

time	author	text
2020-09-24 14:50:16 UTC	Laura Carbonneau	Hi Richard!
2020-09-24 14:57:02 UTC	Todd Wynward	hello from Taos--Excited to hear from you all as we are actively seeking to form a Food Hub in our area!
2020-09-24 14:59:49 UTC	Michelle Escudero	Hello from Lander, Wyoming
2020-09-24 15:00:27 UTC	Corilia Ortega	Saludos de Ranchos de Taos, NM!
2020-09-24 15:01:10 UTC	Lola Bobrowski	Hi everyone! Welcome to Land & Community! Let us know where you
2020-09-24 15:01:18 UTC	Landen Schaelling	Hello from Prescott Arizona
2020-09-24 15:01:19 UTC	Leslie Price (She/Her)	Hi from Bloomington, Indiana!
2020-09-24 15:01:23 UTC	Lola Bobrowski	Let us know where you're from and any org your associated with!
2020-09-24 15:01:42 UTC	Joanne Slingerland	Hello from Lander, WY!
2020-09-24 15:02:56 UTC	Sarah Clemmitt	Hello from Randolph NH
2020-09-24 15:03:09 UTC	Toner Mitchell	Toner Mitchell, Trout Unlimited, from Santa Fe, New Mexico, working in Questa New Mexico.
2020-09-24 15:03:27 UTC	Janet Bartlett	Woodstock, Maine
2020-09-24 15:03:31 UTC	Landen Schaelling	I'm spearheading a Food Co-op grocery store and volunteer with Slow Food Prescott.
2020-09-24 15:03:44 UTC	Will Grossman	Hello from Walpole, NH
2020-09-24 15:03:50 UTC	Lincoln Boykin	Hi from Lancaster, Virginia on the Chesapeake Bay! Program Officer at the River Counties Community Foundation.
2020-09-24 15:03:56 UTC	Laura Carbonneau	Located in Keene, NH. I work for Food Connects in Brattleboro, VT with Richard and am part of a burgeoning food collaborative in Keene.
2020-09-24 15:03:57 UTC	Rich Christiana	Rich Christiana, Appalachian State University in Boone, NC.
2020-09-24 15:03:58 UTC	Kelsey Ball	Hi from Lander Wyoming Chamber of Commerce and Visitor Center + rep from Lander Valley Farmers Market
2020-09-24 15:04:02 UTC	Gaea McGahee	Questa Farmers Market organizer, Questa NM
2020-09-24 15:04:16 UTC	Jane LaPointe	Hello from Winchendon MA - we're working on establishing a food hub for our region - so looking forward to this
2020-09-24 15:04:41 UTC	Kelsey Ball	Thanks for recording! I will have to step away for visitors here and there
2020-09-24 15:05:17 UTC	Sarah Harpster	I'm located in Keene, NH working with a great group of folks on an emerging food infrastructure business to complement other local food hub and value added local food businesses in the region.
2020-09-24 15:06:11 UTC	Michelle Escudero	With the LOR Foundation, working on lots of food issues in Lander, WY
2020-09-24 15:07:08 UTC	Traci Fowler	Hello from the Upper Valley of NH! I'm a Senior Program Officer with the NH Charitable Foundation :) Go Kearsarge Food Hub!
2020-09-24 15:08:52 UTC	Lola Bobrowski	**NOTE** As we move through the presentation, submit your questions here in the chat, we'll compile them, and get as many answered as we can in the Q&A portion later on. Thank you for joining us!
2020-09-24 15:09:27 UTC	Lola Bobrowski	**NOTE** Also, please let us know where you're joining us from!
2020-09-24 15:10:48 UTC	Ben Amsden	Ben Amsden, Holderness NH, New Hampshire Charitable Foundation
2020-09-24 15:11:07 UTC	Mary Macdonald	Hi, Ben - glad you're here!
2020-09-24 15:11:23 UTC	Benjamin Hewitt	glad to be here!
2020-09-24 15:11:55 UTC	Benjamin Hewitt	Oh wait.. the other Ben...
2020-09-24 15:12:00 UTC	Benjamin Hewitt	(still glad to be here!)
2020-09-24 15:12:08 UTC	Mary Macdonald	still glad you are here! :)
2020-09-24 15:12:23 UTC	Ben Amsden	There's room for all the Bens :)
2020-09-24 15:12:30 UTC	Nick Hunkerstorm	Lander, the heart of WY
2020-09-24 15:16:12 UTC	Todd Wynward	Richard--and all presenters--can we please have access to your slide deck and website? Here in Taos, we are wanting to "go to school" on all of you..deep thanks!
2020-09-24 15:20:10 UTC	Lola Bobrowski	Todd Wynward All presentations provided by speakers will be shared and links provided to registrants, should be available by Monday.
2020-09-24 15:20:36 UTC	Jake Caldwell	Richard, is there a specific "food-hub" software you're referring to?
2020-09-24 15:20:39 UTC	Todd Wynward	thanks Lola Bobrowski
2020-09-24 15:22:05 UTC	Lola Bobrowski	**LINK** For anyone interested in digging in deeper to Food Connects! https://www.foodconnects.org/
2020-09-24 15:24:42 UTC	Todd Wynward	related to question above re food hub software by Jake Caldwell : what might any of you folks w expertise know or think about "local orbit" local food supplier software? https://localorbit.com/
2020-09-24 15:28:58 UTC	Lola Bobrowski	Thank you for sharing about Food Connects Richard Berkfield !!!
2020-09-24 15:29:34 UTC	Lola Bobrowski	**LINK** Learn more about Genuine Local: https://genuinelocal.org/

