



Mailing Address:
1 Baldwin Street
Drawer 33
Montpelier, Vermont 05633-5701

Tel.: (802) 828-2295
Fax: (802) 828-2483

STATE OF VERMONT
JOINT FISCAL COMMITTEE
1 Baldwin Street
Montpelier, Vermont 05633-5701

MEMORANDUM

To: James Reardon, Commissioner of Finance & Management

From: Rebecca Buck, Staff Associate *RB*

Date: December 26, 2007

Subject: Status of Grant Requests

No Joint Fiscal Committee member has requested that the following items be held for review:

JFO #2304 - \$33,000 grant from the U.S. Department of Agriculture to the Agency of Agriculture, Food and Markets. These funds will be used by the Agency to enhance chronic wasting disease surveillance and cooperatively aid in the identification of captive cervids.

[JFO received 11/26/07]

JFO #2305 - \$101,397.90 grant from the U.S. Department of Agriculture to the Agency of Agriculture, Food and Markets. These funds will be used by the Agency to enhance the competitiveness of specialty crops produced in Vermont by assisting eligible industry sectors increase sales directly to consumers, to domestic wholesale accounts, and through export channels.

[JFO received 11/26/07]

In accordance with 32 V.S.A. §5, the requisite 30 days having elapsed since these items were submitted to the Joint Fiscal Committee, the Governor's approval may now be considered final. We ask that you inform the Secretary of Administration and your staff of this action.

cc: Linda Morse
Roger Albee

From: "Morrison, Mary" <Mary.Morrison@state.vt.us>
To: "Michael Obuchowski" <OBIE@leg.state.vt.us>
Date: 12/4/2007 7:52 AM
Subject: Questions re JFO #2304, JFO #2305

CC: "Rebecca Buck" <rbuck@leg.state.vt.us>
JFO #2304 (\$33,000 grant re: chronic wasting disease cooperative agreement):

1) Page 7 of the cooperative agreement was executed by the state and regional director in mid to late September of 2007. In the work plan "Objectives" submitted with the package there is an approximate time line beginning in August 2007 with the "term of agreement" and ending in mid February 2008 with the "systems in place". Has the schedule of activities changed? What is the new projected schedule?

The time line was put in as Feb. 2008, but the grant goes until August 2008. We were hopeful that the deer would not have to be worked late in pregnancy. We still want to have the majority of work done by the end of Feb. 2008.

JFO #2305 (\$101,397.90 grant re: speciality crops):

1) What specifically is the source of the state match?

In-kind contributions (staff time) for Steve Justis, Bruce Martell, Scott Marshia, Teresa Doyle and Kelly Loftus over an 18-month period paid from general fund dollars.

2) In the application for these funds, in part I, General Specialty Crops Support, page 4, in item c. under the Financial Feasibility for Project 1 among the items listed are (b) one laptop computer --\$1,500 and (c) one digital camera --\$1,000. Why are these items so expensive? Are there less expensive alternatives? Were they considered?

The Agency's System Administrator (information technology person) has advised staff that \$1300-1500 is the current range for a laptop computer through the state contract. We want a laptop that we can use while visiting with producers to introduce them to our database and enhanced website.

Digital compact cameras are available at less than \$1,000. Lower resolution images, while fine for web pages and certain other uses, "break up" when enlarged for higher quality printing. The Agricultural Development Division is often involved with printing high resolution publications (e.g. Vermont Harvest) for which images quality should be a minimum of 8.5 megapixels. With an additional memory stick and camera case (to help protect our investment), we expect that the final price (after receiving competitive bids) will be between \$800 and \$1000.

Mary Morrison
Business Manager
Mary.Morrison@state.vt.us
Vt. Agency of Agriculture
828-3567

From: Rebecca Buck
To: mary.morrison@state.vt.us
Subject: Questions from Rep. Obuchowski re: JFO #2304, JFO #2305

Good morning Mary. Representative Obuchowski has the following questions with regard to the above JFO items:

JFO #2304 (\$33,000 grant re: chronic wasting disease cooperative agreement):

1) Page 7 of the cooperative agreement was executed by the state and regional director in mid to late September of 2007. In the work plan "Objectives" submitted with the package there is an approximate time line beginning in August 2007 with the "term of agreement" and ending in mid February 2008 with the "systems in place". Has the schedule of activities changed? What is the new projected schedule?

JFO #2305 (\$101,397.90 grant re: speciality crops):

1) What specifically is the source of the state match?

2) In the application for these funds, in part I, General Specialty Crops Support, page 4, in item c. under the Financial Feasibility for Project 1 among the items listed are (b) one laptop computer --\$1,500 and (c) one digital camera --\$1,000. Why are these items so expensive? Are there less expensive alternatives? Were they considered?

If you need additional input regarding these questions and their corresponding reference(s) to the grant submissions, don't hesitate to let me know at (X 5969).

Please cc me on your response to Rep. Obuchowski. Thanks. --Becky

CC: Klein, Steve; Obuchowski, Michael



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**STATE OF VERMONT
JOINT FISCAL COMMITTEE**
1 Baldwin Street
Montpelier, Vermont 05633-5701

MEMORANDUM

To: Joint Fiscal Committee Members

From: Rebecca Buck, Staff Associate *RB*

Date: November 29, 2007

Subject: Grant Requests

Enclosed please find four (4) requests that the Joint Fiscal Office recently received from the Administration:

JFO #2303 – \$40,000 grant from the U.S. Fish and Wildlife Service to the Department of Forests, Parks & Recreation. These grant funds will be used to support a temporary wetland restoration specialist position over the next two years. The wetland restoration specialist will be housed in Essex office of the U.S. Fish and Wildlife Service and will work with the state and federal offices to restore wetland habitat in the Lake Champlain watershed.

[JFO received 11/21/07]

JFO #2304 - \$33,000 grant from the U.S. Department of Agriculture to the Agency of Agriculture, Food and Markets. These funds will be used by the Agency to enhance chronic wasting disease surveillance and cooperatively aid in the identification of captive cervids.

[JFO received 11/26/07]

JFO #2305 - \$101,397.90 grant from the U.S. Department of Agriculture to the Agency of Agriculture, Food and Markets. These funds will be used by the Agency to enhance the competitiveness of specialty crops produced in Vermont by assisting eligible industry sectors increase sales directly to consumers, to domestic wholesale accounts, and through export channels.

[JFO received 11/26/07]

JFO #2306 - \$447,115 grant from the U.S. Department of Justice to the Agency of Transportation, Department of Motor Vehicles. These funds will be used to develop and implement a National Motor Vehicle Titling Information System interface which will allow the state to instantly and reliably verify title information.

[JFO received 11/28/07]

The Joint Fiscal Office has reviewed these submissions and has determined that all appropriate forms bearing the necessary approvals are in order.

