



**Vermont State
University**

Center for Agriculture
& Food Entrepreneurship

CAFE: Updates and Next Steps

January 10, 2024

Glenn Evans, Executive Director

◀ Where we were

Challenges

Enrollment and financial conditions

Changes

Ag degrees paused; dairy herd sold

Secret Sauce

Ag Advisory Committee

A dedicated 40+ person committee formed to research & report
3+ years of work-to-date

Issued a comprehensive report with recommendations

Create CAFE

Offer diversified Ag and Food Entrepreneurship degree pathways
with robust internship requirements

Invest in focused selection of new on-campus enterprises

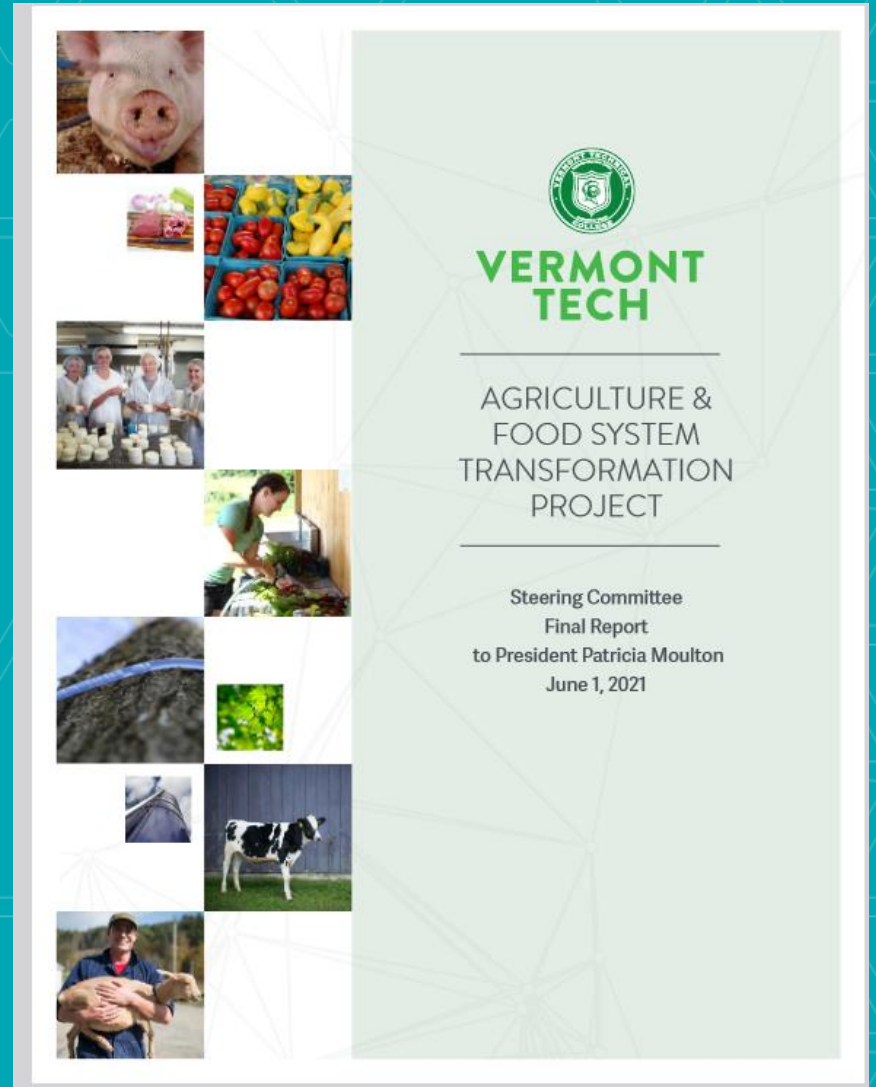
Major grant funding (\$3MM total) was secured:

EDA grant providing a 3-year runway to fund 3 Center staff

NIFA grant for farm classroom improvements, marketing trainings

NBRC grant for equipment and forestry

CRRP, Working Lands, and Leg. appropriation to fund a Meat Processing Facility



VTSU Advisory Committee

Andy Wood – Deputy Director of Agricultural Lending at Vermont Economic Development Authority

Calley Hastings – Program Manager, Vermont Farm & Forest Viability Program

Ellen Kahler – Executive Director, Vermont Sustainable Jobs Fund

Louise Calderwood – Director of Regulatory Affairs, American Feed Industry Association

