

## Reports From The Field

(Westminster) From 92 F. to frost in three days – I guess that's New England weather for you. We are about a week behind, still, because of the dry, cold weather, and we could use some rain. We are starting to cut lettuce and kale, and hope to be picking strawberries soon, if last night wasn't too cold. All our H2-A workers are here and healthy.

(Guildhall) Potato planting got a slow start but has hit its stride now. We started 5/23 and have got about 35 acres in now. About 10 acres more to go and we can start planting squash & pumpkins. Not too much innovative this year except we planted back our own Gold potato seed, and we are spreading 300# of gypsum to the acre with our fertilizer this year. Sold the remainder of the 2019 crop this week, just in the nick of time, as last week's 95-degree weather brought the potato house temp up to 50 degrees, and some varieties started sprouting.

(Orwell) It seems that we transferred all of the time we usually spend hauling kids around between sports, school, day care, and socializing into hauling little packages of greens, meat, eggs and other foods to friends and friends of friends. Without much effort, we quickly built up a list of 140 people, with about 50 ordering regularly, for a weekly delivery. It felt like the right way to serve our community and motivated us to stay on top of our salad greens more than usual, while it also provided a little early season income. We decided to halt the deliveries after last week as it seems safer for people to shop in their usual places and also to allow us to focus more on our summer crops.

We have one tunnel that lost plastic in a storm a few weeks ago and the wind has not stopped blowing since. We struggled to get one sheet on (and it got pretty beat up in the process) and now cannot find enough calm or enough hands for that second sheet. Despite the unease of flapping plastic, our tunnels are all planted and for the most part everything looks great despite being behind on trellising and pruning. We had some Botrytis pop up in the heat last week and aggressively pruned leaves to try to beat it back. Now we must piece together the complicated matrix of part time help in this time of social distancing and do our best to keep everyone healthy.

(Craftsbury) We have proceeded with our spring work to date as though this was a typical year. Losing ourselves in pruning, weeding, fertil-

izing and mowing on the hillside has allowed us some distance from deciding if and how we can have a blueberry season. The contents of the Agency of Agriculture's "Pick-Your-Own Restart Plan" has re-focused our attention. At this point, we are not likely to open as a PYO this year. To meet the letter of the plan will incur additional unanticipated costs (containers, shift to cashless, wifi, washing stations, signage) and need for more workers to supervise guests in field and around check in and out. Our traditional family-centered farm will need to assume a more uncomfortable relationship to guests re: masks, children, eating and social distancing in field, etc. Rather we will seek some collaboration(s) with organizations which are willing to harvest and sell and distribute in the region. We can do this for a year,

(Newbury) A very light spotty frost last night with no damage after spitting snow on Sunday pm. Asparagus going gangbusters after early spears were frosted. Potatoes and new asparagus starting to appear.

(Charlotte) The blueberries and black raspberries have loads of blossoms, and if we don't have a frost, it should be a great season. We have tried a few new outlets for our frozen berries since we were not able to sell them to the bakeries these last few months, and it turned out well. A lot more work, but at least we were able to find a market. Have not seen as many pollinators like last year. Assuming that it is due to the cool weather that we have been having.

(Plainfield) Last year was my first year in 15 years or so with heavy mummy berry loss I had a half crop of berries (some due to SWD, maybe 10 to 15 gallons of loss). I asked pickers to pick up the mummy berries, instead of weeding or spreading mulch in trade for berries as I usually do. They picked up about 15 gallons of mummified berries, reducing the population on the ground. This spring when the forsythia bloomed I scouted for the apothocea. I handpicked the first ones I saw, and then we physically disturbed a couple of times. I planned to spray urea (50%) 4.6 lbs. per gallon, but time got away from us.

Now the apothocea are done (on May 29) and 3 days ago I went scouting for the conidia, just before the heat wave, over 90 degrees for several days, looking for the second stage infection. I found 2 or 3 oak leafed pattern brown leaves. This morning I took a long slow walk through the berries and hand-picked everything that seemed suspicious. (I am trying to avoid fungicides except lime-sulfur.) The plants look beautiful, flowers are bountiful. I found a quart of suspicious leaves and I saw the white powdery conidia fungus on 2 or 3 of them; most did not have that white powder visible to my naked eye. I picked the flowers nearest the browned leaves and hope that I am knocking it back. I will look again after this rain that is forecast. It has been super dry and hot for the last 10 days or so. Completely unlike last year when it was cold and wet during this same period and I got completely hammered by mummy berry.

