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**New Hampshire**  
*Department of Agriculture,  
Markets, and Food*

Shawn N. Jasper, Commissioner



November 13, 2025

Her Excellency, Governor Kelly A. Ayotte  
and the Honorable Council  
State House  
Concord, New Hampshire 03301

**REQUESTED ACTION**

1. Authorize the New Hampshire Department of Agriculture, Markets, and Food, to enter into a grant agreement with Berger’s Springledge Nursery and Produce Stand, LLC (VC# TBD), New London, NH, for the Resilient Food Systems Infrastructure Program in the amount of \$18,585.00, effective upon Governor and Council approval through May 1, 2027. **100% Federal Funds.**
2. Further authorize an advance payment in the amount of \$18,585.00 to Berger’s Springledge Nursery and Produce Stand, LLC, New London, NH, in accordance with the terms of the agreement, effective upon Governor and Council approval. **100% Federal Funds.**

Funding is available in account Resilient Food Sys Infra as follows

	FY 26
02-18-18-180010-28710000-072-502683 – Subaward Payments	\$18,585.00

**EXPLANATION**

The Resilient Food Systems Infrastructure Program is a USDA funded grant program intended to serve middle-of-the-supply-chain needs to add value and provide more, new, and better markets for locally or regionally produced food.

The funds are intended to support expanded capacity for the aggregation, processing, manufacturing, storing, transporting, wholesaling, and distribution of locally and regionally produced food products.

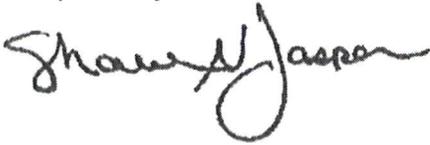
This project will support Berger’s Springledge Nursery and Produce Stand, LLC, New London, NH, to purchase specialized cold storage equipment. This project was selected by a review panel comprised of industry relevant experts and subsequently approved by USDA to be aligned with the eligibility criteria for the Resilient Food Systems Infrastructure Program.

The department has determined that the vendor is in good standing with the Secretary of State’s Office, has secured the required level of insurance, and has provided evidence of authority to

execute and be bound by the contract. Documents supporting these assertions are available at the agency, for review upon request.

In the event that Federal Funds are no longer available, General Funds will not be requested to support this program.

Respectfully submitted,

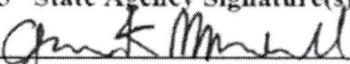
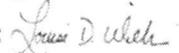
A handwritten signature in black ink, appearing to read "Shawn N. Jasper". The signature is fluid and cursive, with a large loop at the end of the last name.

Shawn N. Jasper  
Commissioner

GRANT AGREEMENT

The State of New Hampshire and the Grantee hereby  
Mutually agree as follows:  
GENERAL PROVISIONS

1. Identification and Definitions.

<b>1.1. State Agency Name</b> Department of Agriculture, Markets, and Food		<b>1.2. State Agency Address</b> 1 Granite Place South, Concord, NH 03301	
<b>1.3. Grantee Name</b> Berger's Springledge Nursery and Produce Stand, LLC		<b>1.4. Grantee Address</b> 37 Main Street, New London, NH 03257	
<b>1.5. Grantee Phone #</b> 603-526-6253	<b>1.6. Account Number</b> 28710000	<b>1.7. Completion Date</b> May 1, 2027	<b>1.8. Grant Limitation</b> \$ 18,585.00
<b>1.9. Grant Officer for State Agency</b> Joshua Marshall		<b>1.10. State Agency Telephone Number</b> 603-271-3551	
If Grantee is a municipality or village district: "By signing this form we certify that we have complied with any public meeting requirement for acceptance of this grant, including if applicable RSA 31:95-b."			
<b>1.11. Grantee Signature 1</b> 		<b>1.12. Name &amp; Title of Grantee Signor 1</b> Gregory Berger, Owner/Member	
<b>Grantee Signature 2</b>		<b>Name &amp; Title of Grantee Signor 2</b>	
<b>Grantee Signature 3</b>		<b>Name &amp; Title of Grantee Signor 3</b>	
<b>1.13. State Agency Signature(s)</b> 		<b>1.14. Name &amp; Title of State Agency Signor(s)</b> JOSH MARSHALL - ASST. COMMISSIONER	
<b>1.15. Approval by Attorney General (Form, Substance and Execution) (if G &amp; C approval required)</b> By:  Louise Williams Assistant Attorney General, On: 11/13/25			
<b>1.16. Approval by Governor and Council (if applicable)</b> By: _____ On: / /			

2. **SCOPE OF WORK:** In exchange for grant funds provided by the State of New Hampshire, acting through the Agency identified in block 1.1 (hereinafter referred to as "the State"), the Grantee identified in block 1.3 (hereinafter referred to as "the Grantee"), shall perform that work identified and more particularly described in the scope of work attached hereto as EXHIBIT B (the scope of work being hereinafter referred to as "the Project").

