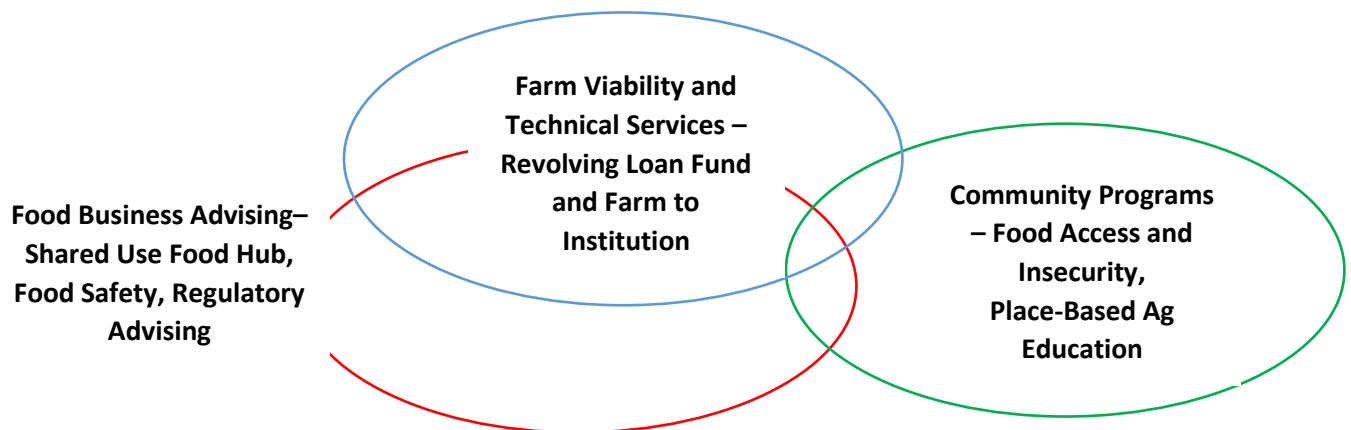


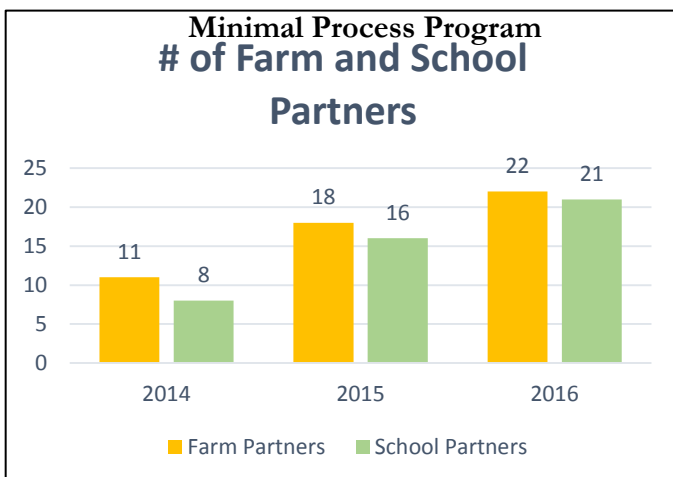


The Center for an Agricultural Economy was begun nearly 15 years ago, with a mission to build a **local, healthy, just and regenerative food system**. We believe in working lands, working people and local food. We run programs for our local community (greater Hardwick area) and the NEK, as well as state-wide programs, such as the Vt Food Venture Center. The CAE is one of Vermont's foremost food business incubators and food hubs and is a part of both state-wide and regional networks, including:

- *Vermont Farm and Forest Viability Network*: we are the Northeast Kingdom's farm and food business advising and technical assistance hub
- *Farm to Institution New England*: we are a part of the Food Processors Community of Practice, a network of rural food processing facilities and urban food business incubators
- *Vermont Farm to Plate Aggregation and Distribution Working Group and Leadership Team*: we lead a committee of distributors, aggregators and farm to institution/farm viability service providers working together to advance state goals around local food
- *Farm to Institution New England Advisory Council*: we are a part of regional leadership team, directing the work and management of the Farm to School/College/Healthcare projects at a multi-state level.