(Starksboro) Fiercely busy plant sales. Mighty dry but consoling myself with the thought that the crops are all still small and have less water need. Wishfully thinking that we will break this dry pattern by time the plants get bigger. Used the impetus of the Pandemic to pivot to online sales. H2a workers were 4 weeks late due to paperwork snafu. Fortunately, spring was late as well, but then it hit like a ton of bricks last week. They're reinventing the Farmer' Market. We will see how that goes. I have cut back on some crops because some institutions are closed. Taking a chance on others, hoping things will be somewhat normal from August through October. Once again, we will see.

(Elmore) Our snow melted two weeks ago, then last week it was 94 degrees on our hill. The flowering crabs love it, the spinach hates it and is curling up in our high tunnel. No vegetable seeds have sprouted outdoors yet. Currants are loaded with baby fruits and peach trees in high tunnel have hundreds of peaches on them! Young propagated cuttings are looking good as they like the heat if they have moisture. We are not allowing customers to poke around inside our farm as usual, because things do not feel usual. Doing a lot of deliveries and there are a lot of orders for barnside pickup. Not sure if our wholesale customers will be ordering from us this year as we are not sure how their business is doing, if they will reopen. We are still planning to harvest and

*continued on page 13*

## CLASSIFIEDS

**For Sale:****BEES AND QUEENS****McFarline Apiaries**  
*Untreated bee breeding*

VT 5 frame Nucs and deep singles  
\$200-\$300, Available May-June  
MCF Queens \$30: June to end of July  
tmcfarline2@yahoo.com

[www.mcfarlineapiaries.com](http://www.mcfarlineapiaries.com)

**802-537-3294**

*Call or email now for details*

**Cattle**

4-year-old black angus proven bull for sale. Good bloodlines. Excellent temperament. 2500\$ delivered price. Call 802-558-8196 or 802-265-3078 for more info.

12 - 2-month-old Holstein heifer calves. \$200 each or make an offer on all. We milk 200 cows and have too many. 802-375-5795

In Westford, VT...2 Jersey Heifers. One due end of June. One due 1st of July. \$750 each. 802-338-0684.

350+ cow and 200+ young stock barn/farm facility available for rent. Complete dairy farm with modern double 10 Boumatic parlor. No livestock included. All buildings have slatted floor, no alley scraping needed. Headlocks in all livestock barns, mattresses, curtains, 2 bulk milk tanks. 700 acres of feed for purchase. Rent, buy or will consider raising young stock for other farmers. Let's discuss the possibilities. 802-533-2984

Purebred Polled Hereford yearling heifers. Lull Brook Farm call: Alden Dana 802-436-2068 or email adana77@comcast.net.

2 Registered Guernsey cows: Certified A2A2, milking 75-80lbs, both sired by Welcome JT - \$1200 each. 1 registered Guernsey bred heifer due late August A2A2 certified, sired by Latimer; dam is EX90 \$1500. 802-222-4047.

Yearling beef steers and heifers \$500 to \$600 each. Beef going up and with good pasture possible to double money by fall, also beef cow calf combination \$1000. 802-728-3760

22 Jersey cows 2 bred heifers. 4 fresh Jan, 2 Feb, 3 due Mar, 4 Apr, 1 May, 2 Jun. Can be reg. Feed grain hay pasture. 802-775-3846

3 breeding age bulls- one Hereford, 2 angus for breeding or beef. Asking \$850 each or will consider trading for Hereford heifers. 802-586-2857

Angus Bulls for sale good genetics, calving ease bulls. Please call 802 533 9804. Greensboro, VT 05841

**Employment**

Vegetable Farm, excellent soils, location & irrigation. Transition to new owner. Go to: [www.LewisCreekFarm.com/ManagetoOwn.htm](http://www.LewisCreekFarm.com/ManagetoOwn.htm)

Dairy Farmer Needed: North Williston Cattle Company, a 240-cow family farm milking with 4 Lely robots, is seeking a reliable, detail-oriented team player for approximately 40 hrs per week. Hours are M-F noon until 6 p.m. and alternating weekends and holidays. Must be primarily interested in working with cattle and calves and have the ability to be trained for a variety of jobs: servicing robots, hoof trimming, operating equipment, A.I.,

etc. Ag. education and/or experience preferred. Attitude most important quality. Competitive salary based on skill sets. Housing is not provided. For more information please email us at NWCC11@gmail.com or call 802-238-5781 after 6 pm.

