



# VIABLE FARMS



## BECAUSE FARMERS FEED US ALL

Agriculture is the backbone of Vermont's rural communities and economy, and it is changing rapidly. The dairy industry is struggling, farmers are aging, and water quality challenges threaten the future health of our state. However, farmers we are working with are developing new businesses, adding different products and building a new farm economy that we have helped grow for decades.

The Intervale Center has been supporting new and established farmers in order to secure the future of Vermont's working lands. We focus on providing one-on-one support and mentorship to beginning farmers, in-depth business planning to farmers at every stage of business development, and farmland access and succession services.

## IMPACT STORY

**148**

FARMS ASSISTED  
IN 2019

**8**

FARMS IN THE  
INTERVALE

**51**

INTERVALE FOOD  
HUB SUPPLIERS

**100**

FARMS RECEIVED BUSINESS  
ASSISTANCE THROUGHOUT VT



FIVE YEAR TOTALS (2015-2019)

**600+**

VERMONT FARMS

**27,000**

HOURS OF BUSINESS  
ASSISTANCE PROVIDED



ELI AND VALERIE



JAKE AND LIZ

## HONEY FIELD

Honey Field Farm is operated by Eli Hersch and Valerie Woodhouse, who relocated to their new property in Norwich in the fall of 2019. Eli and Valerie have worked with the Intervale Center for three years to develop their executive management skills and identify a suitable farm property. They found the Killdeer Farm on Vermont Land Link, a farmland listing website managed by the Center, and worked with us to develop a plan to purchase the property and secure financing. We also supported the exiting farmers, Jake and Liz Guest, throughout the sale and transition. Eli and Valerie plan to provide the Norwich community with plant starts and vegetables through the coming season.

## MEET SAM

Sam Smith, Farm Business Director at the Intervale Center, has a rich background in Vermont agriculture. Born and raised in Vermont, Sam worked on diversified farms and as a social worker before returning to Antioch University New England to earn his MBA. For six years, Sam has led our team of five specialists who provide direct services to farms throughout Vermont. Sam specializes in complex farm transfers, emergency planning, and challenging family dynamics, often supporting clients for two or more years. Known for his financial savvy, kindness, and skills as an educator and facilitator, Sam also works with other organizations and service providers, from NOFA-VT to Purdue Extension, to improve their planning skills.