2020-09-24 15:29:42 UTC	Sara Levinson	In Page County, VA we are working on starting a local food system. Working with a Harrisonburg, VA based organization called Local Food Network that is developing software to help connect small producers with larger buyers (e.g. hospitals) who want to buy from local smaller producers. Dustyn Vailles is the contact there.
2020-09-24 15:30:01 UTC	Lola Bobrowski	**LINK** Learn more about The Belknap Foodshed: http://genuinelocal.org/wp-content/uploads/2020/01/The-Belknap-Foodshed-at-GL-Overview.pdf
2020-09-24 15:35:40 UTC	Richard Berkfield	I will be sharing the presentation. There are a lot of Food hub software options. None, in our opinion, are a perfect fit. Local Food Marketplace has worked for a lot of hubs. We use New Hampshire based Harvest to Market. I've heard mixed reviews on Local Orbit.
2020-09-24 15:36:15 UTC	Todd Wynward	thanks for that Richard Berkfield !
2020-09-24 15:36:20 UTC	Lola Bobrowski	Thank you Mary Macdonald !!!
2020-09-24 15:37:19 UTC	Lola Bobrowski	**LINK** Explore more about the Kearsarge Food Hub: https://www.kearsargefoodhub.org/
2020-09-24 15:37:42 UTC	Sara Levinson	Great info Richard. Thanks!
2020-09-24 15:38:09 UTC	Lola Bobrowski	**NOTE** Remember to share your questions with us!! :)
2020-09-24 15:38:39 UTC	Mary Macdonald	www.genuinelocal.org
2020-09-24 15:38:44 UTC	Mary Macdonald	www.belknapfoodshed.com
2020-09-24 15:39:06 UTC	Todd Wynward	so great and informative Mary Macdonald !
2020-09-24 15:42:14 UTC	Michelle Escudero	YES say yes to everything to listen, connect and figure out what is needed and wanted
2020-09-24 15:43:43 UTC	Mary Macdonald	Thanks Todd Wynward We use Local Food Marketplace and are very pleased with it overall
2020-09-24 15:43:56 UTC	Michelle Escudero	wow a real community hub not just a food hub
2020-09-24 15:45:10 UTC	Rachel Brice	Super stoked to be hearing from Kearsarge Food Hub/Sweet Beet Market :-)
2020-09-24 15:45:24 UTC	Janet Bartlett	Michelle Escudero I agree, it is a beautiful story.
2020-09-24 15:45:41 UTC	Nick Hunkerstorm	what collective acreage supports this system?
2020-09-24 15:48:31 UTC	Adrienne Krulis	Nick Hunkerstorm Not sure about Sweet Beet, but check out https://agrariantrust.org/ for help with connecting with communal acreage resources and guidance
2020-09-24 15:48:49 UTC	Nick Hunkerstorm	What is the distance of aggregation? How far to vendor travel to drop their product?
2020-09-24 15:49:07 UTC	Nick Hunkerstorm	Thanks Adrienne Krulis
2020-09-24 15:51:42 UTC	Lola Bobrowski	Hi Rachel Brice !! :)
2020-09-24 15:52:23 UTC	Traci Fowler	Can folks comment on whether or not they accept EBT cards?
2020-09-24 15:52:40 UTC	Andre Cantelmo	yes
2020-09-24 15:52:47 UTC	Rachel Brice	There may not *always* be an issue with affordability. One thing to remember is that "cheap" food is cheap because it's *subsidized*. So there is a lot of room for policy work to move the needle on where those subsidies are pointed; if they go the way of supporting the ability of smaller farmers to make a living, the price for customers could come down.
2020-09-24 15:52:56 UTC	Andre Cantelmo	Three River does
2020-09-24 15:54:10 UTC	Landen Schaelling	Rachel Brice That's very true. I believe it's been calculated that if dairy and meat subsidies were given to small-scale producers that their produce could be given away.
2020-09-24 15:54:22 UTC	Rachel Brice	exactly
2020-09-24 15:54:32 UTC	Lola Bobrowski	Thank you ?MENTION_NAME=Lauren/sHoward/s&/sFrance/sHahn/s__&ID=1697990 !!
2020-09-24 15:54:34 UTC	Nick Hunkerstorm	Lander Valley Farmers Market accepts EBT
2020-09-24 15:54:47 UTC	Gaea McGahee	thank you - so helpful
2020-09-24 15:54:56 UTC	Todd Wynward	fantastic info ?MENTION_NAME=Lauren/sHoward/s&/sFrance/sHahn/s__&ID=1697990
2020-09-24 15:55:07 UTC	Landen Schaelling	Prescott Farmer's Market accepts EBT and utilizes the Double Up program (so you could say the food is half priced through EBT)
2020-09-24 15:55:15 UTC	Landen Schaelling	Food cooperatives also can qualify for Double Up
2020-09-24 15:56:08 UTC	Will Grossman	No screen yet...
2020-09-24 15:56:09 UTC	Gaea McGahee	Questa Farmers Market accepts EBT too and participates in the Double Up program (yes food is half priced through EBT)
2020-09-24 15:56:46 UTC	Lauren Howard & France Hahn ___	www.kearsargefoodhub.org for more info!
2020-09-24 15:57:02 UTC	Lola Bobrowski	Sorry for the tech difficulties everyone!
2020-09-24 15:57:14 UTC	Landen Schaelling	No worries! We'll call it a water break.
2020-09-24 15:57:16 UTC	Todd Wynward	?MENTION_NAME=Lauren/sHoward/s&/sFrance/sHahn/s__&ID=1697990 did you say you aggregate but do not distribute? Is that one of the more difficult components for you to do in your area?
2020-09-24 15:57:17 UTC	Radically Rural	Will Grossman can you email radicallyrural@hanndangrimes.com so we can work through this?
2020-09-24 15:57:29 UTC	Rachel Brice	Maybe he could email the slides to someone who could share their screen
2020-09-24 15:58:21 UTC	Lola Bobrowski	Rachel Brice that's what we're working on! :)
2020-09-24 15:58:39 UTC	Lola Bobrowski	Thank for your patience everyone! Let the fun continue!

