

Presented to the House Committee on Agriculture, Food Resiliency and Forestry



What we mean by Food System





Stage – Scale – Market Alignment

(External and Internal)

Market Channel



- » Direct (farmers markets, CSAs, etc.)
- » Pre-K--12
- » Colleges/Universities
- » Hospitals and other Institutions
- » Restaurants
- » Independent Grocers
- » Regional Grocers (VT, New England)
- » National/Global Markets

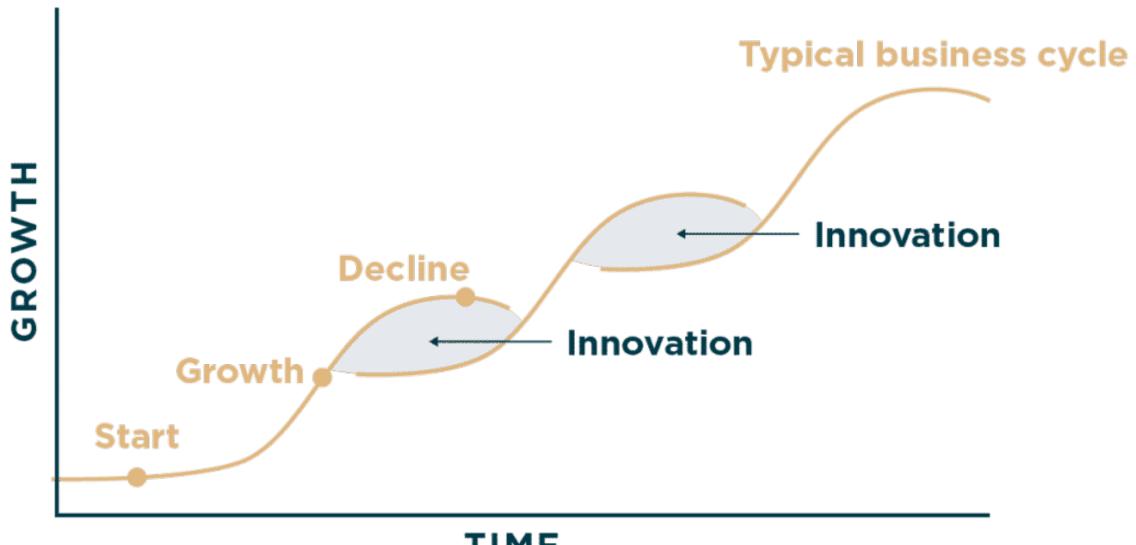
Stage of Enterprise Development

- » New and Beginning
- » Early Stage
- » Growth Stage
- » Mature
- » Succession

Scale + Type of Operation

- » Micro/Hyper local » Commodity
- » Small » Value Added
- » Medium
- » Large





TIME



Market Development Needs

Market Development Approach

Supply Chain

	INPUTS	PRODUCTION	PROCESSING / MFG	DISTRIBUTION	END USE
RESEARCH	1	2	3	4	5
TECHNOLOGY + INFRASTRUCTURE	6	7	8 FOR EXAMPLE: what are the technology/equipment/ infrastructure needs for processing more value-added products?	9	10
FINANCING	11	12	13	14	15
TECHNICAL ASSISTANCE	16	17 FOR EXAMPLE: what are the technical assistance needs facing producers? Who can provide relevant assistance?	18	19	20
NETWORK DEVELOPMENT	21	22	23	24	25
WORKFORCE DEVELOPMENT	26	27	28	29	30
SALES + DISTRIBUTION	31	32	33	34	35
EDUCATION + OUTREACH	36	37	38	39	40
PUBLIC POLICY	41	42	43	44	45









Business Assistance Continuum Farms



Sustainable lobs Fund



Business Assistance Continuum Value Added Farms and Food Businesses



lobs Fund



BUSINESS SENSE

Next Level Tools for Entrepreneurs & Small Business Owners



6 MODULES

Each Covering Multiple Topics

Business Sense is a no-fluff source of information that gets right to the heart of what small business owners need: essential tools and informational resources to help their businesses grow.

Module 1: Financial Literacy

Module 2: Business Operations

Module 3: Business Governance & Leadership

Module 4: Human Resources

Module 5: Marketing

Module 6: Sales



Vermont Sustainable Jobs Fund

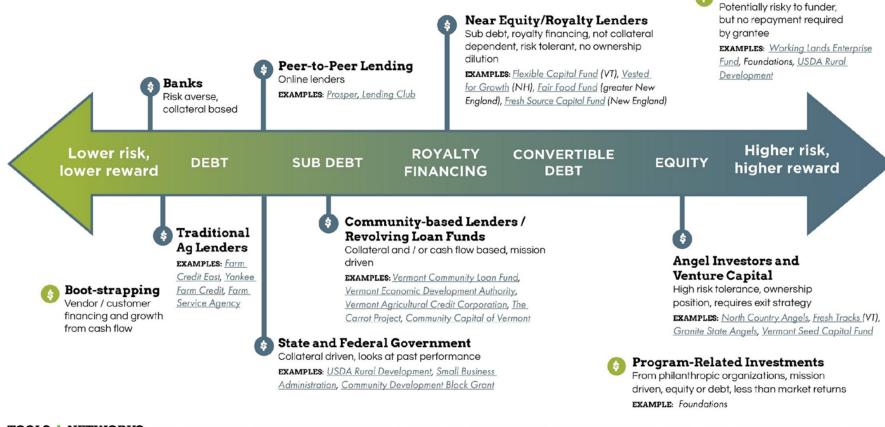
Accelerating Sustainable Economic Development