**Equipment**

Hay elevator - 15 ft, by Snowco, GE motor S-line; 11 (eleven) Utility GATes by Tractor Supply ( 50" high - 4at 8 ft, 5 at 4 ft, 1 -6 ft, 1- 10 ft). One 16 gal heated tub, a 4.5 gal Fortex bucket, and various stock tanks. Call 802-694-1602 or [emailbonnehagenfarm@gmail.com](mailto:emailbonnehagenfarm@gmail.com) .

2 Gehl forage boxes 970 and 980 on heavy running gear, 2 manure spreaders: NI 3932 and Kuhn tandem, Uebler 810 feed cart. I can be reached at 802 230 8525

International 843 4 row narrow combine cornhead; 3250 Reel Auggie Mixer on gas 1995 Ford 450; Used Agway water bowls. Call for prices 802 770 0959

Free old tires, good for farm use only. Call 603 256 8422

3 pt hitch wood splitter, Farming wench, Empyre Pro Outdoor Wood Furnace, two 550 gal fuel tanks and two 275 gal fuel tanks. 802-746-8979

John Deer 4420 4wd combine, 2800 hours, two heads in good shape. \$15,000 ph (802) 442 5353.

375 gal full tank \$100. CMT bale wrapper \$250. 2 bottom plow \$75. 802-426-3339

3000 gallon mueller bulk tank with 2-5 horsepower compressor. 802-487-4467

Mueller 500 gallon bulk tank with compressor in good condition \$800 OBO. Pequea model 250 3 pt hitch tractor saw with 30" blade - like new- \$1000 OBO. 3 pt hitch - 4 ft hydraulic log splitter \$1800 OBO 802-893-2262

Red cedar posts. 7ft \$5.00. Sharp \$5.50. 8ft \$6.00. Haylage 35/ton. 802-265-4566

2955 John Deere Tractor 4WD, platform with 740 loader, bucket, forks, bale grabber and rock bucket. 4450 John Deere Tractor 4WD, cab, 925 Mower conditioner with impellers. 802-236-4716

Used farm equipment, harrows, rakes, Tedder, all over 20 years old \$20 each. 1 Kaufman trailer 2001 \$150. Call 802-457-2613.

Gestation tabulator by Willard Bates & Son with 100 pins. Make an offer. Snap test kit used twice. Make an offer. Dari Kool 150 gallon bulk tank, \$500. Acorn 17 foot conveyor, \$450. Call 802-933-4159. Leave message, will return your call.

John Deere 5510 tractor Four wheel drive, new tires. 3,453 hrs. Includes two extra rear tires with rim wheel weights \$19,000, without loader. Kubota 5400 DT-N Dual Traction narrow orchard tractor, AWD 1,800+ hours \$9,000. 802-485-8428

Irrigation pipe. Tico aluminum pipe. 2"x30'. approx 100 pieces available. \$15 each. 5"x30' 30 pieces available. \$30 each. Fittings and sprinklers available. Email for photos or questions.

[chris@lincolnpeakvineyard.com](mailto:chris@lincolnpeakvineyard.com) Lincoln Peak Vineyard, New Haven. 802-388-7368

Grain equipment for sale - 2 gravity box wagons in good condition, one with auger, \$1500 each, Beidler Family Farm, Randolph Center, 802-431-8530.

Loftness snow blower 7 foot. Double auger. Three point mounting. Hydraulic operated shoot. Great condition. Ready to use. Cat 2 or Cat 3 hitch. 100 hp or more to run. \$3,000. New these are \$8,500. Looking to move it. It's a terrific deal. Shaftsbury, VT. 781-307-6801.

Reel Auggie Mixer on F-450 with scales; IH 843 Combine cornhead; IH 8817 Windrow head; Gehl 350 Spreader; Case 580 backhoe; 850 Dozer for parts. Call 802-770-0959

IH 1486 tractor new tires good AC \$11,9000. IH 1086 tractor rice & cane tires runs good \$7800. JD 3 point hitch 6ft finish mower \$200. Full set of 10 weights and weight bar for IH magnum 1st generation tractors \$700. Pair of 20.8-38 duals with snap on rims \$800. IH 2350 loader \$200. 802-537-2435

8'x17' tandem trailer, all new wood. Great for moving round bales, \$850. 802-586-2857