3. AREA COVERED. Except as otherwise specifically provided for herein, the Grantee shall perform the Project in, and with respect to, the State of New Hampshire.
4. EFFECTIVE DATE; COMPLETION OF PROJECT.
- 4.1. This Agreement, and all obligations of the parties hereunder, shall become effective on the date on the date of approval of this Agreement by the Governor and Council of the State of New Hampshire if required (block 1.16), or upon signature by the State Agency as shown in block 1.14 ("the Effective Date").
- 4.2. Except as otherwise specifically provided herein, the Project, including all reports required by this Agreement, shall be completed in ITS entirety prior to the date in block 1.7 (hereinafter referred to as "the Completion Date").
5. GRANT AMOUNT; LIMITATION ON AMOUNT; VOUCHERS; PAYMENT.
- 5.1. The Grant Amount is identified and more particularly described in EXHIBIT C, attached hereto.
- 5.2. The manner of, and schedule of payment shall be as set forth in EXHIBIT C.
- 5.3. In accordance with the provisions set forth in EXHIBIT C, and in consideration of the satisfactory performance of the Project, as determined by the State, and as limited by subparagraph 5.5 of these general provisions, the State shall pay the Grantee the Grant Amount. The State shall withhold from the amount otherwise payable to the Grantee under this subparagraph 5.3 those sums required, or permitted, to be withheld pursuant to N.H. RSA 80:7 through 7-c.
- 5.4. The payment by the State of the Grant amount shall be the only, and the complete payment to the Grantee for all expenses, of whatever nature, incurred by the Grantee in the performance hereof, and shall be the only, and the complete, compensation to the Grantee for the Project. The State shall have no liabilities to the Grantee other than the Grant Amount.
- 5.5. Notwithstanding anything in this Agreement to the contrary, and notwithstanding unexpected circumstances, in no event shall the total of all payments authorized, or actually made, hereunder exceed the Grant limitation set forth in block 1.8 of these general provisions.
6. COMPLIANCE BY GRANTEE WITH LAWS AND REGULATIONS. In connection with the performance of the Project, the Grantee shall comply with all statutes, laws regulations, and orders of federal, state, county, or municipal authorities which shall impose any obligations or duty upon the Grantee, including the acquisition of any and all necessary permits and RSA 31-95-b.
7. RECORDS and ACCOUNTS.
- 7.1. Between the Effective Date and the date seven (7) years after the Completion Date, unless otherwise required by the grant terms or the Agency, the Grantee shall keep detailed accounts of all expenses incurred in connection with the Project, including, but not limited to, costs of administration, transportation, insurance, telephone calls, and clerical materials and services. Such accounts shall be supported by receipts, invoices, bills and other similar documents.
- 7.2. Between the Effective Date and the date seven (7) years after the Completion Date, unless otherwise required by the grant terms or the Agency pursuant to subparagraph 7.1, at any time during the Grantee's normal business hours, and as often as the State shall demand, the Grantee shall make available to the State all records pertaining to matters covered by this Agreement. The Grantee shall permit the State to audit, examine, and reproduce such records, and to make audits of all contracts, invoices, materials, payrolls, records of personnel, data (as that term is hereinafter defined), and other information relating to all matters covered by this Agreement. As used in this paragraph, "Grantee" includes all persons, natural or fictional, affiliated with, controlled by, or under common ownership with, the entity identified as the Grantee in block 1.3 of these provisions
8. PERSONNEL.
- 8.1. The Grantee shall, at its own expense, provide all personnel necessary to perform the Project. The Grantee warrants that all personnel engaged in the Project shall be qualified to perform such Project, and shall be properly licensed and authorized to perform such Project under all applicable laws.
- 8.2. The Grantee shall not hire, and it shall not permit any subcontractor, subgrantee, or other person, firm or corporation with whom it is engaged in a combined effort to perform the Project, to hire any person who has a contractual relationship with the State, or who is a State officer or employee, elected or appointed. The Grant Officer shall be the representative of the State hereunder. In the event of any dispute hereunder, the interpretation of this Agreement by the Grant Officer, and his/her decision on any dispute, shall be final.
9. DATA; RETENTION OF DATA; ACCESS.
- 9.1. As used in this Agreement, the word "data" shall mean all information and things developed or obtained during the performance of, or acquired or developed by reason of, this Agreement, including, but not limited to, all studies, reports, files, formulae, surveys, maps, charts, sound recordings, video recordings, pictorial reproductions, drawings, analyses, graphic representations,
- computer programs, computer printouts, notes, letters, memoranda, paper, and documents, all whether finished or unfinished.
- 9.2. Between the Effective Date and the Completion Date the Grantee shall grant to the State, or any person designated by it, unrestricted access to all data for examination, duplication, publication, translation, sale, disposal, or for any other purpose whatsoever.
- 9.3. No data shall be subject to copyright in the United States or any other country by anyone other than the State.
- 9.4. On and after the Effective Date all data, and any property which has been received from the State or purchased with funds provided for that purpose under this Agreement, shall be the property of the State, and shall be returned to the State upon demand or upon termination of this Agreement for any reason, whichever shall first occur.
- 9.5. The State, and anyone it shall designate, shall have unrestricted authority to publish, disclose, distribute and otherwise use, in whole or in part, all data.
10. CONDITIONAL NATURE OR AGREEMENT. Notwithstanding anything in this Agreement to the contrary, all obligations of the State hereunder, including, without limitation, the continuance of payments hereunder, are contingent upon the availability or continued appropriation of funds, and in no event shall the State be liable for any payments hereunder in excess of such available or appropriated funds. In the event of a reduction or termination of those funds, the State shall have the right to withhold payment until such funds become available, if ever, and shall have the right to terminate this Agreement immediately upon giving the Grantee notice of such termination.
11. EVENT OF DEFAULT; REMEDIES.
- 11.1. Any one or more of the following acts or omissions of the Grantee shall constitute an event of default hereunder (hereinafter referred to as "Events of Default"):
- 11.1.1 Failure to perform the Project satisfactorily or on schedule; or
- 11.1.2 Failure to submit any report required hereunder; or
- 11.1.3 Failure to maintain, or permit access to, the records required hereunder; or
- 11.1.4 Failure to perform any of the other covenants and conditions of this Agreement.
- 11.2. Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:
- 11.2.1 Give the Grantee a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty (30) days from the date of the notice; and if the Event of Default is not timely remedied, terminate this Agreement, effective two (2) days after giving the Grantee notice of termination; and
- 11.2.2 Give the Grantee a written notice specifying the Event of Default and suspending all payments to be made under this Agreement and ordering that the portion of the Grant Amount which would otherwise accrue to the Grantee during the period from the date of such notice until such time as the State determines that the Grantee has cured the Event of Default shall never be paid to the Grantee; and
- 11.2.3 Set off against any other obligation the State may owe to the Grantee any damages the State suffers by reason of any Event of Default; and
- 11.2.4 Treat the agreement as breached and pursue any of its remedies at law or in equity, or both.
12. TERMINATION.
- 12.1. In the event of any early termination of this Agreement for any reason other than the completion of the Project, the Grantee shall deliver to the Grant Officer, not later than fifteen (15) days after the date of termination, a report (hereinafter referred to as the "Termination Report") describing in detail all Project Work performed, and the Grant Amount earned, to and including the date of termination. In the event of Termination under paragraphs 10 or 12.4 of these general provisions, the approval of such a Termination Report by the State shall entitle the Grantee to receive that portion of the Grant amount earned to and including the date of termination.
- 12.2. In the event of Termination under paragraphs 10 or 12.4 of these general provisions, the approval of such a Termination Report by the State shall in no event relieve the Grantee from any and all liability for damages sustained or incurred by the State as a result of the Grantee's breach of its obligations hereunder.
- 12.3. Notwithstanding anything in this Agreement to the contrary, either the State or, except where notice default has been given to the Grantee hereunder, the Grantee, may terminate this Agreement without cause upon thirty (30) days written notice.
- 12.4. CONFLICT OF INTEREST. No officer, member of employee of the Grantee, and no representative, officer or employee of the State of New Hampshire or of the governing body of the locality or localities in which the Project is to be performed, who exercises any functions or responsibilities in the review or