2020-09-24 16:00:30 UTC Lauren Howard & France Hahn ___ Todd Wynward hi todd, transportation is certainly a challenge in our area. we are fortunate to have partners that help facilitate drop points for small farmers so there is a bit of consolidation. But we spend a lot of time picking up directly from farmers to supply our market and programs!

2020-09-24 16:02:43 UTC Lola Bobrowski **LINK** Learn more about Three River Farmers Alliance: <https://www.threeriverfa.com/>
2020-09-24 16:10:18 UTC Landen Schaelling Do you see an issue if small farms hyper specialize and get into essentially small scale monocropping?

2020-09-24 16:10:59 UTC Rachel Brice @Landen
2020-09-24 16:11:19 UTC Todd Wynward Thanks so much ?MENTION_NAME=Lauren/sHoward/s&/sFrance/sHahn/s__&ID=1697990 ! and all the produce comes to your market and your programs?

2020-09-24 16:12:27 UTC Rachel Brice @ Landen My two cents: I think potentially yes, it could be a problem. It would be interesting to look at a landscape scale. If many small farms are combined into a picture of a landscape, perhaps specialization for each small farm wouldn't detract from diversity at the larger scale. Particularly if each farm is also implementing practices like intercropping of cover crops or beneficial insect habitat etc.