John Deere 336 bailer very good condition always under cover \$2995; Kuhn GRS24 tedder \$955; Kuhn GA 3200GT Gyrorake very good condition \$1695; trail behind bale basket \$895; H&S 175 manure spreader with hydraulic gate, new bed liner and not rusted out \$2750; Behlan Country 8 ft diameter heavy duty stock tank \$195; round bale feeder \$175; 5-5gal glass carboys good for making hard cider \$25 ea. Call 802-234-5653 email [wsthaven@aol.com](mailto:wsthaven@aol.com)

Master-Bilt 34.5 cubic foot 2-section ice cream hardening and holding cabinet. \$4,500. Please call 802-436-2948 or e-mail [Cobbhillfrozenyogurt@gmail.com](mailto:Cobbhillfrozenyogurt@gmail.com)

Gehl haylage head Model HA1110 very good running shape \$1100.00 Fits most all Gehls 333-4840

Krone EC400 13' disc mower, 540 pto. New, never used. Stored under cover. \$13,500. Craftsbury Common. 802-586-2516 or [rshold@gmail.com](mailto:rshold@gmail.com)

2015 Houle manure spreader 5350 gallons 2005 NH FP230 chopper 4 steel wagons 20 feet 2016 Gehl skid steer 165 1 round baie wagon all steel 20 feet tandem krone rake and tedder everything is in excellent shape have sell cows for health reasons. Phone 802-895-2945.

Case International 8340 mower conditioner, stored inside, in good condition. Running, was used last year during first cut. \$2500 or best offer. 802-518-2155.

## CLASSIFIEDS

15 Ton brock grain bin 5 yrs old. 6.9 ton brock grain bin - excellent shape. 90ft hay elevator - good shape. John Deere baler. 11.5 wide MoGoo John Deere Dsic Mower. 9ft 535 Disc mower - like new. 802-624-0143/802-895-4683

**Farm & Farmland**

For Lease: 10 acres of organic meadow in Brandon, currently in alfalfa. Producing roughly 12-15 tons per year in dry hay. Three-year lease available, price negotiable, but approximately \$600/yr 802-247-8459

Horse Training Farm NEW PRICE. 17 plus acres with X-C obstacles, galloping track, stadium jumps, full size ring, covered small arena, trails. 3 stall stable with paddocks, tack/feed room, hay storage. 4 pastures have board fencing. Open concept cape farmhouse has 3 bedrooms, office, sun room, deck, fiber optic internet, solar, cell reception, 2 car detached garage. Workshop, equipment storage, chicken house, gardens, orchard, stream, woods, views. Convenient to Dartmouth College and DH Medical Center. Comes "turn key, as is" - \$650,000. 802-785-4410.

**General**

High Tunnel Greenhouse Assembly & Maintenance: Ledgewood, Harnois, Rimol and more. Complete Assembly, End Wall Construction, Poly Installation, Renovation, and Repairs. Experienced and Professional. Plan Ahead! Get in touch now to get on the 2020 schedule. Contact Mike Feiner at feinervt@gmail.com, www.vineripe.net, (802) 498-8031.

250 Five gallon pails with handles. \$1.75 each. 802-999-4644

**Hay, Feed & Forage**

Quality Canadian hay for sale, big/small squares wrapped, or unwrapped, round bales wrapped or unwrapped, 1st, 2nd, 3rd cuts available. Switch grass and straw



available, call Richard at 802-323-3275

2019 1st cut Timothy and clover hay \$ 5.00 a bale plus delivery fee. Call 603-256-8422

1000 tons corn silage, processed in Colchester. 50 @ ton 802-272-3478 or 802-223-1370 or email sethgardner@hotmail.com

Excellent quality first cut wrapped round bales; baleage. Shelburne VT Call Andy 802-598-6060. Analysis available upon request.

2019 1st Cut 4X4 Wrapped Round Bales for Sale \$40/Bale, 2019 2nd Cut 4x4 Wrapped Round Bales for Sale \$45/Bale, South Pomfret, call Tom at 802-457-5834

2nd & 3rd cut haylage and corn silage for sale. Call Peter Gebbie 802-533-2984, leave a message.

Organic haylage 12% protein \$45 per ton, 15% protein \$55 per ton. 802-537-2435

4x4 round balage mixed grains cut late June. \$30 802-325-3707

1st cut 4x5 round bales. Don Pettis, 802-265-4566.

**ADDISON COUNTY**

Large squares available in Addison, Vt. Hay is stored under cover. Looks like a long winter ahead of us. Call now and make sure you have enough. Contact S.L. Moore

at 802-463-3875.

