

&

**College of Agriculture**

**4 N Thompson St, Richmond, VA 23221**

March 13, 2014

Dear Potential ET Food Hub Beginning farmer partner:

Did you know that over half of all beginning farm businesses fail within the first 5 years of operation? Ellwood Thompsons (ET) Produce Educator-Heather DeMascio and Virginia State University College of Agriculture (VSU-COA) Cooperative Extension-Dr. Theresa Nartea are teaming together to make a positive change in increasing the success rate for Virginia beginning farm businesses.

VSU-COA and ET are working together to develop an ET Food Hub model targeted at priority purchasing from minority and women farmers who have owned and operated their farm for less than five years and who farm within a 100 mile driving distance from the ET store located at 4 N Thompson St, Richmond, VA 23221. Through an unique partnership with VSU-COA, selected farmer applicants will receive educational training to successfully sell directly to ET and develop their diversified marketing strategy to ensure continuing business success.

Sincerely,

Dr. Theresa Nartea & Heather DeMascio

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **2014 ET FOOD HUB FARMER APPLICATION** (Your Information is Confidential, Keep Copy of your Submitted Application) | | | | | | | | |
| Applicant Name |  | | | | | | | |
| Farm Name |  | | | | | | | |
| Farm Address |  | | City |  | | | Zip Code |  |
| Mailing Address |  | | City |  | | | Zip Code |  |
| Cell Phone |  | | | | | | | |
| Home Phone |  | | | | | | | |
| Email |  | | | | | | | |
| Website |  | | | | | | | |
| Alternate Contact |  | Phone |  | | Email |  | | |

**How many years have you owned or operated your farm? \_\_\_\_\_\_\_\_\_\_\_**

**Are you a woman owned business? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Are you a minority owned business? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**How many square feet rows, or acres, do you have in production?**

|  |  |  |
| --- | --- | --- |
|  | Number of 100 foot rows | Number of Acres |
| Fruit Field Production |  |  |
| Vegetable Field Production |  |  |
| Grain Field Production |  |  |
| Greenhouse Production |  |  |
| High Tunnel Production |  |  |

**How many acres, do you have in livestock production?**

**\_\_\_\_\_\_\_\_ Square Feet**

**\_\_\_\_\_\_\_\_ Acres**

**What are your post-harvest methods?**

|  |  |  |
| --- | --- | --- |
|  | Yes | No |
| Wash |  |  |
| Dry |  |  |
| Refrigeration |  |  |
| Freeze |  |  |
| Other (describe): | | |

**Which of the following vegetables do you grow?** (*Please check below*)

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | artichoke |  | celery |  | green onions |  | parsnips |  | sweet corn |
|  | arugula |  | Chinese greens |  | hot peppers |  | peas |  | sweet peppers |
|  | asparagus |  | collards |  | kale |  | potatoes |  | sweet potatoes |
|  | beets |  | cucumbers |  | kohlrabi |  | radish |  | Swiss chard |
|  | broccoli |  | daikon |  | leeks |  | rutabagas |  | tomatillos |
|  | Brussels sprouts |  | dry beans |  | lettuce |  | salad greens |  | tomatoes |
|  | burdock |  | edamame |  | mushrooms |  | shallots |  | turnips |
|  | cabbage |  | eggplant |  | mustard greens |  | spinach |  | winter squash |
|  | carrots |  | garlic |  | okra |  | summer squash |  | Zucchini |
|  | cauliflower |  | green beans |  | onions |  | winter squash |  | Other, list below: |
|  |  |  |  |  |  |  |  |  |  |

**Which of the following fruits do you grow?** (*Please check below*)

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | apples |  | boysenberries |  | guavas |  | papaya |  | plums |
|  | Aronia berries |  | cantaloupes |  | kiwis |  | passion fruit |  | raspberries |
|  | Asian pears |  | cherries |  | Marion berries |  | peaches |  | strawberries |
|  | blackberries |  | figs |  | melons |  | pears |  | watermelons |
|  | blueberries |  | grapes |  | nectarines |  | persimmons |  | Other, list below |
|  |  |  |  |  |  |  |  |  |  |

**Which of the following products do you sell?** (*Please check below*)

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | Eggs |  | Baked goods |  | Sauces, Jams, Jellies |  | Flowers/Herbs |  | Meats, list below |
|  |  |  |  |  |  |  |  |  |  |

