

# Champlain Valley Farmer Coalition Inc.

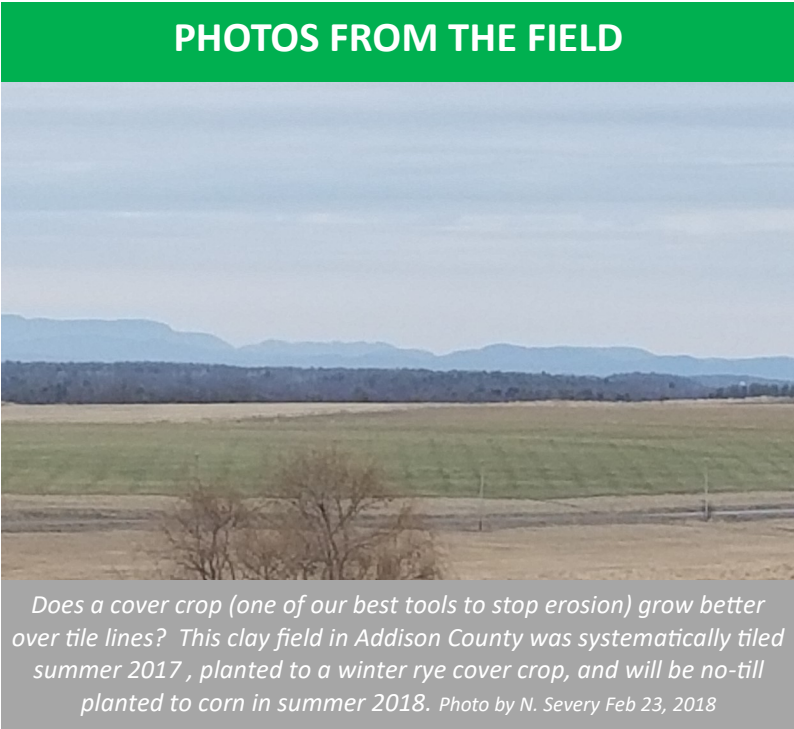
Board of Directors

**Brian Kemp**, *President*— Mountain Meadows Farm  
**Marie Audet**, *Vice President*—Blue Spruce Farm  
**Jeff Carter**, *Treasurer*—UVM Extension  
**Kirsten Workman**, *Secretary*—UVM Extension  
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**David Conant**, Conants’ Riverside Farm, LLC  
**Ben Dykema**, WilCon Farm  
**George Foster**, Foster Brothers Farm Inc.  
**Chase Goodrich**, Goodrich Family Farm  
**Peter James**, Monument Farms Dairy  
**Tim Kayhart**, Kayhart Brothers LLC  
**Rachel Orr**, Orr Family Farm  
**Lorenzo Whitcomb**, No. Williston Cattle Co.  
**Loren Wood**, Woodnotch Farm, Inc.

Staff

**Nate Severy**, Program Coordinator  
**Louise Waterman**, Outreach Coordinator

Contact us at [info@champlainvalleyfarmercoalition.com](mailto:info@champlainvalleyfarmercoalition.com) or (802) 388-4969 ext 348



*Does a cover crop (one of our best tools to stop erosion) grow better over tile lines? This clay field in Addison County was systematically tiled summer 2017 , planted to a winter rye cover crop, and will be no-till planted to corn in summer 2018. Photo by N. Severy Feb 23, 2018*

## PHOTOS FROM THE FIELD

CVFC Inc.  
23 Pond Lane, Suite 300  
Middlebury, VT 05753



## Winter 2018

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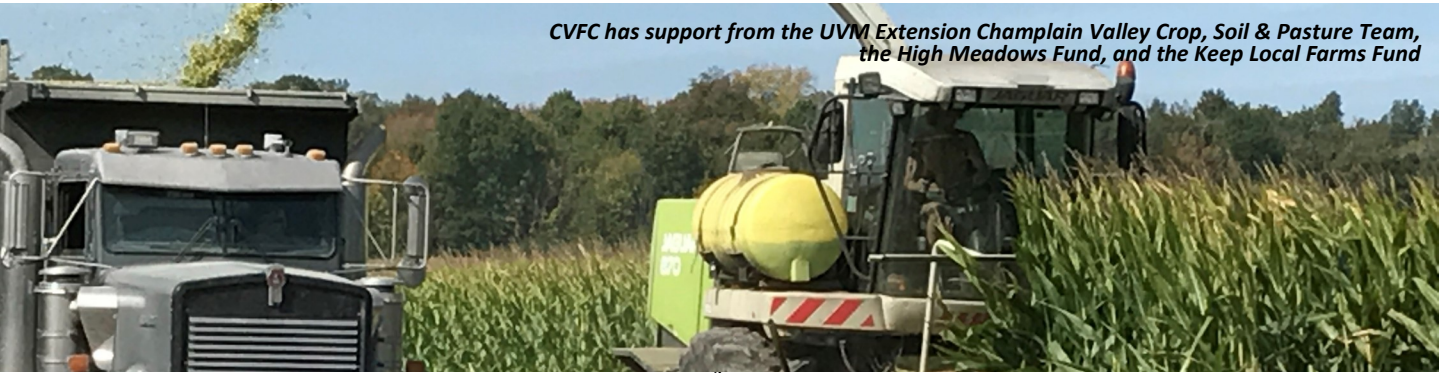


**Photos:**  
*(above)* Savoy cabbage growing at The Farm at VYCC in Richmond, Vt.  
*(below)* Chopping corn research plots at Vorsteveld Farm in Panton, Vt.