1st cut 4x5 round bales never wet. Good horse & cow hay. 802-948-2627 or 802-558-0166

Certified organic, small square bales always stacked and stored under cover, 35-40lbs/bale. \$4/bale, discounts available for large quantities. 802-989-0781 for inquiries.

Hay for Sale in Addison, VT. Large square bales and small squares. \$50-60 for Large, \$3.50-4.50 for Small. Delivery Available. Call Jack 802-989-8968

Hay for sale. \$3.25 bale. 802-377-5455

73 1st cut 5ft diameter round bales. \$30-\$35Orwell 802-948-2211

Straw for sale - \$7/bale for 50 or more. \$8/bale for less than 50, \$6/bale for all in the barn, approx. 350. from our winter rye harvest in August. certified organic. Thornhill Farm, Greensboro Bend, 05842, todd@thornhillfarmvermont.com, 802.441.3176

**BENNINGTON COUNTY**

Corn Silage 1000 ton plus. Haylage 500 ton plus. Round bales 4x4. Square bales small. 802-394-2976

**CALEDONIA COUNTY**

Square baled hay- Top quality, VOF certified organic, generous sized. 1st cut \$4.50/bale, 2nd cut \$5.50/bale at the barn in Barnet. 802-592-3088

**CHITTENDEN COUNTY**

Round bales for horses. Clean first cut timothy mixed grass, quality net wrapped 4' X 5' bales. Never wet. \$45. each. 802- 879-0391 Westford.

15 large 5x5 round bales mixed grass w/some timothy + clover 800+lbs \$50 ea. call 899-4126 or e-mail

**FRANKLIN COUNTY**

Good Quality Hay 1c & 2c from western US & Canada. Alfalfa orchard & orchard sweet grass 18 to 20% plus protein large bales & organic by trailer loads. Large or small square bales of straw whole or processed at farm we load on direct delivery by trailer load. Mountain View Dairy Farm 802-849-6266

**LAMOILLE COUNTY**

Organic baled straw. \$5.50/bale. Certified organic. Valley Dream Farm, Cambridge, Vt. 802-644-6598 or valleydream@myfairpoint.net.

**ORANGE COUNTY**

2019 first cut square hay bales for sale. \$4.00 per bale. Delivery available. Bonnie Kennedy, Chelsea, VT. 802-685-2292.

Approximately 375 ton of high quality grass and clover first and second cut, cut extremely early in 2018. First finished May 22, second finished July 2nd. Tests high in energy and protein. 45% harvested "hay in a day" \$50 per ton. Chris 802-522-9485

**ORLEANS COUNTY**

Pure alfalfa for sale and also 1st, 2nd and 3rd cut big/small squares, round bales, wrapped or unwrapped, straw and switch grass. Call Richard at 802-323-3275.

Organic Certified Silage for Sale: We will deliver from our farm or you can come and pick up. Call for prices

and delivery charge. 1-802-744-2444 or 802-274-4934 or 802-744-6553.

**RUTLAND COUNTY**

Good quality 1st and 2nd round bales available, wrapped and dried. Please call 802-446-2435.

4 x 4 wrapped bales for sale. Please call either 802-247-6076 or 802-236-0144

**WASHINGTON COUNTY**

200 - 4x4 round wrapped bales 1st \$45. 802-229-9871

**WINDHAM COUNTY**

2018 4X4 wrapped baleage. June cut. Certified organic, never wet. \$40.00 per bale, quantity discount. 802-254-6982

1st cut hay. Good horse hay. \$4.50 bale 802-254-5069

**WINDSOR COUNTY**

Hay for sale-400 square bales, Reading, Windsor County Vt. \$3.50 per bale at the barn. Call 802-484-7240

4x5 dry round bales \$45.00 delivery available. 802-457-1376

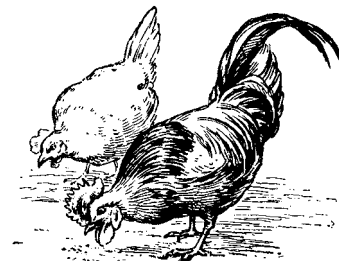
Rolling Meadows Farm: square bales in the field or barn \$4.00. Delivery can be arranged at \$5.50. Very nice hay from fertilized fields in the South Woodstock and Reading area. Call 802-484-5540 or goodfarmvt@gmail.com. Ask for David.

