



Believe believe in the magical fruit.

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Quick History

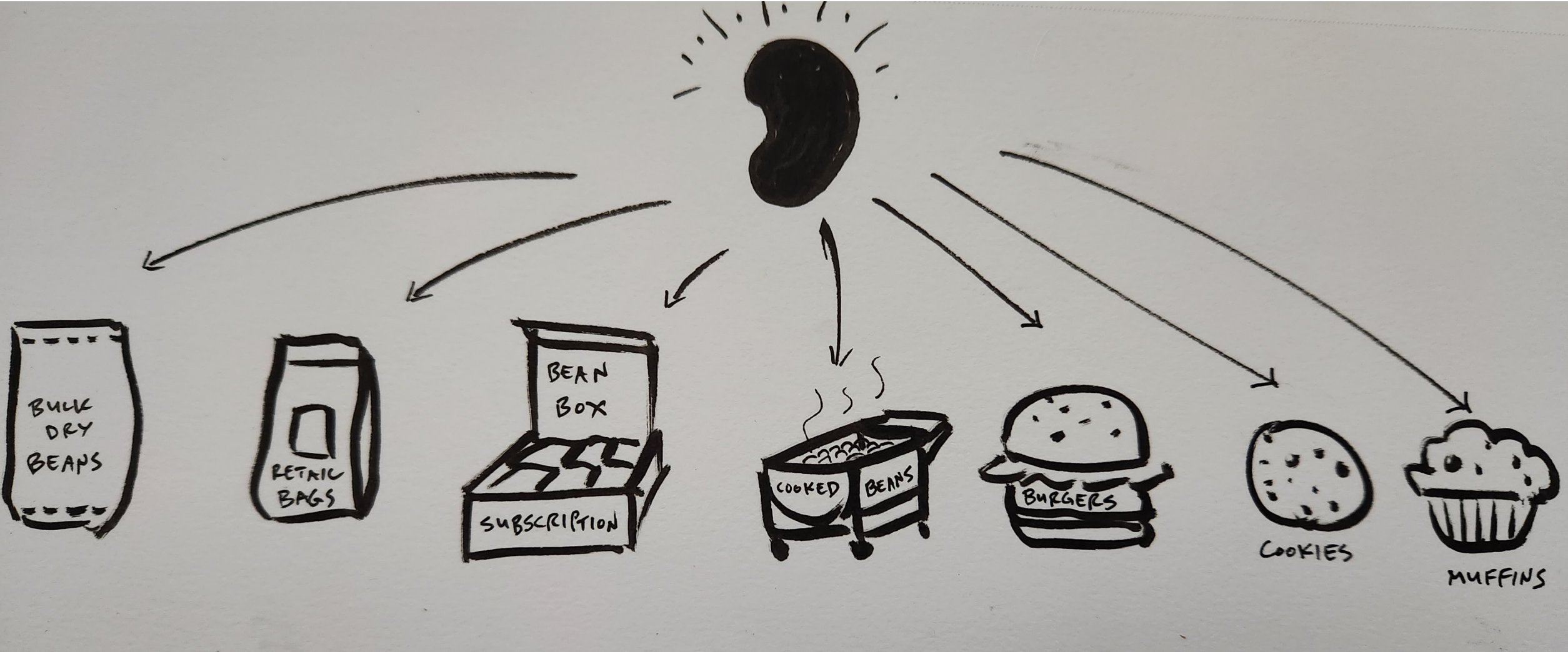
- 2009 – Started growing beans and making burgers at BHF; vended Rutland Winter Market
- 2010 – Picked up by BRP; worked 3 VT markets and 1 NYC
- 2011 – Tried out various other commercial kitchens while outgrowing BHF
- 2012-2015 – Moved to MRV for MRV Food Hub
- 2015 – Moved to our own rented kitchen at KBMG organic farm
 - All Souls Incorporated and started producing tortillas in Warren as well
- 2017 – All Souls moves to new space in Burlington, VBC expands in MRV
- 2021 – Purchase of the farm in Warren; All Souls sets up new wheat tortilla bakery in Burl.
- 2023 – VBC awarded Kendall Foundation grant in partnership with SDX and NOFA-VT to increase local organic black beans served in VT institutions (also a regional scope)
- 2024 – Positioning to add copacker and bid on NY and MA DOE contracts



Why Edible Dry Beans

- Role in rotation with grains as more Northeast farms add more grains
- Estimated of hundreds of thousands of acres in generational succession across Vermont soon. Need new markets for new crops
- Much of the soy and grain sector that supports dairy is relevant
- Market Potential enormous, and not saturated in Northeast
- Consumer Economics: cheapest protein source, makes other local proteins more affordable when combined
- Health