2020-09-24 16:13:38 UTC Adrienne Krulis Landen Schaelling For food aggregators it may help to have a reliable source of a single crop, however, for the farmer, a single crop system is dangerous in terms of crop failure, also monoculture is the antithesis of regenerative farming, so a farmer is doing themselves no favors for future productivity by specializing to that degree

2020-09-24 16:13:39 UTC Gaea McGahee Todd Wynward we need that truck!
2020-09-24 16:15:05 UTC Landen Schaelling Perhaps getting to a rotation that is smaller than 12-20 that direct to consumer farms try to attain, but still allowing clearing crops and heavy and light feeders.

2020-09-24 16:15:16 UTC Rachel Brice @Adrienne Krulis I agree! Specialization wouldn't have to mean monocropping though. I could, say, focus on beans, and also grow other things... and pay attention to soil health, rotation with grazers, etc. So I think it's not an either/or, and would require a lot of intentional thought at the community level.

2020-09-24 16:16:43 UTC Landen Schaelling I'd be interested to see a model of a "large farm" that only utilizes small scale practices. Putting focus on employment rather than infrastructure (like tractors). That way they can still have proper rotations at scale.

2020-09-24 16:17:06 UTC Adrienne Krulis Landen Schaelling A really interesting proposition, and in the tech age could be possible. Especially if you're able to rotate animals through that system for manure. Check out Pastured Poultry Profits by Joel Salatin if you don't already know about him

2020-09-24 16:17:37 UTC Gaea McGahee food launderer!
2020-09-24 16:17:55 UTC Adrienne Krulis Rachel Brice Good point! Agrarian Trust works on this sort of cooperative and I admire their ideas a lot

2020-09-24 16:19:12 UTC Landen Schaelling Adrienne Krulis You can have certain bed spaces go to pasture for a given number of years. It means you have to remake otherwise permanent beds, but it could still be no or low till.

2020-09-24 16:21:02 UTC Adrienne Krulis Jan-Hendrik Crop<https://eorganic.org/node/12857>
2020-09-24 16:22:02 UTC Adrienne Krulis Oops, saw the above farmer talk at Stonewall Farm in Keene, NH, and he had great ideas about using cover crops from fallow fields as mulch for low till production fields. Very cool

2020-09-24 16:23:37 UTC Rachel Brice In addition to the idea of "scalability," there's also the idea that aggregators wouldn't have to get big, and instead focus on "reproducibility." Many small local/regional hubs, on which the local food customer can rely, and potentially break the stranglehold of the larger corps. Revolution ;-)

2020-09-24 16:24:11 UTC Lauren Howard & France Hahn ___ Rachel Brice let's be friends!
2020-09-24 16:24:20 UTC Rachel Brice yes please! :-D
2020-09-24 16:24:45 UTC Lauren Howard & France Hahn ___ Yay! :D
2020-09-24 16:24:52 UTC Lisa Sieverts WOW
2020-09-24 16:25:01 UTC Lola Bobrowski ^these are the connections we LOVE to see happening! Thank you all for your enthusiasm and engagement!! :-D

2020-09-24 16:25:16 UTC Todd Wynward woot woot Andre Cantelmo ! Gracias!
2020-09-24 16:25:23 UTC Landen Schaelling That was amazing Andre! I see your vision and it's so ambitious and attainable!!
2020-09-24 16:26:15 UTC Richard Berkfield feel free to email me too: richard@foodconnects.org
2020-09-24 16:31:07 UTC Landen Schaelling That was great, thanks Andre.
2020-09-24 16:33:30 UTC Janet Bartlett Internal checks and balances. :-)
2020-09-24 16:33:38 UTC Roe-Ann Tasoulas Andre Cantelmo do you happen to have a sweet and easy capture of #s and profitability you can share?

2020-09-24 16:34:03 UTC Andre Cantelmo not sweet and easy
2020-09-24 16:34:33 UTC Andre Cantelmo Margins run between 24 and 32%
2020-09-24 16:34:54 UTC Andre Cantelmo You need to cover costs out of that pool of money