1st. cut dry round bales for sale. Never been rained on, stored under cover. \$50. @ 1st. cut haylage bales for sale. \$45. Rte. 5 Weathersfield Bow 802 -546-4340.

Dry Round Horse Hay, \$50/Bale. 200 Bales left. Call 802-356-5030.

**Wanted**

Kuhn FC350GMower or will sell mine for parts 802-728-3760



**Vegetable & Berry News**  
*continued from page 10*

freeze our fruit, but unsure what markets we will be able to sell to in this very unpredictable year.

**Latest Guidance On Pyo And Farmers' Markets In Vermont**

The VT Agency of Agriculture, Food and Markets has posted PYO guidance dated June 1 and updated farmers' market guidance dated May 28 on this page: <https://agriculture.vermont.gov/covid-19-information/covid-19-general-information-news>

**Leek Moth Update**  
*(Scott Lewins and Vic Izzo, UVM)*

The first leek moth flight of the season is likely coming to a close throughout our region. Where they are present, leek moths have been mating and laying eggs on overwintering garlic and other alliums planted this spring. You may begin to see the characteristic windowpane feeding damage of the leek moth caterpillars over the course of the next few weeks. Typically, this first flight doesn't result in significant damage, though newly transplanted alliums as well as garlic scapes can be disproportionately affected because of the timing of the first larval generation.

Research conducted by our team over the last couple of years suggests releasing *Trichogramma* wasps during leek moth flights may reduce damage by more than 50%, and topping your onions prior to curing may eliminate leek moth damage while not impacting quality after six months of storage. For more information about the work

we have been conducting on Vermont farms, take a look at our most recent research brief (<https://www.uvm.edu/agroecology/vupart-publishes-new-research-brief>). Other leek moth management options include exclusion with row cover and chemical controls. Covering plants with row cover at night will exclude the nocturnal female moths from laying eggs. Where this is not feasible or cost effective, chemical controls can be applied. Spinosad (Entrust, organic) and spinetoram (Radiant SC, conventional)

have been shown to be effective chemical controls but must be time timed appropriately, especially in onions because of caterpillar feeding behavior. Canadian research has consistently found that properly timed insecticide applications made 7-10 days following a peak flight of leek moth adults can effectively manage damage resulting from the following larval generation. For more information about leek moth in general, check out the Leek Moth Information Center website ([https://nysipm.cornell.edu/agriculture/vegetables/leek-](https://nysipm.cornell.edu/agriculture/vegetables/leek-moth-information-center)

[moth-information-center](https://nysipm.cornell.edu/agriculture/vegetables/leek-moth-information-center)).

We have scaled back our own statewide monitoring efforts, however, we are proving leek moth trap setups along with a season's worth of lures, free of charge (while supplies last), in exchange for sharing your monitoring data via an online submission page. This

will enable us to track leek moth flights throughout the season and provide periodic updates. If you have any questions or concerns about leek moth, or are interested in monitoring leek moth on your farm, please contact Vic Izzo ([vizzo@uvm.edu](mailto:vizzo@uvm.edu)) and/or Scott Lewins ([slewins@uvm.edu](mailto:slewins@uvm.edu)).



*Leek moth*

**Art Contest Winners**  
*continued from page 8*

prominence of kindness and devotion to another. This being a given, there must be superheroes that grace our daily lives without a second glance or wavering thought. There must be something that fuels our inflating lungs, that sacrifices itself in an attempt to warm our shivering bodies in the cold winter months, as well as allowing one to find solace and shade from the scorching sun when the warmer air finally arrives, there just has to be. We wouldn't be alive without these organisms. We would know how to be.

I firmly believe that it is time to pay homage to the trees in the forest, the ones on inclined river banks, the one that withstands the tropical air, and most importantly, the ones that have rooted right outside the window pane. For the tree that have burned in the forest fires in California and for the ones that are still burning, your gracious talent of offering shelter to young critters and rodents have been much appreciated. For the trees all around the globe that hold steadfast onto unhatched bird eggs, your devotion is not overlooked.

In my poster I chose to

depict a scene of a grove of trees burning at the roots. The roots are what carry the water and establishes stability and balance within the body. As a result, the fire completely blocks this vital flow. In a similar way, humans block the trees' flow by taking without offering anything in return.

Moreover, the gifts that the trees give relentlessly are endless; from books to food to air, to homes, to the simplest smile. They give until they die. It is of the utmost importance to find gratitude for things that are never thought of for that they are the ones who deserve the highest praise.