Pat Moulton – Executive Director of Workforce - VTSU

Emma Marvin – Special Projects Manager, Butternut Mountain Farm

Jenn Colby – Owner/operator, Howling Wolf Farm

Philip Ackerman-Leist – Foodshed Solutions LLC / Director of Ecological Benefits at The Lexicon

Vern Grubinger – UVM Berry and Vegetable Specialist

Kate Findley Woodruff – Associate Dean of CALS, University of Vermont

Meg Nelson -- Financial Services Communications Specialist /Co-owner Nelson Farms

Earl Ransom – owner/operator, Strafford Organic Creamery

David Dolginow – founder and VP, Shacksbury Cider

Marc Mihaly – State Representative and Vermont Law School professor emeritus at Vermont Law School and eighth president and dean

Cheryl Cesario – Senior Livestock & Grazing Specialist, American Farmland Trust

Matt Angell – Co-owner/Operator White Rock Farm – In the same family 222 years.

Regina Beidler – Member Program Specialist, Organic Valley

➔ *Where we are*

1 June 2023: CAFE officially formed with hiring of Executive Director

2 October 2023: Meat Processing Facility Director hired

3 Hiring in process for a Training and Internship Manager

4 Ag. Advisory Committee engaged to provide input in 6 focus areas

5 Meat Processing Facility a go

6 Farm equipment consolidation & prioritization, divestment & investment

7 For-credit programming paused for AY23-24

8 Foundation being laid for private partnerships across key educational areas

The Center for Agriculture and Food Entrepreneurship (CAFE) is Vermont State University's gateway to applied skill-building within agriculture, food, and forest systems.

Immersive workforce development opportunities:

Associates Degree (*pending*)
Certificate-Trainings (*current*)

Randolph-based land, facilities, equipment and instructors:

Hands-on skill building resources

Private partnerships With businesses that are innovative and entrepreneurial:

Efficiently and effectively facilitate internships and on- and off-campus experiences



FOREST LAND

SUGAR BUSH

FARM FACILITY (see enlarged)

ROTATIONAL GRAZING FIELD

ROTATIONAL GRAZING FIELD

FOREST LAND

ROTATIONAL GRAZING FIELD

ATHLETIC FIELDS

GREENHOUSE

CAMPUS

MEAT FACILITY

FARM FIELDS

FARM FIELDS






ORCHARD






PUMPKINS

FOREST LAND

 Vermont State University

AGRICULTURAL MAP LEGEND

-  = **AGRICULTURAL BUILDINGS**
 - VTC Randolph agricultural use buildings
-  = **CAMPUS BUILDINGS**
 - VTC Randolph central campus buildings
-  = **MEAT FACILITY**
 - Processing facility
 - Value added meat processing
 - Remote classroom
-  = **SUGAR HOUSE**
 - Reverse osmosis
 - Fuel powered arch
 - Canning and processing
 - Marketing and sales
-  = **MILLING CENTER**
 - Wood mizer sawmill
 - Outdoor forestry training center

-  = **SUGAR BUSH**
 - Bird friendly recognition
 - 1,500 taps on pipeline
-  = **FOREST LAND**
 - Management Plan: wildlife, timber, recreation
 - Student managed
-  = **FARM FIELDS**
 - Hay, grazing, corn
 - NMP
 - No till practices
-  = **ORCHARD**
 - Pick your own apples
 - Tree pruning
 - Markets and sales
-  = **FARM FACILITY**
 - Rotational grazing
 - Livestock
 - Forage Storage

Degree Programming Then/Now: What's Different?

Past Enrollment Demographics

PAST

Workforce-**focused**

Narrow degree:
Pathways with limited
workforce outcomes

Fixed programming
spacing

Tailored to **Vermont**
farm kids

FUTURE

Workforce-**ready**

Funnel approach:
Broad but focusable
workforce outcomes

Programming that is
responsive to change

Tailored to **regional**
farm and food interests
– farm and non-farm
backgrounds

Future Growth Positioning

Degree Programming

Create Sustainable Learning Options through partnerships

On-campus
Partnerships

Cost-effective accessible experiences (*agronomy, dairy, beef, maple, food safety, value-added*)

**An
immersive
educational
experience**

Off-campus
Private
Partnerships

Support for engaging labs, tours and internships at a scale that would not be sustainable on-campus

In-house
Enterprise
Operations

Scaled for teaching first – with secondary cost offsets through sales (*orchard, forestry*)

Funnel Approach to single Ag., Food and Forests Degree



Broad Exposure to Ag., Food and Forest Curr.