In accordance with the procedures for processing such requests, we ask you to review the enclosed and notify the Joint Fiscal Office (Rebecca Buck at 802/828-5969; rbuck@leg.state.vt.us or Stephen Klein at 802/828-5769; sklein@leg.state.vt.us) if you would like this item held for legislative review. Unless we hear from you to the contrary by December 13 we will assume that you agree to consider as final the Governor's acceptance of this request.

cc: James Reardon, Commissioner
Linda Morse, Administrative Assistant
George Crombie, Secretary
Jonathan Wood, Commissioner
Roger Albee, Secretary
Neale Lunderville, Secretary
Bonnie Rutledge, Commissioner

JFO#
2305

STATE OF VERMONT
GRANT ACCEPTANCE FORM

GRANT SUMMARY: This grant is to enhance competitiveness of specialty crops produced in Vermont.

TITLE OF GRANT: General Specialty Crops Support, Apple Industry Support, Vegetable and Berry Industry Support, Grape and Wine Industry Support, and New England Projects

FEDERAL CATALOG No.: 10-169

GRANTOR / DONOR: U.S. Department of Agriculture
Agriculture Marketing Service
1400 Independence Ave, SW
Stop 0235, Room 2077 South Building
Washington DC 20250-0235

DATE: 11/8/07

DEPARTMENT: Agriculture, Food and Markets

GRANT / DONATION: This grant is intended to enhance competitiveness of specialty crops produced in Vermont. The goal is to assist eligible industry sectors increase direct sales to consumers as well as to domestic, wholesale and export markets.

AMOUNT / VALUE: \$101,397.90

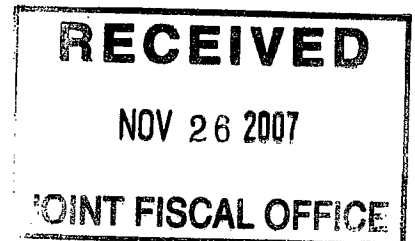
POSITIONS REQUESTED: None

GRANT PERIOD: 9/10/07 to 12/31/08

COMMENTS: This grant includes matching funds from the state in both in-kind and cash and match from partners in the project as well.

DEPARTMENT OF FINANCE AND MANAGEMENT:
SECRETARY OF ADMINISTRATION
SENT TO JOINT FISCAL OFFICE:

(INITIAL) ~~11/13/07~~
(INITIAL) ~~SPM~~ 11/14/07
DATE: 11/20/07



**STATE OF VERMONT
REQUEST FOR GRANT ACCEPTANCE**
(use additional sheets as needed)

FORM AA-1
(Rev. 9-90)

1. Agency: **Vermont Agency of Agriculture, Food & Markets**
2. Department:
3. Program: Specialty Crop Block Grant Program
4. Legal Title of Grant: General Specialty Crops Support, Apple Industry Support, Vegetable and Berry Industry Support, Grape and Wine Industry Support, and New England Regional Marketing Support Projects
5. Federal Catalog No.: 10-169
6. Grantor and Office Address: United States Department of Agriculture
Agriculture Marketing Service
1400 Independence Avenue, SW, Stop 0235, Room 2077 South Building
Washington, DC 20250-0235
7. Grant Period: From: 9/10/07 To: 12/31/08
8. Purpose of Grant: The Vermont Agency of Agriculture will use Specialty Crop Block Grant Program funds to enhance the competitiveness of specialty crops produced in Vermont. This goal will be accomplished by assisting eligible industry sectors increase sales directly to consumers, to domestic wholesale accounts and through export channels.
9. Impact on Existing Programs if Grant is not Accepted: None

10. Budget Information:	(1st State FY)	(2nd State FY)	(3rd State FY)
	<u>FY 2008</u>	<u>FY 2009</u>	<u>FY 2010</u>
EXPENDITURES:			
Personal Services	\$117,750.00	\$ 39,250.00	\$
Operating Expenses	\$157,048.43	\$ 52,349.47	\$
Grants	\$	\$	\$
TOTAL	\$ 274,798.43	\$ 91,599.47	\$
REVENUES:			
State Funds:			
Cash	\$ 13,875.00	\$ 4,625.00	\$
In-Kind	\$ 117,750.00	\$ 39,250.00	\$
Federal Funds:			
(Direct Costs)	\$ 76,048.43	\$ 25,349.47	\$
(Statewide Indirect)	\$	\$	\$
(Department Indirect)	\$	\$	\$
Other Funds:			
(source) <u>Partners Match – See attached</u>	\$ 67,125.00	\$ 22,375.00	\$
TOTAL	\$ 274,798.43	\$ 91,599.47	\$

Grants will be allocated to these appropriation expenditure accounts

Appropriation Nos.
DEPTID 2200030000
FUND 22005
PROGRAM to be established

Amounts
\$101,397.90

REC'D OCT 1 8 2007

11. Will grant monies be spent by one or more personal service contracts?

YES

NO

If YES, signature of appointing authority here indicates intent to follow current guidelines on bidding.

x Dave Lane for Roger Allbee (Date) 10/18/07

12a. Please list any requested Limited Service Positions:

Titles	Number of Positions
TOTAL	

12b. Equipment and space for these positions:

- Is presently available.
- Can be obtained with available funds

13. Signature of Appointing Authority

I certify that no funds have been expended or committed in anticipation of Joint Fiscal Committee approval of this grant.

Dave Lane for Roger Allbee (Signature) 10/18/07 (Date)
Secretary, Agriculture, Food & Markets (Title)

14. Action by Governor:

- Approved
- Rejected

[Signature] (Signature) 11/20/07 (Date)

15. Secretary of Administration:

- Request to JFO
- Information to JFO

[Signature] (Signature) 11/14/07 (Date)

16. Action by Joint Fiscal Committee:

(Dates)

- Request to be placed on JFC agenda
- Approved (not placed on agenda in 30 days)
- Approved by JFC
- Rejected by JFC
- Approved by Legislature

(Signature)

(Date)

Accounting Code - 298050637
Vendor I.D. (TIN) - 03-6000264
DUNS number - 80-937-6718

Agreement No.
12-25-G-0577

COOPERATIVE AGREEMENT
between the
AGRICULTURAL MARKETING SERVICE
UNITED STATES DEPARTMENT OF AGRICULTURE
WASHINGTON, D.C. 20250
(hereinafter called the Federal Agency)
and the
Vermont Agency of Agriculture
Montpelier, VT 05620
(hereinafter called the State Agency)

1. Title of Agreement: Vermont Agency of Agriculture General Specialty Crops Support, Apple Industry Support, Vegetable and Berry Industry Support, Grape and Wine Industry Support, and New England Regional Marketing Support Projects.
2. Objective: To enhance the competitiveness of Vermont specialty crops.
3. Statement of Work: This cooperative agreement shall be carried out by the organizational units or officials of the Federal Agency and the State Agency in the manner and subject to the conditions provided in the Statement of Work, Form AMS-20-2, attached hereto and made a part of this agreement.
4. Legal Authority: Section 101 of the Specialty Crops Competitiveness Act of 2004 (7 U.S.C. 1621 note), and Section 713 of Title VII (General Provisions) of Division A of Public Law 108-7.
5. Revision: N/A
6. Effective Date: September 10, 2007
7. Approvals: The signatories hereby certify that they have authority to enter into said cooperative agreement.

This agreement is hereby approved for the State Agency.

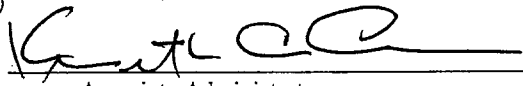
Done at Montpelier VT on 9/12/07
(City and State) (Date)


Signature

SECRETARY OF AGRICULTURE
Title

This agreement is hereby approved for the Federal Agency.

