

Agriculture Development Division

Who we are and What we do



The Agriculture Development Division cultivates Vermont's agriculture and food system through **grantmaking, marketing, strategic collaboration, and connecting businesses and communities** to vital resources.

- Focus on various market opportunities and support diverse agricultural sectors
- Invest state resources and leverage and support access to federal assistance
- Communicate about opportunities and market Vermont products and producers

FY22 Division Investments

FY22 Agricultural Development Division Program Investments		
Program	# Recipients	\$ Invested
Northeast Dairy Business Innovation Center (NE-DBIC)	21	\$2,194,368.40
Vermont Fairs and Field Days Grants	38	\$1,296,719.00
Farm to School and Early Childhood Grants (FTS)	49	\$291,747.00
Local Food Market Development Grants (LFMD)	4	\$53,715.00
Specialty Crop Block Grant Program (SCBGP)	5	\$186,186.00
Trade Show Assistance Grants (TSAG)	8	\$31,586.00
Working Lands Enterprise Initiative (WLEI)	78	\$5,632,695.00
Local Food Purchase Assistance Program (LFPA)	5	\$253,765.00
Federal-State Marketing Improvement Program (FSMIP)	1	\$60,000.00
Northern Border Regional Commission (NBRC)	5	\$300,000
Farm to Plate + Business Assistance	2	\$135,000.00
Totals	216	\$10,435,781.40

Reflects one-time additional investments of \$5M to WLEI and \$500k to Fairs

Investments to date show significant growth since 2012: 1,368 recipients receiving approximately \$19.4M in awards

Working Lands Program

Impact to Date 2021-2023



Impacted all 14 of VT's counties

- Funded 418 agriculture and forestry projects
- Distributed **\$13.6 million** in grant funds
- Leveraged **\$23.5 million** in matching funds

From 2012-2022, Working Lands grantees have:

- Generated **\$55,557,487 in sales** annually one year after completion of grant*
- Created **539 new jobs**
- Employed **1,118 people**
- Impacted **24,007 acres**

Working Lands Program

FY22 & FY23 Program Overview

Historic grantmaking to the Working Lands Enterprise Initiative (WLEI)

- FY22: **\$5.3 million** in awards
- FY23: **\$3.0 million** in awards
- FY24: **\$4 million proposed** in Governor's budget

Continued oversubscription in applications – receiving over **\$10M in demand in FY22 & FY23**

FY22 Highlights

- Over **\$1.1 million** grants to meat production and processing businesses
- Created large-scale investments of **\$250,000** for supply chain or market level impact

FY23 Highlights

- Over **\$7M** in demand for **\$1M** of ARPA primary farm or forest producer
- An additional **\$1M** to support businesses, service providers, and producer associations

Marketing and Export Team



FY22 Highlights

- Record sales in the VT Building and attendance at the Big E
- Nearly 50% increase in businesses engaged in Maple 100
- Launch of weekly product pricing dashboard for over 50 common farm products.

Future Focus and Goals

- Strengthen **joint marketing partnerships**
- Expand **price reporting** initiative
- Expand support for **agritourism**
- **Elevate the stories** of VT growers and producers
- Expand **export opportunities** for VT food and farm businesses

Market Development Section

FY22 & FY23 Program Overview



- Farm to School and Early Childcare
- Northern Border Regional Commission grant funding
- Local Food Purchase Assistance Cooperative Agreement
- Produce Safety and Market Access for Fruit & Vegetable Growers
- Specialty Crop Block Grant Program investments
- New Farmer Resources
- Accessory On-Farm Businesses and Local Food Definition
- Industry-specific support

Farm to School and Early Childhood Grants FY22



Over \$1.6M total granted in the program

- \$210,000 invested in FY22
- \$500,000 to be allocated in FY23

Farm to School and Early Childhood Grants

Help schools and early childhood programs develop or expand farm to school and farm to early childhood programs

Farm to School Vision Grants

Help schools, childcare providers and afterschool programs engage with food system issues through youth education and empowerment

Community Supported Agriculture Grants

Reimburse early childhood programs for purchases of community supported agriculture (CSA) shares

USDA Specialty Crop Block Grant Program FY22



Block grant to enhance the competitiveness of specialty crops including fruits, vegetables, tree nuts, nursery crops, floriculture, honey, hops, maple, and mushrooms

Investments of over **\$3.6 million** since the program launched in 2006

- In FY22, awarded **\$324,467** for 8 projects to benefit Vermont fruit, vegetable, and value-added producers and increase consumer access to locally produced food
- Grants will leverage **\$162,629** in matching funds

Northeast Dairy Business Innovation Center



\$38.7 million of federal funds received since FY20, including \$19 million in one-time funds after the NE-DBIC led a regional task force to provide USDA with recommendations on essential sector needs

- Over **145 awards totaling \$8 million** to date

Focus and goals for coming years

- Grant opportunities upcoming in early 2023
 - \$12 million - existing dairy processor expansion
 - \$1 million - processor research and development
 - \$1 million - packaging innovation

Key focus areas

- Workforce development
- Farmer support and farm investment
- Sheep and goat dairy development