Students define their core area of interest(s)

Focused for-credit Internship experience(s)

Workforce-ready graduates

Marketability



Differentiation

Peer institution analysis –
28 institutions compared
Closest comparables are
SUNY and UNH

Demand

Regional CTE Centers
(600+ in Ag/Nat Res in
VT alone) & high schools

VT farm/food sector
employs >64,000 and
supports >11,500 farm
and food enterprises

Dynamic

Leverage unique VT farm,
food industry and forestry
connections.

A work-learn model that
prioritizes experiential
learning on and off
campus

What's *next*

- Q1 2024: **Hire a Training and Internship Manager**
- Q3 2024: **Meat Processing Facility Opens**
 - Immediately supports in-demand training programs
 - Builds capacity for future degree coursework
- CY 2024: **Working Land Trainings**
 - Expand and promote wide range of trainings
- CY 2024: **Engaged Marketing & Outreach**
 - Build upon a legacy – establish a well-tuned marketing and outreach machine
 - Website, social media, alumni network, CTE centers & schools, FFA, conferences, AAFM, VT Farm to Plate and other industry partners...
- AY 2025: **Single AFF Associates Degree**
 - Pursue approval of a single Agriculture, Food and Forests Associates Degree
 - Leverage funnel-model and private partnerships



Vermont State
University

Progress & Updates Meat Facility

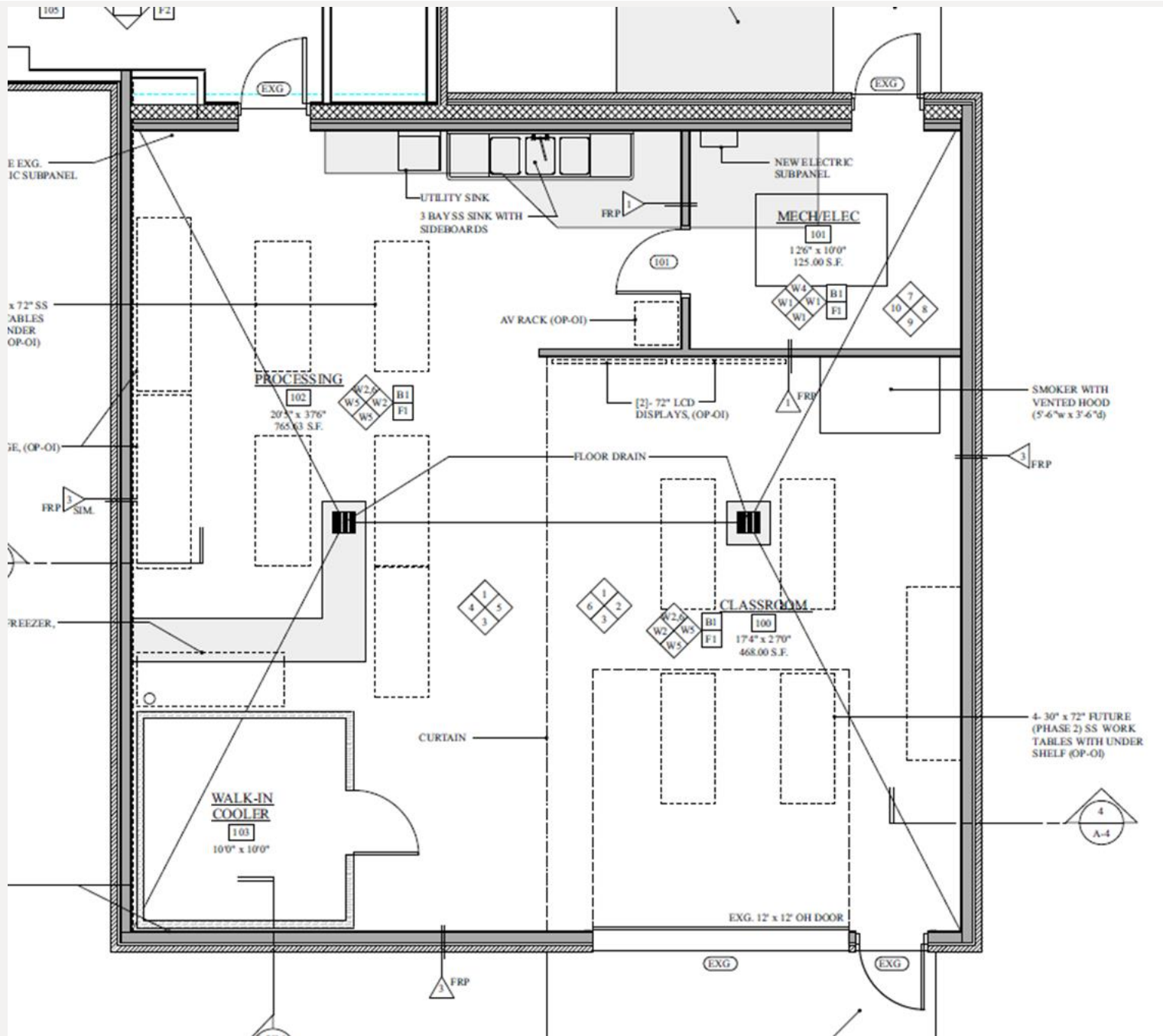
January 10, 2024

DeMetris Reed, Director

Updates

- We have been given the green light to move forward with design and construction bids.
- December 2023- we met with Assistant VP of Campus Operation to answer concerns about the design and budget.
- January 2024- We met with the Architects, Mechanical Engineer, and Electrical Engineer. The design was updated to address structural and functional aspects of the processing floor.
 - January 2024- Quote received from Ultrasource Inc. for large equipment purchase and 2years of start-up supplies.
- February 2024- Grant Submission to the VT Agency of Ag.

Processing Floor



Meat Butchery Certificate Courses

Current Courses

POULTRY & SMALL RUMINANTS - Poultry, particularly chicken, is becoming an increasingly popular meat worldwide. The consumption of poultry has been increasing over time while other meats such as beef and pork have remained relatively constant or even decreased. There are several reasons for this including the fact that poultry is exceptionally quick to mature, highly efficient on feed, and is a source