



Vermont's Food System Overview Presentation #2

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

1.24.25

What we mean by Food System

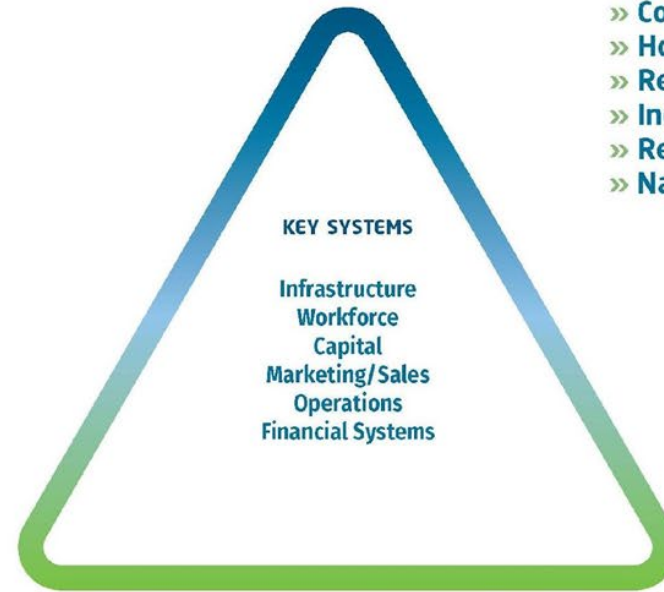


Stage – Scale – Market Alignment

(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

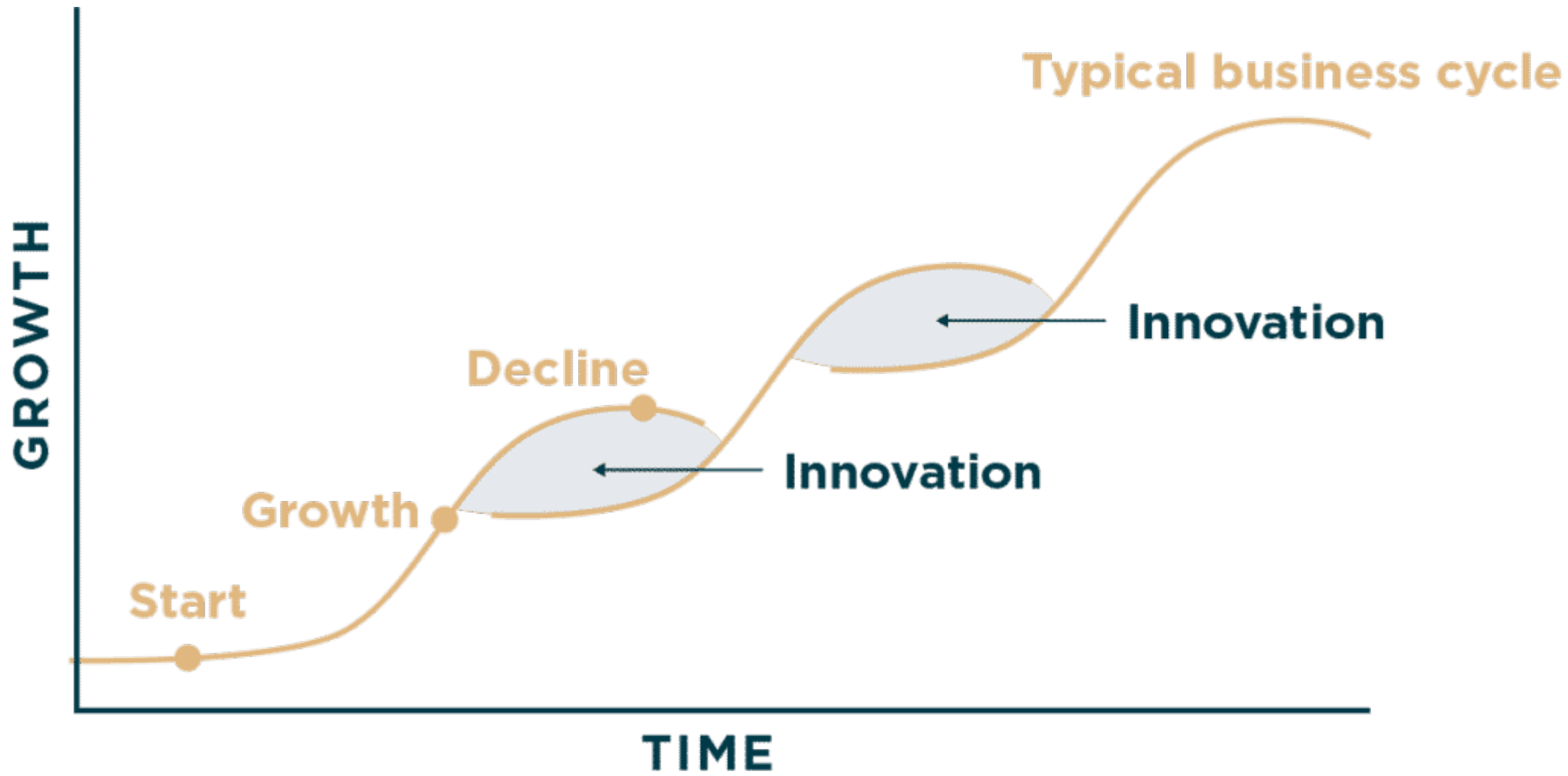


Stage of Enterprise Development

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

Scale + Type of Operation

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





Market Development Approach

Supply Chain

	INPUTS	PRODUCTION	PROCESSING / MFG	DISTRIBUTION	END USE
RESEARCH	1	2	3	4	5
TECHNOLOGY + INFRASTRUCTURE	6	7	8 <i>FOR EXAMPLE: what are the technology/equipment/infrastructure needs for processing more value-added products?</i>	9	10