2020-09-24 16:35:24 UTC	Rachel Brice	@Benjamin Hewitt I love that question :-D For folks who are really interesting, getting involved with the National Young Farmers Coalition and starting to become familiar with the Farm Bill would be a great place to start.
2020-09-24 16:35:55 UTC	Rachel Brice	Interested*
2020-09-24 16:37:51 UTC	Richard Berkfield	I agree with Mary, comprehensive marketing campaigns are needed. States and bigger alliances could help with that.
2020-09-24 16:40:11 UTC	Landen Schaelling	Eggs are hard because large egg operations sell at no profit and then make profit on selling the manure.
2020-09-24 16:41:44 UTC	Landen Schaelling	In our area everyone is happy to pay double the grocery store prices on eggs.
2020-09-24 16:43:03 UTC	Adrienne Krulis	Discussions like Lauren and France are talking about are key in animal production issues/pricing, so customers understand the conditions animals are kept in, and how that translates to the nutrition content and price of the product. Eggs and poultry meat are prime example
2020-09-24 16:45:00 UTC	Rachel Brice	It's both/and... and also who you're trying to reach (because so many people literally could not pay double the price on eggs)... we need all the puzzle pieces though.
2020-09-24 16:45:43 UTC	Sara Levinson	Yes, storytelling and education are important. Using websites, social media and word of mouth work as well as using face-to-face when possible.
2020-09-24 16:47:26 UTC	Landen Schaelling	Rachel Brice It's so regionally varied as well. We literally can't produce enough eggs locally. Our production and open markets are in their infancy relative to a lot of areas like the northeast. Arizona has plenty of space and needs more farmers to meet a bottomless demand.
2020-09-24 16:48:11 UTC	Gaea McGahee	awesome - create access where there isn't access currently, thanks for addressing
2020-09-24 16:48:40 UTC	Lola Bobrowski	Such an important question! Burnout is REAL.
2020-09-24 16:51:05 UTC	Gaea McGahee	beautiful, developing leadership within the team . . yes, forced break! thanks folks
2020-09-24 16:51:22 UTC	Lola Bobrowski	?MENTION_NAME=Lauren/sHoward/s&/sFrance/sHahn/s__&ID=1697990 Enjoy your vaca Lauren!
2020-09-24 16:51:30 UTC	Adrienne Krulis	I wonder if the discussion sometimes goes to what we eat as a whole- ie: truly regenerative farming systems include animals, but a very small proportion of them compared to vegetative crops, which means that we should be eating far fewer animal products to support sustainability, in which case more expensive animal products matter a little less because such a small proportion of the total diet relies on them
2020-09-24 16:51:39 UTC	Lauren Howard & France Hahn ___	It's also Lauren's birthday today!!!!!!
2020-09-24 16:52:02 UTC	Adrienne Krulis	Birthday vacation!
2020-09-24 16:52:05 UTC	Mary Macdonald	happy birthday ?MENTION_NAME=Lauren/sHoward/s&/sFrance/sHahn/s__&ID=1697990
2020-09-24 16:52:09 UTC	Lola Bobrowski	Way to put her on the spot! haha Happy Birthday! :-D
2020-09-24 16:52:48 UTC	Landen Schaelling	Adrienne Krulis I think meat prices should accurately reflect the amount of concentrated energy they represent biologically.
2020-09-24 16:52:57 UTC	Rachel Brice	cool, Andre :-)
2020-09-24 16:53:10 UTC	Adrienne Krulis	Absolutely. And we'd all be healthier for it!
2020-09-24 16:53:14 UTC	Lola Bobrowski	**From all of us** Thank you all for joining the Land & Community track today! We hope you enjoy the rest of RR!
2020-09-24 16:53:38 UTC	Landen Schaelling	Thank you!! I loved this session.
2020-09-24 16:53:52 UTC	Mary Macdonald	connect@belknapfoodshed.com
2020-09-24 16:53:57 UTC	Suzanne Butcher	Carbon pricing would incorporate the cost of carbon emissions into all sectors, including meat prices. Watch the energy track sessions on carbon pricing and regenerative ag!
2020-09-24 16:54:14 UTC	Sara Levinson	Thanks to everyone. Great session full of super information and connections.
2020-09-24 16:54:15 UTC	Lauren Howard & France Hahn ___	info.kearsargefoodhub@gmail.com
2020-09-24 16:54:19 UTC	Gaea McGahee	great session, thank you
2020-09-24 16:54:25 UTC	Joanne Slingerland	Thank you all! This was so informative.
2020-09-24 16:54:46 UTC	Adrienne Krulis	Suzanne Butcher They're on the list! ;)
2020-09-24 16:54:55 UTC	Nick Hunkerstorm	Super helpful as a model moving forward for our community!
2020-09-24 16:55:37 UTC	Lincoln Boykin	Thanks, everyone! Really great discussion!