Done at Washington, D.C. on 9/24/07
(Date)


Associate Administrator
Agricultural Marketing Service

STATEMENT OF WORK - COOPERATIVE AGREEMENT NO 12-25-G-0577

This STATEMENT OF WORK is part of the Cooperative Agreement between the Agricultural Marketing Service, United States Department of Agriculture and the Vermont Agency of Agriculture effective September 10, 2007 having the title of *Vermont Agency of Agriculture General Specialty Crops Support, Apple Industry Support, Vegetable and Berry Industry Support, Grape and Wine Industry Support, and New England Regional Marketing Support Projects*.

I Introduction - Federal and State employees conducting activities under terms of this agreement shall be as follows:

A. For the Federal Agency – Personnel of the Fruit and Vegetable Programs (FVP) of the Agricultural Marketing Service (AMS), USDA. Trista Etzig, Project Manager, Specialty Crop Block Grant Program shall be the project coordinator.

B. For the State Agency – Personnel of the Vermont Agency of Agriculture, as required. Steven Justis will serve as Program Contact for the State Agency under this agreement. Employees shall be under the exclusive direction of the State Agency or its designee.

II Responsibilities

A. The Federal Agency will:

1. Advance funding to the State Agency for expenses incurred in conduct of projects as mutually agreed to in the amount not to exceed \$101,397.90 during the period of this agreement.
2. Monitor work performed under the grant by reviewing progress reports, audit results, and documentation relating to grant fund expenditures.

B. The State Agency will:

1. Complete activities outlined in the state plan hereby entitled, Vermont Agency of Agriculture Specialty Crop Block Grant Program Application dated, September 5, 2007, including:
 - a. Create a website to provide specialty crop producers' access to prospective buyers;
 - b. Produce two seasonal publications promoting products available during the fall season;
 - c. Partner with the Vermont Department of Health, school foodservice organizations and other health organizations to promote increased consumption of fruits and vegetables through specialty events and marketing and food service venues;
 - d. Partner with the Vermont Apple Marketing Board to work with regional and national organizations to influence markets and reverse consumption trends;
 - e. Partner with the Vermont Apple Marketing Board, Vermont Tree Fruit Growers Association, and the University of Vermont to organize education and training opportunities to keep growers current on marketing, pest control, horticultural and general orchard management practices;
 - f. Partner with the Vermont Apple Marketing Board to participate in the *Fruit Logistica* trade show and conference in Berlin, Germany;
 - g. Work with the Vermont berry and vegetable industry to provide training programs in crop management, pest control, marketing and other practices;
 - h. Supplement the cost of a mobile IQF unit to be used by blueberry, strawberry and other berry and vegetable growers to freeze produce for use by processors of jam, jellies, pies and other value-added products;
 - i. Provide marketing materials and education and technical assistance programs to establish a Vermont wine industry association; and

STATEMENT OF WORK - COOPERATIVE AGREEMENT NO 12-25-G-0577

- j. Work with other New England departments of agriculture through the Harvest New England Association, Inc. to help the region's agricultural producers and processors sell through wholesale channels.
2. Keep up-to-date records on the project; submit annual performance reports to the Federal Agency no later than 90 days after the end of the first year of the date of this signed agreement and each year until the expiration date of the grant period, and prepare a final report due 90 days following the end of the grant period..
3. Keep a separate account of expenditures of the Federal Grant funds and provide the Federal Agency a final *Financial Status Report*, Form SF-269, submitted no later than 90 days following the expiration date of the grant period.
4. Immediately refund to the Federal Agency, at the end of the agreement, any balance of unobligated funds advanced.
5. Conduct a financial audit of the expenditures of all grant funds. If the SCBGP funds are included underneath the Single Audit Act, the State may submit the annual audit results to AMS. If the Single Audit Act does not apply, the State shall conduct an audit of all SCBGP funds no later than 60 days after completion of the grant period. The State shall submit to AMS not later than 30 days after completion of the audit, a copy of the audit results.
6. Promptly, but at least quarterly, remit interest earned on advances to the Federal agency in accordance with 7 CFR Part 3016.

C. It is mutually understood and agreed that:

1. Payments under this agreement will be transferred to the State Agency by a one-time combined electronic transfer using the transfer information supplied by the State Agency.
2. Grant funds shall supplement the expenditure of State funds in support of specialty crops grown in that State, rather than replace state funds.
3. All travel expenses shall follow Federal Travel Regulations (41 CFR Chapters 300-304) unless State travel requirements are in place.
4. Grant funds shall not be used to fund political activities in accordance with provisions of the Hatch Act (5 U.S.C. 1501-1508 and 7324-7326).
5. The results of the project may be published by the Federal Agency, the State Agency, or by appropriate subcontractors or cooperators as mutually agreed.
6. This agreement shall continue in force through December 31, 2008, unless amended or terminated by mutual consent of the parties in writing, or terminated by either party upon 60 days notice in writing.
7. No member of Congress or resident commissioner shall be admitted to any share or part of this agreement or to any benefit to arise therefrom, unless it is made with a corporation for its general benefit.
8. If the Federal Agency, after reasonable notice to a State Agency, finds that there has been a failure by the State Agency to comply substantially with any provision of this agreement, or other applicable laws or regulations the Federal Agency may disqualify, for one or more years, the State from receipt of future grants under Section 101 of the Specialty Crops Competitiveness Act of 2004 (Public Law 108-465; 7 U.S.C. 1621 note.)
9. All aspects of this agreement shall be executed according to all applicable parts of USDA's Uniform Federal Assistance Regulations (7 CFR 3015 et seq) or as they may be later revised, and successive published regulations as appropriate, hereby incorporated by reference and made a part of this agreement. The State Agency confirms that it understands and is bound by the above regulations.
10. The following are attached and made a part of this agreement:
 - a. Standard Form 424B, Assurances - Non-Construction Programs.

STATEMENT OF WORK - COOPERATIVE AGREEMENT NO 12-25-G-0577

b. Form AD-1047, Certification Regarding Debarment, Suspension, and Other Responsibility Matters - Primary Covered Transactions.

c. Form AD-1048, Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion - Lower Tier Covered Transactions. Note: The recipient is responsible for obtaining the signatures and retaining the certificates, if warranted, from lower tier recipients or contractors as defined in 7 CFR 3017.

d. Form AD-1049, Certification Regarding Drug-Free Workplace Requirements (Grants) Alternative I - For Grantees Other Than Individuals.

e. Certification Regarding Lobbying. Note: The appropriate lobbying disclosure report form, SF-LLL, is available from the Federal Agency if applicable."

Exception to the above:

Certification Regarding Lobbying is not required from recipients of a Federal contract, grant, or cooperative agreement of \$100,000 or less.

CONTINUATION SHEET*Equal Employment Opportunity and Civil Rights*

The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD). To file a complaint of discrimination, write to USDA, Director, Office of Civil Rights, 1400 Independence Avenue, S.W., Washington, D.C. 20250-9410, or call (800) 795-3272 (voice) or (202) 720-6382 (TDD). USDA is an equal opportunity provider and employer.

