



Working Lands Enterprise Initiative Grain Grantees

Presentation to Senate Committee on
Agriculture



Naga Bakehouse

Middletown Springs

Grant project: Building a new granary to increase sales and product output by separating baking and milling operations into two separate buildings.

FY21 Supply Chain Impact Grant

Grant amount: \$75,000

Matching funds: \$75,000



NEK Grains

Waterford

Grant project: Stone Mill Purchase and Farm Store Expansion

FY22 Standard Business Grant

Grant amount: \$24,999

Matching funds: \$24,999





Northern Grain Growers Association

Statewide (via UVM Extension)

Grant project: Growing the economy of grain growing in Vermont through strategic planning, a website and logo

FY22 Producer Association Grant

Grant amount: \$9,900

Matching funds: \$9,939





Champlain Valley Grain Center

Grant project: Providing grain processing services (cleaning, drying, storage) and a market for VT grain growers.

FY24 Supply Chain Impact Grant

Grant amount: \$150,000

Matching funds: \$2,507,503



Red Hen Baking



Red Hen Baking



Red Hen Baking



Morningstar Farm



Morningstar Farm



Morningstar Farm



Morningstar Farm



Morningstar Farm



Morningstar Farm



Champlain Valley Grain Center Ferrisburgh, Vermont

champlainvalleygrain.com



Champlain Valley Grain Center Mission & Vision

The work of the Champlain Valley Grain Center is to support

- grain farming families
- the working landscape
- organic agronomy (plants & soil)
- jobs



Why Champlain Valley Grain Center? Why now?

- grain farming is important to Vermont, today and historically
- demand for local grain for bread, beer and spirits exceeds production
- Vermont offers a supportive environment for producers and an accessible market with strong brand recognition
- the grain industry creates jobs, keeps the working landscape in farming, and provides higher value crops for the producer

The Value of Champlain Valley Grain Center

- little and inadequate infrastructure exists to clean, dry, store and mill Vermont & regional grain. The sole mill providing services at scale, Champlain Valley Milling, just closed opening up an opportunity for the Champlain Valley Grain Center
- there is no central clearinghouse or market access connecting growers and buyers - a regional supply chain does not exist

The Champlain Valley Grain Center will provide cleaning, drying, storage and market access so more farmers grow grain



CVGC Diversified Business Model for Grain

cleaning, drying,
storing and providing a
market

milling

distilling

providing a visitor center
and cafe for community
to come eat and shop

Farmer Services

- grain cleaning and drying
- grain storage
- stone milling
- market support
- certified organic
- mentoring



Team

- Todd Hardie, CEO
- Aidan Powell, distiller
- Bob Yaroshevich, head engineer
- Doug Paine, consulting for the cafe-kitchen-bakery
- Serena Fox, graphics



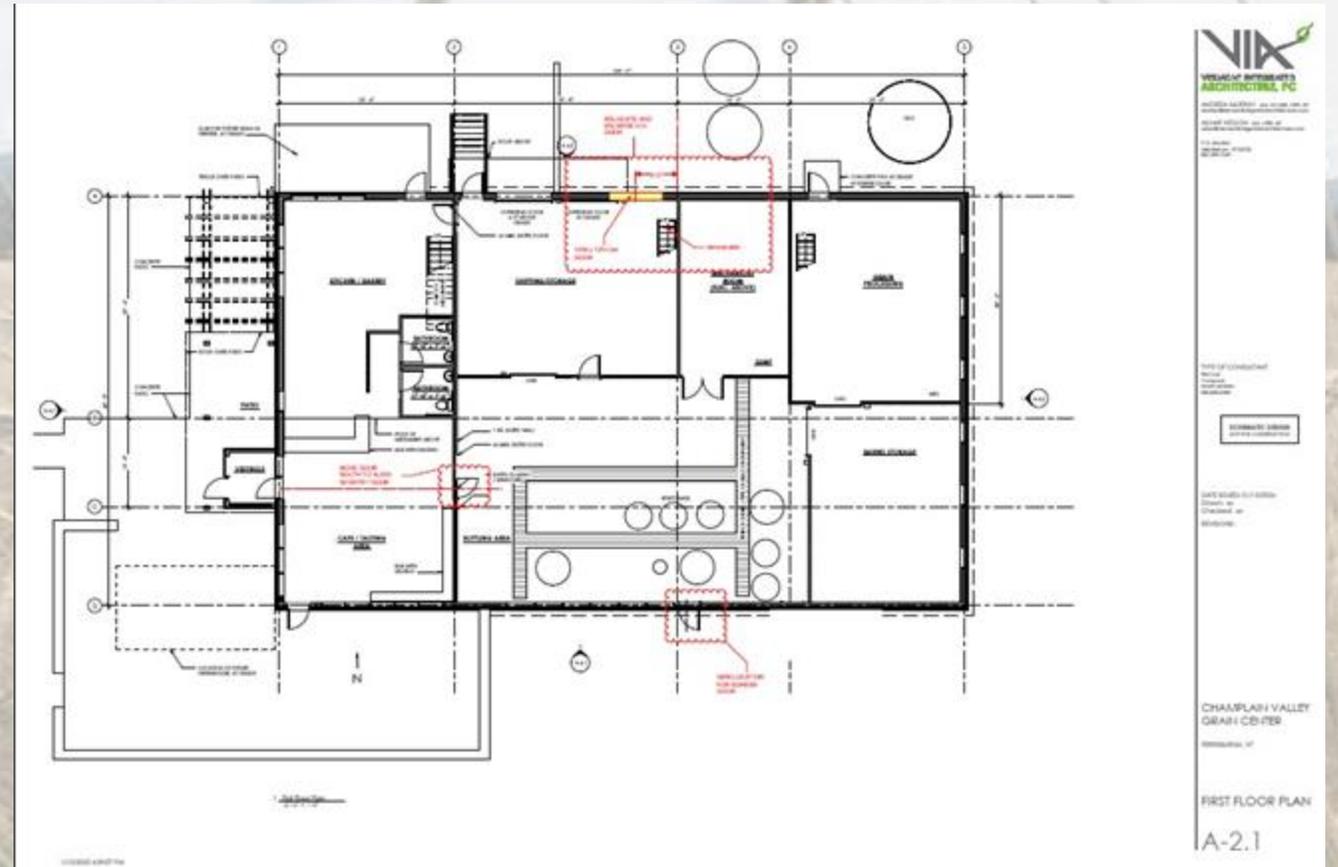
Advisors

- Sam Smith, business advisor
- Rose Wilson, business advisor
- Eric Sorkin, Runamok Maple
- Heather Darby, UVM Extension
- Amber Lambke, Maine Grains, Skowhegan, ME



Design/Engineering/Construction team

- Bob Neeld, P.E., Engineering Ventures, Burlington, VT
- John Pitrowiski, P.E. Trudell/Bowman, Williston, VT
- Tanner Romano, Naylor & Breen Builders, Inc., Brandon, VT
- Stephan Richer, VIA architects, Middlebury, VT
- Claus Bartenstein, Dan Dupras, Electrical & Mechanical Engineers, Rutland, VT



Measurable Outcomes

- Number of farms/acres supported
- Volume of Whiskey Produced
- Number of Bakers/Commercial Buyers Serviced
- Volume of grain made available for sale
- Number of consumers touched/impacted with Café
- Total Revenue
- Return to investors

CVGC has the potential to be a paradigm shift for grain growing in Vermont, positively impacting an initial 300+ acres of agricultural land, and generating \$1,000,000+ in annual grain-related revenues.