Meeting people where they are:



Bean Economics 101

- Commodity prices are around \$45 cwt for common varieties (blacks, pintos, etc)
- VBC pays \$62 cwt for NY-grown conventional (27% more)
- VBC pays \$125 cwt for Organic Black Beans (2.7 x more)
- VBC pays up to \$340 cwt for VT-grown Organic Heirloom (7.5x more)

Public School Meals

- At \$4/lb dry weight, cooked cost is \$2/lb or \$0.50/serving, under the cost per serving budget of public schools
- At \$2/lb dry weight for black beans, cooked cost is \$1/lb and a local beef and bean chili can be served within current public school budgets
- We are up against “free” USDA commodities in public schools
- But! More and more VT schools are opting out of those commodity can beans and talking about switching to our pre-cooked frozen 10lb case option!

Transparent Sourcing

BLACK BEANS grown by Schlitz Farm, NY

CARROTS **ONIONS** **KALE** grown by Bear Roots, Burnt Rock, Pete's Greens, Joe's Brook, Kingbury Market Garden, Alpenglow and Harlow Farms, VT

BUCKWHEAT GROATS & FLOUR grown in NY, processed by Birkitt Mills, NY

SUNFLOWER OIL grown and pressed by Century Sun Oil, WI

APPLE CIDER VINEGAR pressed and bottled by VT Village, VT

SEA SALT harvested from Northern California

ROSEMARY **CUMIN SEED** **CURRY** **CRACKED RED PEPPER** sourced from Teeny Tiny Spice Co. and Mountain Rose Herbs







FALAFEL BURGERS

Joyfully Serving the Tastes of Local Organic and Plant-based Food.

4
SERVINGS

NET WT 12.5 OZ (354g)





**BLACK BEAN CHIPOTLE
HUMMISH**

INGREDIENTS: *black beans, *garlic,
*apple cider vinegar, sunflower oil, salt,
*chipotle, *chili flakes, smoked paprika

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made by vermont bean crafters





Flour base of Northeast-grown Oats, Beans, Buckwheat





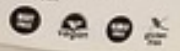
GLUTEN-FREE MUFFIN BATTER

D-GF-1 GAL
SCOOP & BAKE

STORE FROZEN TO EXTEND SHELF LIFE. THAW PRIOR TO PORTIONING.
Portion out batter into muffin tins
Bake at 350 for 20-25 minutes
let muffins rest 5-10 minutes before serving

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INGREDIENTS: *Black beans, Callebaut Chocolate Chips (sugar, unsweetened chocolate, cocoa butter, soy lecithin, vanilla), *White sugar, *Brown sugar, *Vanilla oil, *Sorghum flour, *Balsamic cocoa powder, *Apple sauce, Pumpkin flou, *Hollands, *Buckwheat groats, Baking powder, Salt
*organic



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DURABILITY MARK
2
MEDIUM DUTY



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Mocking Bird Nuggets

Offer complete protein by combining Northeast-grown organic beans and corn-masa.



Equipment commons for beans and grains



*Thank you VHCB/VFFV and Kendall Foundation

Bean Box

- Mail Order Subscription
- 24 distinct varieties offered
- Helps move Heirlooms
- Direct to Consumer
- Includes farmer profiles, bean histories and recipes
- Selling to nearly all 50 states
- Shipped Quarterly



Combined Impacts of All Souls and VBC

- Organic Grain bought in
- Tortillas Made
- Beans bought in
- Vegetables and herbs
- Dry weight beans sold
- Cooked weight sold
- Bean burgers sold
- Payroll and FTE
- Double-digit annually compounding growth

Biggest Catalysts

- Greg Cox of Boardman Hill Farm, West Rutland
- City Market Vendor Loan
- VHCB VFFV program
- Northern Grain Growers
- UVM Extension
- Agency of Ag, WLEB
- NOFA-VT
- VT Community Loan Fund
- VT Farmers Loan Fund
- Mad River Food Hub

Biggest barriers

- Lack of affordable housing for staff
 - Nearly all staff are paying more than 25% of their income to rent, and some around 50%), and we pay an average of \$25/hour which is above average for our sector
- Lack of affordable childcare and early education opportunities
 - Every week is staffing triage
 - Thank you for passing Act 76. It's a start! Easily worth the 0.44% PRT for us
- Paid Family Leave (H. 66)
 - We have had to shoulder the costs of paid family leave as a single enterprise to offer maternity, paternity, bereavement, and medical leave for staff.
 - We would have saved money over this last decade paying into a plan as part of a larger risk pool at the State (or Federal) level

Feel free to reach out with any questions:

- Joe@vermontbeancrafters.com
- 802-325-2144 (call or text)
- www.vermontbeancrafters.com