In support of the Department's policy, equal employment opportunity and civil rights for all employees and clients are an essential part of all programs administered by AMS. State agencies are strongly encouraged to develop and support an equal employment opportunity and civil rights program in carrying out the partnership created with this cooperative agreement.

Application for
Specialty Crop Block Grant
Program Funds



Submitted to the
U.S.D.A. Agricultural Marketing Service
by the
Vermont Agency of Agriculture
116 State Street
Montpelier, Vermont 05620-2901

August 2007

Contact: Steven F. Justis, Senior Agricultural Development Specialist
Vermont Agency of Agriculture, Food and Markets
Agricultural Development Division
Montpelier, VT 05620-2901

Telephone: (802) 828-3827
Fax: (802) 828-3831
Email: steve.justis@state.vt.us

01.3

Abstract:

The Vermont Agency of Agriculture will use Specialty Crop Block Grant Program funds to enhance the competitiveness of specialty crops produced in Vermont. This goal will be accomplished by assisting eligible industry sectors increase sales directly to consumers, to domestic wholesale accounts and through export channels.

Proposed activities include:

I. General Specialty Crops Support: The Agency will help specialty crop producers improve their marketing potential by developing their Internet presence and through the implementation of targeted promotional initiatives.

II. Apple Industry Support: The Agency will work with industry organizations to increase apple sales in local, national and international markets.

III. Vegetable and Berry Industry Support: The Agency will work with the Vermont berry and vegetable industry to increase marketing opportunities for both fresh and value-added products by providing education and training opportunities and by helping to develop processing capacity.

IV. Grape and Wine Industry Support: The Agency will assist in the establishment of a new grape and wine industry organization to help develop educational, quality control and marketing programs.

V. New England Regional Marketing Support: The six New England states will work together on initiatives directed at increasing opportunities for the region's specialty crop producers.

The Vermont Agency of Agriculture (*the Agency*) will use the Specialty Crop Block Grant Program (SCBGP) funds available to Vermont to enhance the competitiveness of several specialty crops. The proposed activities that will be undertaken to achieve that goal are described below.

I. General Specialty Crops Support

a. Project Purpose

Specific issue, problem, interest or need	Explanation/details
<p>Project 1. Specialty crop industry members must improve their access to prospective buyers (direct market, domestic wholesale and export customers). The Agency and its agricultural clients must improve their communications, marketing, technical and other capabilities to increase the competitiveness of Vermont specialty crop producers in the world marketplace.</p>	<p>Project 1. The Agency will create a database of Vermont producers and an interactive website to provide producers with “instant access” to prospective buyers. Improvements in database/Internet capabilities will increase both retail and wholesale transactions and speed communications relating to product recalls, trade leads, training and new marketing opportunities. The Agency will encourage producers to expand their Internet presence, using the Agency’s current website as an initial entry/launch point.</p>
<p>Project 2. Many Vermont specialty crops producers market their products directly to consumers and restaurants. Due to the state’s small population base and a heavy reliance on tourism, Vermont producers rely on both residents and visitors as prospective customers.</p>	<p>Project 2. The Agency will produce two seasonal four-color publications to be distributed as freestanding inserts (FSI) to consumers and businesses through newspapers and through tourist information centers across the state, promoting products available during the state’s busy “fall foliage” and holiday seasons. Each printing will consist of approximately 165,000 copies.</p>
<p>Project 3. With 30 percent of U.S. adults 20 years of age and old reported as obese and 16 percent of children and teens aged 6–19 years considered overweight, fruits & vegetables in particular, are increasingly important components of healthy diets.</p>	<p>Project 3. The Agency will work with various partners, including the VT Department of Health, school foodservice organizations and other health organizations to promote increased consumption of fruits and vegetables through special events marketing and school foodservice venues.</p>

b. Potential Impact	c. Financial Feasibility
<p>Project 1. The proposed general marketing support will benefit an estimated 3,656 specialty crop production operations in Vermont, including apple (243), berry & grape (326), vegetable (413), Christmas tree (359), maple syrup (1,723), honey (160), nursery & floricultural (432) producers.</p>	<p>Project 1. Budget estimate: <u>SCBGP</u>: \$20,500 <u>Agency</u>: \$100,000 in-kind, hardware & software support. SCBGP funds will be used to cover: (a) Contracted data collection and data entry services (\$18,000) (b) one laptop computer (\$1,500) for on-site training & registration (c) one digital camera (\$1,000) for e-newsletters and website photos. Agency in-kind contributions include the Information Technology Specialist's time, related support hardware and software, other staff support.</p> <p>No SCBGP funds will be used for administration of this activity.</p>
<p>Project 2. Same as above</p>	<p>Project 2. Budget estimate: <u>SCBGP</u>: \$30,000 <u>Agency</u>: \$10,000 cash + in-kind Each issue will cost approximately \$20,000, including writing, editing, design, printing and distribution.</p> <p>No SCBGP funds will be used for administration of this activity.</p>
<p>Project 3. The number of edible specialty crop (apples, berry & grape, vegetable and honey) operations benefiting from this activity is estimated to be 1,142. Vermont's general population will also benefit from this activity through increased awareness of healthful diets and increased activity.</p>	<p>Project 3. Budget estimate: <u>SCBGP</u>: \$4,597.90 <u>Agency</u>: \$20,000 cash & in-kind <u>Industry</u>: \$10,000 The Agency will work with partners to promote consumption of fruits, vegetables and other healthful foods, and healthy lifestyles, especially for children. That effort will be supported by educational brochures and state-funded training programs.</p> <p>No SCBGP funds will be used for administration of this activity.</p>

d. Expected Measurable Outcomes	e. Goal(s)
<p>Project 1. Outcome 1: The Agency anticipates having 60% of specialty crop producers in its on-line database within 12 months of set-up (approximately September 2008).</p> <p>Outcome 2: The Agency will increase on-line presence of Vermont agricultural marketing businesses by 15% within 12 months (baseline measurement will be established within 3 months of site launch).</p>	<p>Project 1. The Agency will use SCBGP funds to improve producers' sales through all channels (direct market, wholesale & export) and to enhance their overall communication capabilities.</p>
<p>Project 2. Outcome 1: Reader (consumer) feedback will be monitored by "hits" on the Agency's website. From previous experience, a 25 percent increase is anticipated within 30 days of distribution of the publications.</p> <p>Outcome 2: A brief survey will be e-mailed to Vermont agricultural producers of those products highlighted in the publication.</p>	<p>Project 2. The two seasonal publications will improve awareness of Vermont agricultural products and provide residents and visitors with direct access to suppliers.</p>
<p>Project 3. Outcome 1: While direct results (decreases in obesity levels) are beyond the scope of this effort, The Agency and the VT Dept of Health will prepare a brief survey form to be distributed at special events, including school foodservice activities, to gauge awareness of their health message.</p> <p>Outcome 2: The federal government's goal is to reduce adult obesity levels to 15% by 2010 (adult obesity levels rose from 15% in 1980 to 32% in 2004, according to a report by The Trust for America's Health, a non-profit, non-partisan organization dedicated to improving the health of all Americans).</p>	<p>Project 3. Vermonters will become more aware of the relationships of healthful eating, physical activity and good health, and the negative impact of obesity on overall individual health. A key component of the message will relate to the importance of fruits and vegetables in a healthful diet.</p>

f. Work Plan

Project 1. Agency staff will have primary responsibility for preparing the database and promoting it to farmers and processors as a tool for improving marketing and communications for their businesses. The Senior Agricultural Development Specialist and other Agricultural Development Division staff will work closely with the IT Specialist on design of the overall program (database and website), including promoting registration by Vermont agricultural businesses. Similar work has already been completed by the Agency's regulatory divisions, so the Agricultural Development (marketing) section is expected to be completed within twelve months of initiation (*approximately September 2008*). The Agency will promote the program through regional farm publications, provide on-site signups and encourage newsletters and website development for specific industry groups and/or individuals.