**What best describes your operation?** (*Please check below*)

|  |  |
| --- | --- |
|  | Conventionally Grown |
|  | Certified Pesticide-Free (Attach County Extension Agent Form) |
|  | Certified Organically Grown (Attach Certificate) |
|  | Certified Good Agricultural Practices-GAP (Attach Certificate) |
|  | Certified Naturally Grown (Attach Certificate) |
|  | Other, Describe below: |
|  |  |

**Check below, if applicable:**

**\_\_\_\_ Yes, I am interested in attending a Becoming a Certified Organic Farmer in Virginia Short-course at VSU Randolph Farm**

**\_\_\_\_ Yes, I am interested in attending a “How to Sell to Ellwood Thompson’s (ET) and their retail partners” meeting at ET**

**Which of these cropping practices are included in your operation?** (*please check below*)

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Integrated Pest Management |  | Pesticide Free |  | Attracting Beneficial Insects |  | Managed Grazing |
|  | Nutrient Management |  | Chemical Free |  | Soil Fertility |  | Non-GMO feeds |
|  | Compost Application |  | Crop Rotation |  | Drip Irrigation |  | Humanely raised |
|  | Manure Application |  | Non-GMO seed |  | Cover Cropping |  | Other, list below |
|  |  |  |  |  |  |  |  |

**In what other market(s) do you already participate?** (*please check below*)

|  |  |
| --- | --- |
|  | Farmers Markets, list names: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  | Restaurants, list names: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  | Roadside Stand |
|  | Community Supported Agriculture |
|  | Pick Your Own |
|  | Other, Describe below: |
|  |  |

**Do you have product liability insurance?**

**\_\_\_\_\_**Yes, Company Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (Attach Certificate)

\_\_\_\_\_No

**Federal tax number (EIN-Employer Identification Number, if applicable) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

|  |
| --- |
| **Additional Information/Comments:** |
|  |

|  |  |  |
| --- | --- | --- |
| **FORM MUST BE COMPLETE AND SIGNED:** *Completing an application does not constitute a guarantee of acceptance.* | | |
|  |  |  |
| Signature of Farmer/Certificate Holder |  | Name *(please print*) |

***Send Completed Application & Documentation by March 31, 2014 to:***

**Dr. Theresa Nartea, Assistant Professor**

**Virginia State University College of Agriculture**

**Cooperative Extension Department D. Wilder Building 203C**

**P O Box 9081**

**Petersburg, VA 23806**

**Or Email to:** [**tnartea@vsu.edu**](mailto:tnartea@vsu.edu)

**For ET Company Questions or Assistance**

***Heather DeMascio, Produce Educator***

Phone: (804) 359-7525 Email: [hdemascio@ellwoodthompsons.com](mailto:hdemascio@ellwoodthompsons.com)

**For Educational Questions or Assistance**

***Dr. Theresa Nartea, Assistant Professor-Marketing & Agribusiness***

Phone: (804) 524-5491 Email: [tnartea@vsu.edu](mailto:tnartea@vsu.edu)

**2014 Pesticide Free & Local (100 miles) Grower Certification**



**To find your local county extension agent office:** [**http://www.ext.vt.edu/offices/index.html**](http://www.ext.vt.edu/offices/index.html)

**This is to certify that: (Please type or print)**

|  |  |  |  |
| --- | --- | --- | --- |
| **Name** |  | **Home Phone** |  |
| **Address** |  | **Work/Cell Phone** |  |
| **City/State/Zip** |  | | |

**Appeared before me this \_\_\_\_\_\_day of (month)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, (Year)\_\_\_\_\_\_\_\_\_\_, and affirms that he/she is a farmer in \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_(county) and produces the pesticide free crops on the land area (row feet or acreage) indicated in the table below. Furthermore, the crops produced are grown on a farm located within a 100 mile radius of Ellwood Thompson’s located at 4 N Thompson St, Richmond, VA 23221.**

**Listed below are the pesticide-free crops and land area (row feet or acreage) grown by this farmer:**

**Vegetables, herbs, and fruits:**

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**Affirmed: (Farmers Signature)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**FSA Farm Number (if applicable)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Certified: (County Extension Agent’s Typed Name)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Office Telephone:\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_County: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**(County Extension Agent’s Signature)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**