SCAN THE QR CODE ABOVE TO LEARN MORE bit.ly/Business-Sense



Capital Continuum



TOOLS + NETWORKS



Investment Clubs + Networks

Group of individuals who meet regularly to pool money and invest, equity or debt

EXAMPLES: No Small Potatoes (ME), Vermont Food Investors Network



Crowd Funding Platforms

Allows companies to raise small amount of \$ from many people via online portal or state regulations

EXAMPLES: Agfunder, Designbook, Barnraiser, Vermont Small Business Offering Exemption, Kiva Zip, Milk Money



Intermediaries + Networks

Connects food entrepreneurs with Main Street investors. Includes state and regional networks like <u>Slow Money Vermont</u>, <u>Maine</u>, and <u>Boston</u>, and NH/<u>VT Community Loan Fund</u>



Friends, Family, Fools

Higher risk, may never see a return



Grants

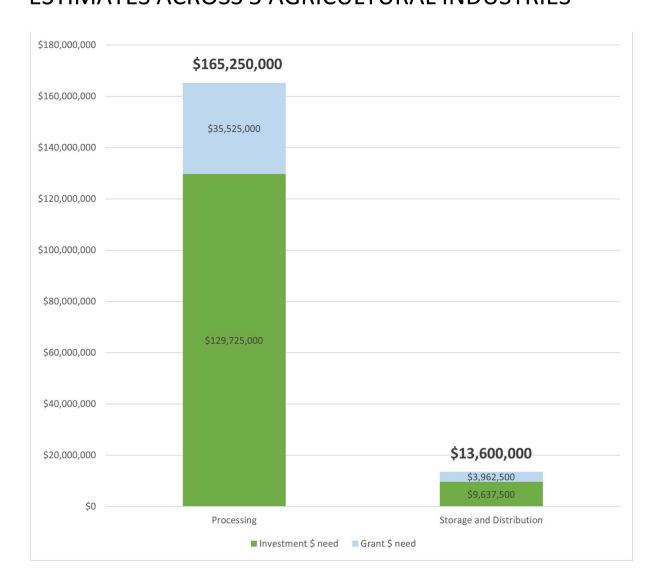
Credit Enhancements

EXAMPLES: SBA, USDA + state guarantees



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ECONOMICS: FARM AND FOOD SECTOR INFRASTRUCTURE INVESTMENT NEEDSESTIMATES ACROSS 5 AGRICULTURAL INDUSTRIES



Livestock Infrastructure Estimate:

\$58,800,000

Dairy Infrastructure Estimate:

\$53,150,000

Produce Infrastructure Estimate:

\$46,850,000

Grains Infrastructure Estimate:

\$15,050,000

Permanent Crops Infrastructure Estimate:

\$5,000,000

FY24 AgDev Grant Applications, Arranged by Program **Summary Statistics Financial Data** Awarded Not Awarded 1,281 \$108,838,498 **Total Applications Total Request** Maple 340 280 \$11.433.377 178 Small Farm Diversification and Transition 166 Applications Awarded Total Awarded 172 Meat/Produce 13 159 10.50% 21.9% 100 On-Farm Milk Storage & Handling **Approval Rate Funding Rate** Dairy Farm Improvement & Modernization 94 **Applications Funding** Business Enhancement 14 62 School Community Supported Agriculture 49 48 Existing Dairy Processor Expansion Grant - Tier 3 15 33 39 Existing Dairy Processor Expansion Grant - Tier 1& 2 17 22 Food Purchase Assistance (LFPA) Dairy Food Safety & Certification (78%)Trade Show Assistance 13 School and Early Childhood Capacity Building 13 Supply Chain Impact Awarded Not Awarded \$ Awarded \$ Not Awarded **ARPA Primary Producer Impact** ✓ Select all School Vision ✓ Dairy Business Innovation Center Fair & Field Day Opportunities Working Lands **Dairy Product Trade Show Assistance** Farm to Institution Goat and Sheep Dairy Development Agriculture Development Grant ✓ LFPA / RFSI Specialty Crop Block Grant **Specialty Crops** Institution Market Development ✓ Fairs Dairy Marketing & Branding Services 6 **Producer Association Development**

Service Provider

Massachusetts Co-Packing Start-Up

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FY2024 UApp Data Dashboard EXPERIMENTAL v0.1a
AgDev Metrics Team INTERNAL USE ONLY

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