Project 2. The Agency has published similar promotional materials in the past, incorporating key staff in developing editorial plans, collecting information and overseeing printing and distribution. The Agency will also provide outreach efforts to specialty crop producer organizations for input, including articles and cash contributions to each publication. Both publications will be completed by the end of 2007.

Project 3. The Agency will work with selected partners to implement several event marketing activities. Partners include VT Dept. of Health, VT Vegetable & Berry Growers Association, VT Natural Organic Farmers Association and the VT Apple Marketing Board. Activities will be conducted over 12 months (through September 2008)

g. Project Oversight

The Vermont Agency of Agriculture's Senior Agricultural Development Specialist will directly oversee the development and implementation of each of the proposed Specialty Crop Block Grant Program activities. Certain responsibilities will be delegated to other Agricultural Development Division staff. The Agency's Business Manager, part of the Administration Division, will provide primary financial oversight. The Administration Division, in turn, is overseen by the Vermont Department of Finance & Management.

h. Project Commitment

The Agency has longstanding working relationships with each of the partners or cooperators named in this project. For the activities mentioned in this segment, funds will be expended directly by the Agency. No funds will be directed to private industry individuals or organizations. Agency staff will work to ensure that projects are managed in accordance with federal and state guidelines.

II. Apple Industry Support
a. Project Purpose

<p align="center">Specific issue, problem, interest or need</p>	<p align="center">Explanation/details</p>
<p>Project 1. Vermont's apple growers produce and ship nearly one million bushels of apples annually, primarily through wholesale (supermarket) channels. Few states have the resources necessary to sponsor health studies, conduct meetings with consumer media representatives, address public relations and be ready to counter special-interest groups' lack of understanding of agricultural production issues.</p>	<p>Project 1. The Vermont Apple Marketing Board will work closely with regional and national organizations, including the U.S. Apple Association and the New England Apple Association, to enhance industry public relations, marketing, research and educational support for the state's apple growers. Per capita U.S. fresh apple consumption dropped from 19.6 lbs. in 1990 to 16.1 pounds in 2003 while <i>world</i> apple production nearly doubled during that period. As a relatively small producer, Vermont is compelled to work with regional and national organizations to influence markets and reverse consumption trends.</p>
<p>Project 2. Vermont's apple industry has been harmed by the recent elimination of the extension horticulturist position at the University of Vermont, affecting growers' abilities to remain competitive in the world marketplace. Growers need training on current production trends, food safety issues, integrated pest management and orchard management issues.</p>	<p>Project 2. Industry organizations, including the Vermont Apple Marketing Board and the Vermont Tree Fruit Growers' Association, in cooperation with the University of Vermont (UVM) and the Agency, will organize education & training opportunities, including conferences and field trips to help keep growers current on marketing, pest control, horticultural and general orchard management practices.</p>
<p>Project 3. Europe remains an important market for <i>McIntosh</i> and <i>Empire</i> apple growers in the northeast. Vermont is a member of both the New England Apple Association and the U.S. Apple Export Council, and contributes to the more than 500,000 bushels of U.S. <i>McIntosh</i> and <i>Empire</i> apple exported to the United Kingdom and Republic of Ireland annually.</p>	<p>Project 3. Representatives of the Vermont Apple Marketing Board will participate in the <i>Fruit Logistica</i> trade show and conference in Berlin, Germany in February, as part of a U.S. Apple Export Council-led effort. <i>Fruit Logistica</i> has been identified by the USAEC's European representative as the premier event for apple marketing in Europe.</p>

b. Potential Impact	c. Financial Feasibility
<p>Project 1. The 2002 Census of Agriculture reports 243 apple growers in Vermont. With 87% of Vermont's farms being individual or family operations, the number of commercial (operator) beneficiaries from this activity is estimated to be 500, excluding seasonal employees. The activity is also expected to benefit the majority of Vermont consumers (600,000), and a portion of the 13.4 million tourists visiting Vermont each year (from University of Vermont report, 2000). The farm gate value of Vermont apples and value-added apple products is over \$20 million annually.</p>	<p>Project 1. Budget estimate: <u>SCBGP</u>: \$7,800.00 <u>Agency</u>: \$4,000 in-kind & travel support <u>Industry</u>: \$10,000 cash contributions SCBGP funds will be used for support of public relations, educational, marketing, research and strategic planning activities with the U.S. Apple Association and the New England Apple Association.</p> <p>No SCBGP funds will be used for administration of this activity.</p>
<p>Project 2. Same as above.</p>	<p>Project 2. Budget estimate: <u>SCBGP</u>: \$3,500.00 <u>Agency</u>: \$3,000.00 in-kind and travel support <u>Industry</u>: \$3,000.00 in cash & in-kind SCBGP funds will be used to pay scientists and other speakers from Cornell, UMass, Penn State and other northeastern research/extension organizations. Subjects to be addressed include marketing, orchard management, pest management, physiology/storage and new research.</p> <p>No SCBGP funds will be used for administration of this activity.</p>
<p>Project 3. Same as above</p>	<p>Project 3. Budget estimate: <u>SCBGP</u>: \$3,500.00 <u>Agency</u>: \$2,500.00 cash and in-kind <u>Industry</u>: \$20,000.00 cash for exhibit space, additional staff travel.</p> <p>No SCBGP funds will be used for administration of this activity.</p>

d. Expected Measurable Outcomes	e. Goal(s)
<p>Project 1. Outcome 1: Increase the base price of Vermont apples for the 2007-08 marketing year by 0.39 percent (from \$0.316 cents) per pound to \$0.328 (USDA/NASS reports, July 2007)</p> <p>Outcome 2: Increase U.S. per capita utilization of fresh apples from 16.12 lbs. (2003-04) to 16.25 in 2009.</p>	<p>Project 1. Improve the image of U.S. apples and increase overall consumption of apples in the U.S., with an emphasis on influencing sales of Vermont apples.</p>
<p>Project 2. Outcome 1: Increase apple grower participation in Vermont Apple Marketing Board and Vermont Tree Fruit Growers Association educational activities and conferences by 15% during the marketing period of July 31, 2007 through August 1, 2008.</p> <p>Outcome 2: Obtain minimum average rating of 4 (on 5-point scale) for educational/technical conferences conducted during the year (noted above).</p>	<p>Project 2. Increase apple growers' capabilities and knowledge levels for orchard management, pest control, food safety, marketing and other issues.</p>
<p>Project 3. Outcome 1: Increase number of export contacts (prospects) by 10.</p> <p>Outcome 2: Increase volume of apples exported by 5% by spring 2009.</p>	<p>Project 3. Expand the market base for Vermont/New England McIntosh & Empire apples. Increase awareness of competitors' activities in Europe.</p>

f. Work Plan

Project 1. The Agency's Senior Agricultural Development Specialist serves as a director of the New England Apple Association, an advisor of the Vermont Apple Marketing Board and as a director on the U.S. Apple Association's State Advisory Committee, and in those roles influences planning of major public relations and other key industry priorities and activities. All activities will be conducted over a 12 month period (through September 2008)

Project 2. The Agency's Senior Agricultural Development Specialist will work with the University of Vermont Extension Apple Team, the VT Apple Marketing Board, the VT Tree Fruit Growers Association and other partners to provide educational programs for VT growers over the course of a 12 month period (through September 2008).