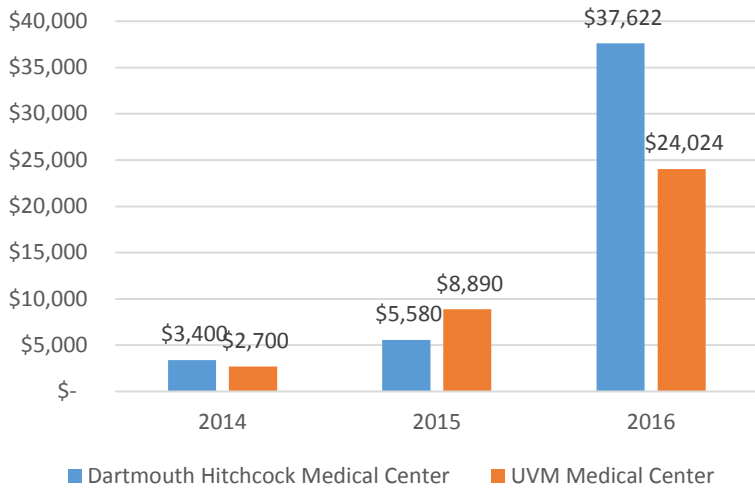
KEY INDICATORS: Farm to Institution



***Number of local lbs sourced:** 2014: 46,000 pounds, 2015: 60,000lbs, and in 2016: 71,400lbs. This is a 34% increase in the local value-added products from the VFVC in two years.

***Number of schools:** 8 schools in the fall of 2014, which grew to 16 schools in 2015, and we are at a total of 21 schools at the end of 2016. Our average monthly sales to schools increased by more than 40%, from around 700lbs a month average at the end of our first year (14/15 school year) to over 1000lbs per month last year (15/16 school year).

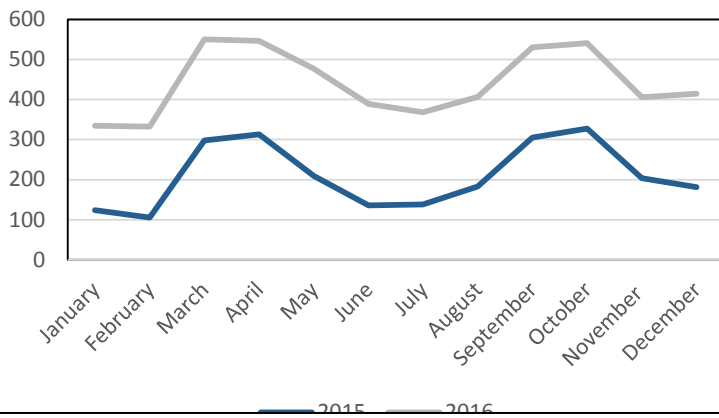
Largest HealthCare Clients Sales Growth



In the coming year, we will be particularly working with **Real Food Challenge Colleges** and **Healthy Food in Health Care medical centers**, since we know the power of larger institutions in purchasing.

VFVC Facility Usage

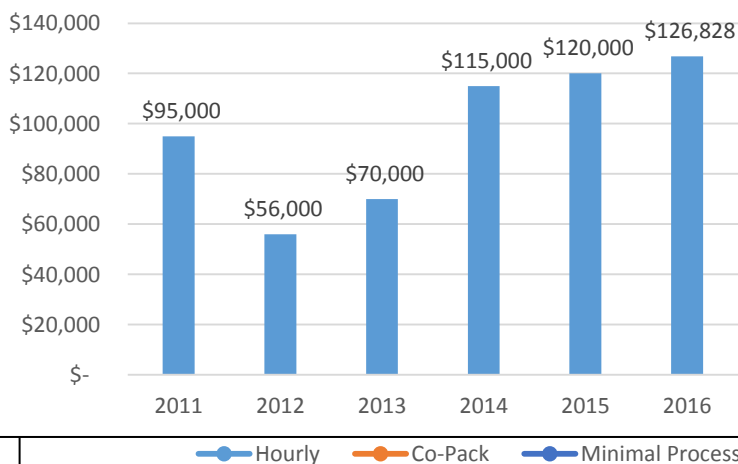
Facility Usage Comparison: 2015 vs 2016



VFVC Clients include:

- Vermont Switchel
- Butterfly Bakery
- Laughing Moon Chocolates
- Sumptuous Syrups
- Vermont Chevron
- Vermont Kale Chips
- Burke Mountain Confectionary
- Snug Valley Farm
- Templeton Farm and many more....
- *And 12 graduates from the incubator facility!*

Vermont Farm Fund Loan History



Vermont Farm Fund, established in 2011 –

- Immediately responded to Hurricane Irene emergency situations on farms across VT
- Has grown for 6 years through philanthropic donations
- 46 loans, 14 returning borrowers
- *No defaults!*

November
December

Community Programs:

- 11 *Grow Your Own* workshops/gatherings, averaging 15 people per workshop – 33% of whom are eligible for low-income services
- 60 first and second graders using Community Greenhouse each week in Sept and Oct
- 10 Families who are Hardwick Area Food Pantry clients using the new Garden Beds
- Community orchard; 35 Raspberry bushes, 19 blueberry bushes, 20 Apple Trees and 8 Maple Trees, planted by students
- 8 Mentorships – formal and informal – at the Community Gardens