FINANCING	11	12	13	14	15
TECHNICAL ASSISTANCE	16	17 <i>FOR EXAMPLE: what are the technical assistance needs facing producers? Who can provide relevant assistance?</i>	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

Market Development Needs

PRODUCT X

PRODUCT Y

PRODUCT Z





Business Assistance Continuum Farms



Business Assistance Continuum

Value Added Farms and Food Businesses





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

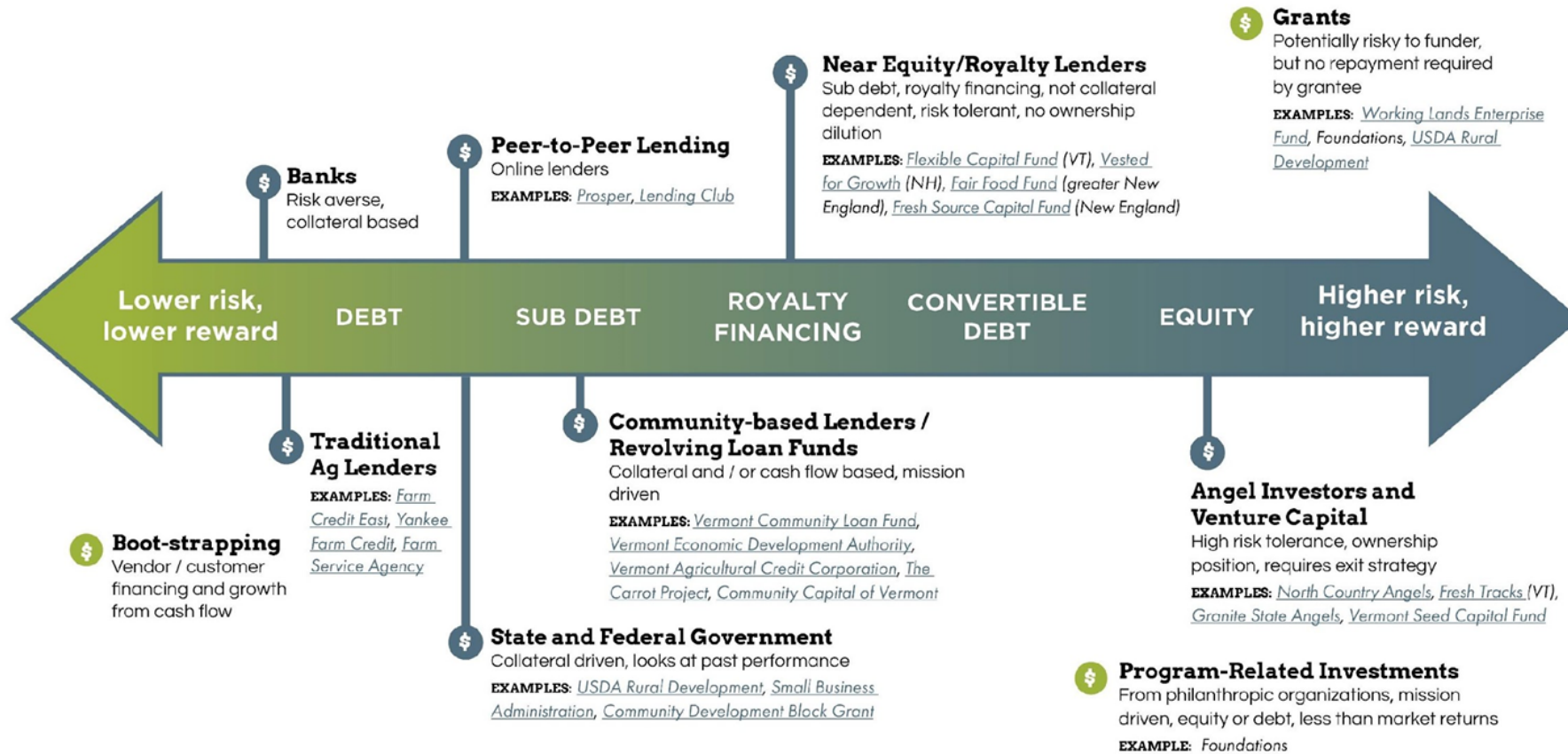
Accelerating Sustainable Economic Development



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 *Slow Money Vermont, Maine, and Boston, and NH/VT Community Loan Fund*