Project 3. The CEO and Vice-chair of the VT Apple Marketing Board will coordinate efforts at *Fruit Logistica* with the Executive Director of the U.S. Apple Export Council. The activity is expected to be concluded by March 1, 2008.

g. Project Oversight

The Agency's Senior Agricultural Development Specialist will directly oversee the development and implementation of each of the proposed Specialty Crop Block Grant Program activities. Certain responsibilities will be delegated to other Agricultural Development staff. The Agency's Business Manager, part of the Administration Division, will provide primary financial oversight. The Administration Division, in turn, is overseen by the Vermont Department of Finance & Management.

h. Project Commitment

The Agency has longstanding working relationships with each of the partners or cooperators named in this project. Contracts will be developed for any funds allotted to industry organizations. Agency staff will work to ensure that projects are managed in accordance with federal and state guidelines.

III. Vegetable and Berry Industry Support

a. Project Purpose

Specific issue, problem, interest or need	Explanation/details
<p>Project 1. Vermont berry and vegetable growers need to develop their range of skills to become more competitive in the world market. Those skills include developing new production techniques, identifying new crops and markets, improving cooperative marketing and product distribution programs, improving pest management systems and becoming more involved with food safety issues.</p>	<p>Project 1. Working with the industry and UVM extension leaders, the Agency will organize a series of industry education and training programs incorporated into existing events (e.g. the Vermont Farm Show, the Vermont Vegetable & Berry Growers Association annual trade show & conference, and the NOFA-VT annual trade show & conference) as well as new regional- or special-topic events.</p>
<p>Project 2. Value-added processing of Vermont agricultural products increases Vermont agriculture's economic impact by nearly 200 percent (\$1/2 billion farm-gate value to \$1 billion for value-added/processed agricultural products). Fruits, berries and certain other specialty crops producers do not fully participate in value-added opportunities due to limited processing infrastructure.</p>	<p>Project 2. The Agency will use SCBGP funds to <i>supplement</i> the cost of a mobile IQF unit to be used by blueberry, strawberry and other berry and vegetable growers to freeze certain types of produce for use by processors of jams, jellies, pies and other value-added products. The IQF unit will be owned by the State of Vermont and leased to and operated by the Vermont Food Venture Center. Farmers will pay fees to have the fruits and vegetables flash-frozen on premise. Two commercial processors have been identified to date to use the frozen produce.</p>
b. Potential Impact	c. Financial Feasibility
<p>Project 1. Educational and training opportunities will be offered to approximately 739 berry and vegetable growers throughout the state, having an annual farm gate value of over \$20 million. Value-added products using Vermont produce bring in an estimated additional \$5 million.</p>	<p>Project 1. Budget estimate: <u>SCBGP:</u> \$4,500.00 <u>Agency:</u> \$5,000 in-kind and support services</p> <p>No SCBGP funds will be used for administration of this activity.</p>

<p>Project 2. Same as above</p>	<p>Project 2. Budget estimate: <u>SCBGP:</u> \$10,000.00 <u>Agency:</u> \$18,500.00 cash and \$4,500.00 in-kind support <u>Other funds:</u> \$20,000.00 <u>Industry:</u> \$1,500.00 The Vermont Food Venture Center, part of the Economic Development Council of Northern Vermont, has developed a budget for \$50,000.00 for delivery of the IQF unit, including an operating manager and outreach efforts to the farm community.</p> <p>No SCBGP funds will be used for administration of this activity.</p>
<p>d. Expected Measurable Outcomes</p>	<p>e. Goal(s)</p>
<p>Project 1. <u>Outcome 1:</u> Increase participation of produce industry members in educational activities and conferences by 15% during the marketing period of July 31, 2007 through August 1, 2008. <u>Outcome 2:</u> Obtain minimum average rating of 4 (on 5-point scale) for educational/technical conferences conducted during the year (noted above).</p>	<p>Project 1. Increase vegetable and berry growers' management capabilities and knowledge levels for crop management, pest control, marketing and other practices</p>
<p>Project 2. <u>Outcome 1:</u> Increase sales of Vermont produce for local/regional processing by 25% in CY 2008. <u>Outcome 2:</u> Increase number of users of the IQF unit by 50% within 4 months of inaugural run.</p>	<p>Project 2. Increase the availability of Vermont-grown produce to processors throughout the year, and increase overall demand on locally-grown foods.</p>
<p>f. Work Plan</p>	
<p>Project 1. The Agency's Senior Agricultural Development Specialist will coordinate the development of workshops, conferences and related efforts with UVM Extension personnel and industry leaders for activities, which will be concluded by December 2008.</p>	

Project 2. The Agency's Senior Agricultural Development Specialist will coordinate equipment purchase and outreach efforts with the VT Food Venture Center. Equipment is expected to be available for industry use by June 2008.

g. Project Oversight

The Vermont Agency of Agriculture's Senior Agricultural Development Specialist will directly oversee the development and implementation of the proposed SCBGP activities. The Agency's Business Manager, part of the Administration Division, will provide financial oversight. The Administration Division, in turn, is overseen by the Vermont Department of Finance & Management.

h. Project Commitment

The Agency has longstanding working relationships with each of the partners or cooperator name in this project. For the activities mentioned in this project, most funds will be expended directly by the Agency, and contracts will be developed for any funds allotted to industry organizations. Agency staff will work to ensure that projects are managed in accordance with federal and state guidelines.