of desirable white meat. Come learn about the art of cutting poultry and how to market their cuts. For many years lamb carcasses were fabricated at or near the place where product was sold. Carcasses were shipped from the point of slaughter to the point of sale. Lamb is unique in that it is the last specie to be shipped to retailers and food service in large percentages as whole carcasses. We will journey into the small ruminants that we raise for red meat and their unique position in the meat industry.

PORK- This series will focus on the breakdown and various cuts of a pig. Here in the US we see that the pig is heavily used in the sausage and value-added market. However, the middle meats are becoming just as popular as beef. Come learn about the most dedicated animal in the meat industry.

BEEF- This session will focus on the breakdown and various cuts of a beef half. Participants will practice and feel confident breaking down a half beef into primals, sub-primals and finally into retail cuts such as steaks, roasts, stew meat, etc. What else can we say “Beef- It’s What’s For Dinner!”

Meat Butchery Certificate Courses

New Courses

INTRODUCTION TO BUTCHERING - This training will include an introduction to HACCP planning. Good Management Practices and Tours of local facilities to understand the meat industry at-large.

CUE'LINARY EXPERIENCE/ BARBECUE COURSE- This course is designed to educate participants using surveys, demonstrations, and eating in a class celebrating the rich heritage of American Barbecue. We will explore Texas Barbecue; preparation techniques which includes types of meats, seasonings, and cooking methods with emphasis of meat in the diet and food safety, cost, and availability.

SAUSAGE AND CURING MEATS- Smoking is the process of exposing products to wood smoke at some point during manufacturing. Curing was originally a term applied to preservation in general but is now restricted to preservation with salt (sodium chloride) and sodium or potassium nitrite or nitrate or a mixture of these two salts. The use of salt and smoke is one of the oldest methods of preserving meat, and we will experiment with these avenues of value-added techniques.

CHARCUTERIE - Learn how to make cured dried meats at home with our butcher. Course includes how to dry cure meats, sausage making, salami making, charcuterie, pastrami, prosciutto, and more.

Meat Facility Name

BUTCHER BLOCK

1866

VERMONT STATE UNIVERSITY- RANDOLPH CENTER