**COVID Business Coaching**

*continued from page 9*

Commissioner of Forests, Parks & Recreation, Michael Snyder, said, "Working lands businesses are a key economic driver in Vermont. Providing forest products and agricultural businesses with support and coaching in these challenging times will be integral to the recovery of

this sector and our state as a whole."

For more information, please visit the [Viability Program's COVID Response & Recovery Support page](#). A compilation of resources, guides, and tools is also available at the [Viability Program's COVID-19 Resources for Working Lands Businesses page](#).

**For Immediate Release**

The Vermont Agency of Agriculture, Food and Markets have received an application for a Milk Handlers license from the following entity: Maplebrook On The Move of North Bennington, Vermont to process, package, buy and sell, milk, cheese, within the State of Vermont. If anyone has germane information as to why or why not this company should or should not be licensed those comments are to be sent to:

The Vermont Agency of Agriculture Food and Markets  
Dairy Section Office  
116 State Street, Montpelier, VT 05620-2901

All written comments must be received by July 31, 2020.

At that time the Agency will make a determination as to whether a hearing will be held. If we determine that a hearing is necessary and you wish to attend please write to the above address attention Dairy Section.

# Cool Tech Enables Cost-Effective Food Storage

By Alex Rowe, Efficiency Vermont

In my role as an energy consultant at Efficiency Vermont, I focus on working with farmers to find solutions that can help them better manage their energy use.

One thing I've learned: Vermont farmers are all about ingenuity and finding inexpensive, elegant solutions to problems.

There is an uptick in Vermonters' purchasing Community Supported Agriculture (CSA) shares,

one of the few silver linings of the COVID-19 pandemic. This has created a higher demand at farms offering CSA shares, and an increased need for safe, cost-effective food storage.

Keeping meat and produce fresh between the time it is harvested and the moment a customer purchases it is essential and can be energy intensive. Many farms have walk-in coolers where food is stored while awaiting customer pick up. To make these refrigerated spaces available quickly and on a budget,

many farmers are making use of an electronic control device that overrides the thermostat in a window air conditioning (AC) unit. This allows the AC unit to be used in place of a medium temperature refrigeration system. Most AC units' internal thermostats are preset to not cool below 54°F. The control device drops that setting to about 38°F.

Before adopting this technology there are a couple of things I'd encourage farmers to do:

1. Make sure you properly air seal and insulate the space you are going to store food in. In many cases, these storage rooms are simply sectioned-off spaces of a barn. Without air sealing and insulation,

the AC unit will work harder to achieve lower room temperatures, resulting in higher energy bills and a shortened lifespan for the AC unit. Efficiency Vermont can provide technical advice and incentives to help with air sealing and insulation.

2. Select an ENERGY STAR® certified high efficiency window AC unit. These are generally higher quality products and use less energy. Combined with the \$200 rebate from Efficiency Vermont, you will save a lot of money over time by purchasing the right unit.

Control devices paired with high efficiency window AC units are an

inexpensive alternative to true refrigeration systems. However, they are not necessarily more energy efficient, nor are they the right solution for everyone. These override devices are not recommended for applications where you need to rapidly lower the temperature of your product, nor are they the best choice for large cooler spaces.

Efficiency Vermont has a number of offers for farmers, from efficient barn ventilation systems to indoor grow lights. Visit [www.encyvermont.com](http://www.encyvermont.com) or give us a call at 1 (888) 921-5990 to find out more ways that we may be able to help you save money and increase product quality.



*An electronic control device that overrides the thermostat in a window air conditioning unit, allowing it to be used in place of a medium temperature refrigeration system.*



# Agency COVID Economic Impact Update

*Editor's note: The results of the economic survey below come from all types of agricultural entities; farmers and producers.*

## Agency Business Impact Survey Results as of May 28, 2020

### Economic Impact:

\$23,100,475 (median loss of \$15,000 per business)

### Estimated Monthly Revenue

Loss: NA

### Number of Businesses

Surveyed: 223

### Open/Closed Status:

Fully Open: 87 (39%)

Partially Open: 98 (44%)

Closed: 36 (16%)

### Employment Losses:

Reported loss of employees: 78 (35%)

No change: 132 (59%)

### Economic Impact on Our Dairy Industry

- Milk price forecasts are starting to recover, with May at \$13.21 climbing to \$17.37 in November.