IV. Grape and Wine Industry Support

a. Project Purpose

Specific issue, problem, interest or need	Explanation/details
<p>Vermont's first commercial winery since Prohibition was established in 1985, using apples and other fruits to make wine. Since that time, the industry has grown to thirteen licensed wineries, including at least seven of which use Vermont-produced grapes. With the commercial introduction of cold-hardy wine grapes developed by the University of Minnesota, Vermont's industry, although still small, has grown rapidly. The wine industry has been identified as a potentially important</p>	<p>The Agency will work closely with winemakers and related fruit growers to establish a Vermont wine industry association. As it has with numerous other agricultural producer groups, the Agency's goal will be to develop a sustainable private industry organization to address important marketing, education, shipping, research, production and other matters.</p>

<p>new sector of agricultural tourism (agri-tourism). In 2007 the Vermont legislature directed the Agency to help the industry establish a Vermont Grape and Wine Council to foster development of Vermont's emerging wine industry.</p> <p>As a relatively new wine producing region, Vermont vintners and fruit producers need to develop new web- and print marketing materials for visitors coming to Vermont.</p> <p>The Agency also plans to provide technical assistance to the industry by providing conference and workshops to producers on topics such as marketing, product development and product safety.</p>	
<p align="center">b. Potential Impact</p>	<p align="center">c. Financial Feasibility</p>
<p>Vermont currently has thirteen licensed wineries and at least 200 growers supplying grapes, apples, blueberries and other produce from which wine is made. This burgeoning new industry is expected to benefit tremendously from the 13.4 million trips made annually to the state for leisure, business and personal travel, valued at \$1.57 billion.</p>	<p>Budget estimate: <u>SCBGP</u>: \$12,000.00 <u>Agency</u>: \$5,000 in-kind & support services SCBGP funds will be used as follows: (a) Industry marketing materials (website, brochures, etc.)- \$8,500.00 (b) Industry education & technical assistance programs- \$3,500.00</p> <p>No SCBGP funds will be used for administration of this activity.</p>
<p align="center">d. Expected Measurable Outcomes</p>	<p align="center">e. Goal(s)</p>
<p><u>Outcome 1</u>: Establish a grape and wine industry council or association within 6 months.</p> <p><u>Outcome 2</u>: Establish a baseline economic impact of Vermont's wine industry within six months.</p>	<p>Enable the grape and wine industry in Vermont to become a more important driver in the agricultural economy.</p>

f. Work Plan

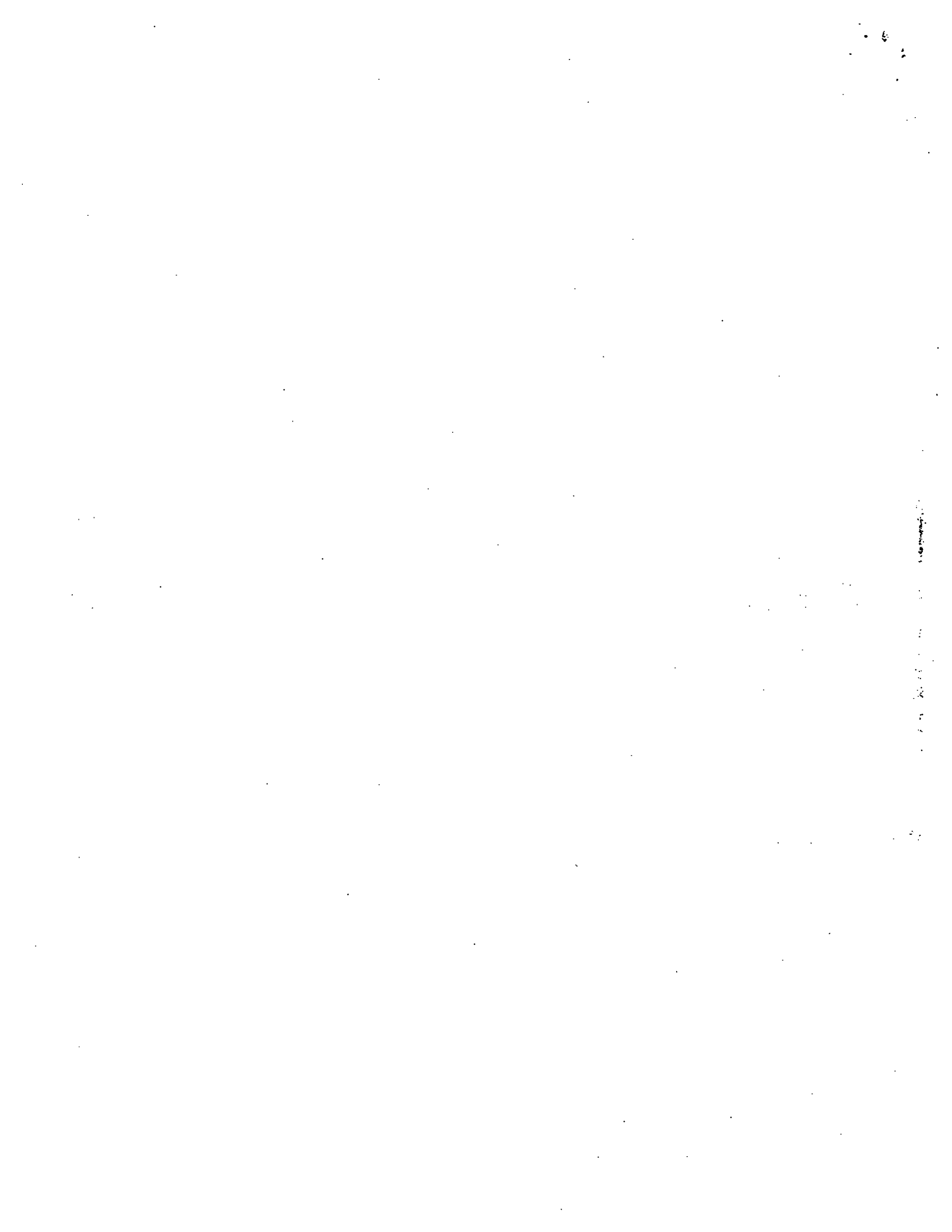
The Agency has already held initial meetings with industry members and a steering committee is being organized. The Agency will continue to work with the organization until it is well established. Activities funded by the SCBGP are expected to be utilized by September 30, 2008.

g. Project Oversight

The Vermont Agency of Agriculture's Senior Agricultural Development Specialist will directly oversee the development and implementation of the proposed Specialty Crop Block Grant Program activities. The Agency's Business Manager, part of the Administration Division, will provide financial oversight. The Administration Division, in turn, is overseen by the Vermont Department of Finance & Management.

h. Project Commitment

The Agency has longstanding working relationships with each of the partners or cooperator names in this project. For the activities mentioned in this project, most funds will be expended directly by the Agency, and contracts will be developed for any funds allotted to industry organizations. Agency staff will work to ensure that projects are managed in accordance with federal and state guidelines.



V. Harvest New England Regional Marketing Support
a. Project Purpose

Specific issue, problem, interest or need	Explanation/details
<p>The New England state departments of agriculture work together through the Harvest New England Association, Inc. to help the region's agricultural producers and processors sell through wholesale (supermarket) channels.</p>	<p>Due to the small size of the New England states, larger supermarkets have historically been reluctant to promote state products individually. The Harvest New England program has allowed the New England states to work cooperatively under a regional designation that benefits producers and is easier for the retailers to implement.</p>
b. Potential Impact	c. Financial Feasibility
<p>The New England Agricultural Statistics Service (NEASS) reports over 3,800 tree fruit, berry and vegetable growers in the six-state region. While only an estimated 20 percent of those producers rely on wholesale market channels, the Harvest New England marketing program helps to raise awareness of the importance of agriculture to the region for all producers.</p>	<p>Budget estimate: <u>SCBGP</u>: \$5,000.00 <u>Agency</u>: \$3,000 in-kind and support services; <u>Other New England states</u>: \$25,000.00 (\$5,000 from each from CT, MA, ME and NH) for cooperative marketing activities.</p> <p>No SCBGP funds will be used for administration of this activity.</p>
d. Expected Measurable Outcomes	e. Goal(s)
<p><u>Outcome 1</u>: Increase the number of supermarkets using the Harvest New England "buy local" program materials within 12 months.</p> <p><u>Outcome 2</u>: Increase the awareness of the Harvest New England program among New England farmers as a vehicle for entering regional supermarkets.</p>	<p>Increase the sale of New England grown products within the region. Increase the economic viability of New England's specialty crop farmers.</p>

f. Work Plan

The six New England state departments of agriculture have a long-term marketing plan in place. Plans utilizing SCBGP funds are expected to be concluded by the end of October 2008.