### A MESSAGE FROM THE PRESIDENT

Fellow CVFC Members,  
**Brian Kemp, President**

*Brian Kemp*



*CVFC has support from the UVM Extension Champlain Valley Crop, Soil & Pasture Team, the High Meadows Fund, and the Keep Local Farms Fund*

## CALENDAR— Winter/Spring 2018

- Oct 10** Small Farm Mock Inspection: 1-3 pm, Hall & Breen Farm (Orwell)
- Oct 12** Senate Ag Committee Public Hearing. 2-4 pm, Salisbury Town Office
- Oct 18** Small Farm Mock Inspection: 10-12, Chalker Farm (New Haven)
- Oct 26** Addison Co. Conservation Farm of the Year: Fall Bus Tour and Award Ceremony. 1– 6:30 pm, met @ Vergennes American Legion
- Oct 27** Small Farm Mock Inspection Series: 10-12, DeGraaf Dairy (Richmond)
- Oct 31** Conversations that Connect: Training on how to lead positive conversations about tough farming issues in all types of settings (*for members only, please call to RSVP*)

**Want more information about any of these events? Call Nate @ (802) 388-4969 x348**



## Farmer Member Spotlight: Goodrich Family Farm



Our newest member to the CVFC Board of Directors is Chase Goodrich of Goodrich Family Farm. In 2009 Chase returned home from school, with his sister Danielle, and joined his Grandfather and Father on their family dairy farm. Before returning home, Chase graduated from Salve Regina University with a degree in accounting. Joining the farm family since then is his wife Erin, his 1 year old son fisher, as well as his sister's husband, Jason. As the farm has transitioned into the next generation, sustainability remains a main goal for the farm. They have implemented many conservation practices on their farm including reduced and no-till crops, cover cropping, and are in the process of building a manure digester to provide energy to Middlebury College. The farms involvement in the Champlain Valley Farmer Coalition has matched up perfectly with their goals of sustainability, and sees the CVFC as a very important resource for the local agricultural industry as we move our farms into the future.

## Supporting Business Member Spotlight: Phoenix Feeds & Nutrition, Inc.

Phoenix Feeds & Nutrition, Inc. has been providing quality dairy feed and nutrition services throughout the Northeast since 2004. Co-owners David Santos and Craig Newton—along with a staff of over 50 mill, transportation, and office personnel—have expanded Phoenix's base to include dairy, poultry, and swine feed for both conventional, non-GMO, and organic farms (Phoenix Feeds Organix), as well as acting as a dealership for Purina calf feeds. Their recent acquisition of a pellet mill in Brandon, Vermont enables them to offer customers even more feeding options. After 14 years in business, Phoenix's mission hasn't wavered: To continually provide our customers with the highest quality feed and services at the lowest possible price.



Learn more about Phoenix Feeds—and their free quarterly magazine, *Perspectives*—at their website: [www.phoenixfeeds.net](http://www.phoenixfeeds.net)

**THANK YOU FOR YOUR SUPPORT, David and Craig!**

## Annual Meeting Recap

Nate Severy

We had a great time at the CVFC Annual Meeting on January 25 with 106 attendees, of which there were 61 Farmers! Thank you to everyone who made this a fun night catching up with old friends and having lively discussion about the future of Vermont Agriculture. We elected four members to be on the Board of Directors: Chase Goodrich, Lorenzo Whitcomb, Tim Kayhart, and Loren Wood. Our evening entertainment was Bill Torrey from Jericho who told us some knee-slapping funny stories about growing up on his family's small farm and the hilarious things he, his brothers, and his friends did to entertain themselves and the life lessons learned as a result.



Our three Keynote speakers (Secretary Tebbetts, Secretary Moore, and Paul Costello) all talked about the importance of agriculture to the future of Vermont. Agriculture gives us many ecosystem services, and our tourism industry and economy is heavily reliant on a healthy working landscape. Our farms also have the potential to fight climate change and reduce carbon levels in our atmosphere by sequestering carbon through reduced tillage, cover crops, and perennials. We then had a good discussion with the audience about

what farms can do to create a bright future, what makes for a "real" Vermonter, and how do we better communicate and connect with policymakers about the positive things we are all doing. As farmers, we need to do a better job showing the public what we are doing and why. Open Farm Tours, hosting local schools, and connecting with people on social media all help farmers connect with their community. We also need to do a better job reaching out to policymakers and our local representatives to make sure that our voice and perspective is heard. We need to spend time talking to them in the Statehouse, and we need to invite them to spend a day with us on the farm. As for what makes a Vermonter, as quoted from Secretary Tebbetts, "a real Vermonter is someone who intends to die in Vermont!"

## Program Highlight: "Media Training"

The Media Training workshop in December was well attended and participants worked on developing the skills to successfully navigate difficult conversations. From this training, participants learned some important tips for have productive conversations with other people:

**Prepare - Think about your "Why".** Develop your story, starting with "why?" Why do you do what you do? What is the purpose, cause, or core belief that inspires you to do what you do? When you think, act and communicate starting with Why, you can inspire others. People don't buy what you do; they buy why you do it. Understanding "why" is essential to knowing how to communicate "how" and "what" you do. After you know Why, then move on to How do you do what you do? (Approach, strategies, guidelines)

**Start Strong—** Introduce yourself, Use their name, and Ask questions

**Manage The Flow—** Build a bridge (Another point to consider is...), Flag your message (Here's what is most important...), and Connect to your experience (On our farm...)

**End Well—** Say thank you, Open the door to a future conversation, Commit to following up – and do it!

The TEDTalk "start with why" is a great resource for anyone interested in learning how to structure and frame your conversation: [https://www.ted.com/talks/simon\\_sinek\\_how\\_great\\_leaders\\_inspire\\_action](https://www.ted.com/talks/simon_sinek_how_great_leaders_inspire_action)