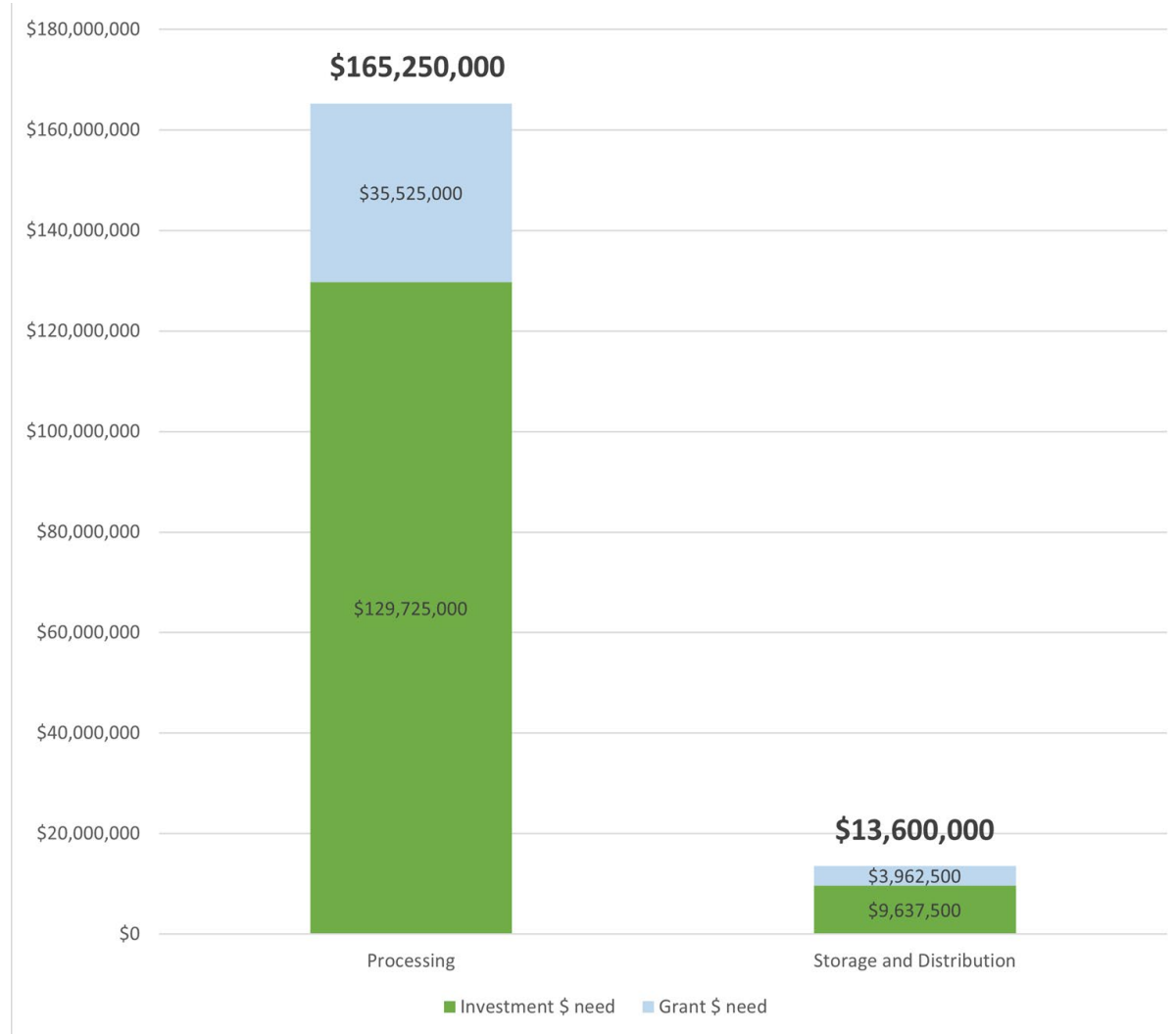
Friends, Family, Fools
Higher risk, may never see a return

Credit Enhancements
EXAMPLES: SBA, USDA + state guarantees





ECONOMICS: FARM AND FOOD SECTOR INFRASTRUCTURE INVESTMENT NEEDS ESTIMATES 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

1,281
Total Applications

280
Applications Awarded

21.9%
Approval Rate

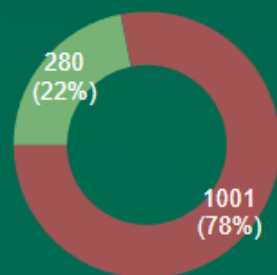
Financial Data

\$108,838,498
Total Request

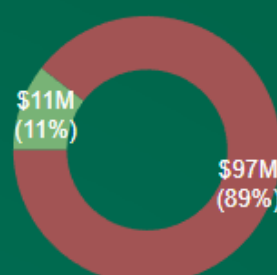
\$11,433,377
Total Awarded

10.50%
Funding Rate

Applications



Funding



● Awarded ● Not Awarded

● \$ Awarded ● \$ Not Awarded

- Select all
- Dairy Business Innovation Center
- Working Lands
- Farm to Institution
- Agriculture Development Grant
- LFPA / RFSI
- Specialty Crops
- Fairs

● Awarded ● Not Awarded