g. Project Oversight

The Harvest New England Association's Board of Directors will provide project oversight for implementation of SCBGP-funded activities. The Association's Secretary-Treasurer will take primary responsibility for financial oversight and reporting. The Board is subject to oversight by the States' respective financial authorities.

g. Project Commitment

The Agency has longstanding working relationships with each of the partners or cooperators named in this project. Agency staff will work to ensure that projects are managed in accordance with federal and state guidelines.



Work Plan & Project Oversight Summaries

I. General Specialty Crops Support	Work Plan	Project Oversight
Project 1: Database/website (see <i>Project Purpose</i> , page 3)	Expected completion by end September 2008. VAA staff (Justis, Loftus, Marshia et al) meeting biweekly to review progress, described on page 6	The Senior Agricultural Development Specialist (SADS) will meet with key VAA staff on minimum biweekly schedule. More details on page 6.
Project 2: Marketing FSI (see <i>Project Purpose</i> , page 3)	Expected completion by end December 2007. VAA staff (Justis, Loftus, Marshia, Doyle et al) on editorial & outreach committees. Details on page 6.	SADS will communicate with key VAA staff on minimum biweekly schedule. More details on page 6.
Project 3: Healthy diets (see <i>Project Purpose</i> , page 3)	Expected completion by end September 2008. VAA staff (Justis, Martell, Doyle et al) meeting weekly to review progress. Efforts coordinated with VT Dept Health & industry organizations.	SADS will communicate with key VAA staff on weekly basis to develop specific events. VAA staff will coordinate with various Vermont produce industry groups.
II. Apple Industry Support	Work Plan	Project Oversight
Project 1: National/regional marketing (see <i>Project Purpose</i> , page 7)	Expected completion by end of September 2008. VAA apple industry liaison Steve Justis will have biweekly communications with USApple, New England Apple Association and VT Apple Marketing Board directors to monitor progress on multiple industry issues described on page 7.	SADS will communicate with key partners (USApple, New England Apple and VT Apple Marketing Board) via regular e-mail, telephone and face-to-face meetings.
Project 2: Education & training (see <i>Project Purpose</i> , page 7)	Expected completion by August 1, 2008. VAA apple industry liaison Steve Justis will work with UVM Extension and VT Tree Fruit Growers Association directors on education and training program implementation.	SADS will coordinate most activities with UVM Extension Specialist Dr. Lorraine Berkett with monthly updates by telephone, e-mail and face-to-face meetings. Other activities will be coordinated with directors of the VT Tree Fruit Growers Association through biweekly briefings.
Project 3: Export marketing (see <i>Project Purpose</i> , page 7)	The U.S Apple Export Council is the primary organizer of U.S. apple industry participation in Fruit Logistica trade show & conference, scheduled for February 2008.	SADS will coordinate activities with Ms. Kris Marceca, Executive Director of U.S. Apple Export Council and Mr. Steve Lacasse, VP of the VT Apple Marketing Board on a biweekly basis via e-mail, telephone and personal meetings.

III. Vegetable & Berry Industry Support	Work Plan	Project Oversight
Project 1: Education & training (see <i>Project Purpose</i> , page 11)	VAA staff (Justis, Turmel, Johnstone & Martell) will coordinate activities for presentation during the winter months and early growing season, through August 1, 2008. Presentation venues outlined on page 11	SADS will coordinate activities with VAA staff, UVM produce specialist Dr. Vernon Grubinger and with VT-NOFA staff. Updates on planning will occur on a biweekly basis through the life of the activity.
Project 2: Value-added/processing support (see <i>Project Purpose</i> , page 11)	Once all funding is secured, the VT Food Venture Center will coordinate purchase of IQF equipment for operation beginning with the 2008 crop season.	SADS will coordinate activities with VAA staff and with staff of the Vermont Food Venture Center. Operation of the IQF unit will be by VFVC by contract.
IV. Grape & Wine Industry Support	Work Plan	Project Oversight
Project 1: Education & training (see <i>Project Purpose</i> , page 13)	VAA staff (Justis and Deputy Secretary Tebbetts) have met with industry members twice, with a 3 rd meeting scheduled for mid-October, with the objective of establishing an industry organization. Project purposes, described on page 13, will be carried out by UVM specialists, VAA staff and officers & members of the industry organization through September 30, 2008.	SADS will coordinate activities with other VAA staff and with UVM Extension and industry members on monthly meeting basis. Meetings will be either via conference calls or face-to-face meetings.
V. New England Regional Marketing Support	Work Plan	Project Oversight
Project 1: Marketing through wholesale channels (see <i>Project Purpose</i> , page 16)	Harvest New England activities occur throughout the year, on an ongoing basis. SCBGP funds allocated to this activity (described on page 16) will be concluded by October 31, 2008.	Project oversight will be shared by representatives of the six New England states. Directors meet monthly via conference calls or face-to-face meetings through the year.

Specialty Crop Block Grant Program Budget

Project		USDA Grant Amount	Agency Match		Partners Match ²	
			Cash	In-kind ¹	Cash	In-kind ¹
General Support	Personal Services			\$130,000.00		
	Operating					
	Marketing	\$55,097.90				\$10,000.00
Apple Industry Support	Personal Services			\$9,500.00		
	Operating					
	Marketing	\$14,800.00			\$22,000.00	\$11,000.00
Vegetable & Berry Industry Support	Personal Services			\$9,500.00		
	Operating					
	Marketing	\$14,500.00	\$18,500.00 ³		\$21,500.00	
Grape & Wine Industry Support	Personal Services			\$5,000.00		
	Operating					
	Marketing	\$12,000.00				

		USDA Grant Amount	Agency Match		Partners Match	
			Cash	In-kind ¹	Cash	In-kind ¹
Harvest New England Support	Personal Services Operating Marketing	\$5,000.00		\$3,000.00	\$25,000.00	
Totals		\$101,397.90	\$18,500.00	\$157,000.00	\$68,500.00	\$21,000.00

¹VAA staff for in-kind contribution: Steve Justis, Bruce Martell, Scott Marshia and Teresa Doyle.

²Partner in-kind contributions: Vermont Apple Marketing Board; UVM Extension; U.S. Apple Export Council; Vermont Tree Fruit Growers Association; Vermont Vegetable & Berry Growers Association; Vermont Grape & Wine Industry Association; Vermont Mystic Pie Co.; Harvest New England Association; USDA Rural Development; Vermont Department of Health; and Vermont Department of Tourism and Marketing.

³General fund match