While still under the average cost of production for Vermont dairy farms, prices are returning to be in the range of those received during 2017-2019. Price fluctuations and actual prices paid will continue to vary on market demand, milk supply, and international export.

- Cheesemakers have reported a slight uptick in sales through wholesale distribution to northeast regional metro markets.

### State COVID Recovery Assistance

- Announcements for the Local Food Market Development (LFMD) and Farm to School Infrastructure programs were made last week. Combined, the two programs funded over \$11,000 in COVID relief projects to ag businesses and schools.
- The Agency released a new Request for

Applications for "Local Food in Your Community" grants to assist communities and producers with implementing projects to increase points of access to local products and began targeted outreach to producer associations, municipalities, and partner organizations. Grants will be awarded in the range of \$2,000-\$5,000. Application deadline was June 30, 2020.

- Working Lands Enterprise Fund took applications for COVID-19 Response Business Development Grants. The program received 119 applications totaling over \$1.2 million in total project requests. Applying organizations must have experience, and be able to clearly demonstrate, negative business impacts due to COVID-19. Grants will be awarded within the range of \$5,000 to \$25,000. Application

deadline was May 31 and funding decisions are scheduled for early June.

- Fairs and field days have been canceled for 2020 season. Fair organizations and producer associations (both having nonprofit status) are reporting confusion regarding eligibility for state and federal relief funding. The Agency is developing resources about eligibility for state and federal funding and support opportunities for the fairs and field days community.

### Federal COVID Relief Funding Assistance

- Farmers to Families Food Box Program in Vermont are being distributed 5 days a week through the end of June. USDA has extended the contract through August 2020.
- June 1 was the first distribution date with all VT produce included

in the food boxes

To date, the following has been distributed:

- ♦ 10,000 boxes of pre-cooked chicken (20lbs each)
- ♦ 10,000 boxes mixed Cabot dairy (7.5lbs each)
- ♦ 10,000 boxes of fresh produce (25lbs each)
- ♦ 21,000 gallons of milk (Hood, Thomas Dairy & Monument Farms)
- Update on USDA Direct Payments through Coronavirus Food Assistance Program (CFAP)
- USDA started accepting applications on May 26, 2020 for the CFAP direct payments through local FSA offices. The Agency has information about the program payments and eligibility on the [COVID webpage](#).

## By the Numbers

*A Look Back at Vermont Agency of Agriculture, Food & Markets Work in 2019*

By Scott Waterman, VT  
Agency of Agriculture, Food & Markets

The Vermont Agency of Agriculture, Food & Markets submits an annual report to the legislature each year. The following statistics are from the 2020 Annual Report and speak to a few of the programs the Agency runs. The numbers tell some of the stories behind the work performed by Agency staff,

and our state's farmers and agriculture producers. The annual report is at <https://agriculture.vermont.gov/sites/agriculture/files/2020%20Legislative%20Summary%20Final.pdf>.

We will be reporting more program numbers in future editions of *Agriview* to detail the scope of Agency programs. The Agency invites you to review the report and looks forward to working with our agricultural community in 2020.

### Apiary Program

Honeybee hives registered: **14,500**

Beekeepers registered: **750**

Commercial beekeepers (over 300 colonies): **12**

Backyard beekeepers with less than 10 colonies: **736**

Apiary locations (nearly half located in Champlain valley counties): **1,311**

Apiary inspections completed with 2 part-time inspectors: **48**

American Foul Brood (fatal bacterial disease) cases: **1**

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**For further information about the farm, visit [farmsforcitykids.org](https://farmsforcitykids.org). You may call Tatiana at 802-484-1236. Please send resumé to [Office@sbfvt.org](mailto:Office@sbfvt.org)**



Vermont National Guardsman and Representative Peter Welch hand out food at the Farmers to Families Food Box Program at the Lyndonville airport.

## Vermont Beef Producers Association

Educating producers  
 Building cattle markets  
 Supporting Vermont's beef industry  
 Representing members statewide



Join or renew online at  
[www.vtbeef.org](http://www.vtbeef.org)



### Standard Offer Program May 1, 2020

Public Bid \$0.258/kWh For Small Wind Technology

Land Wanted to Lease

Build and Own A Small Wind Farm

Small Wind Workshop Saturdays 10:00



[jasonday@starwindturbines.com](mailto:jasonday@starwindturbines.com) 802-779-8118 [www.starwindturbines.com](http://www.starwindturbines.com)

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