October 20, 2025

- approval of the undertaking or carrying out of such Project, shall participate in any decision relating to this Agreement which affects his or her personal interest or the interest of any corporation, partnership, or association in which he or she is directly or indirectly interested, nor shall he or she have any personal or pecuniary interest, direct or indirect, in this Agreement or the proceeds thereof.
14. GRANTEE'S RELATION TO THE STATE. In the performance of this Agreement the Grantee, its employees, and any subcontractor or subgrantee of the Grantee are in all respects independent contractors, and are neither agents nor employees of the State. Neither the Grantee nor any of its officers, employees, agents, members, subcontractors or subgrantees, shall have authority to bind the State nor are they entitled to any of the benefits, workmen's compensation or emoluments provided by the State to its employees.
15. ASSIGNMENT AND SUBCONTRACTS. The Grantee shall not assign, or otherwise transfer any interest in this Agreement without the prior written consent of the State. None of the Project Work shall be subcontracted or subgranted by the Grantee other than as set forth in Exhibit B without the prior written consent of the State.
16. INDEMNIFICATION. The Grantee shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the State, its officers and employees, by or on behalf of any person, on account of, based on, resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the Grantee or subcontractor, or subgrantee or other agent of the Grantee. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State. This covenant shall survive the termination of this agreement.
17. INSURANCE.
- 17.1 The Grantee shall, at its own expense, obtain and maintain in force, or shall require any subcontractor, subgrantee or assignee performing Project work to obtain and maintain in force, both for the benefit of the State, the following insurance:
- 17.1.1 Statutory workers' compensation and employees liability insurance for all employees engaged in the performance of the Project, and
- 17.1.2 General liability insurance against all claims of bodily injuries, death or property damage, in amounts not less than \$1,000,000 per occurrence and \$2,000,000 aggregate for bodily injury or death any one incident, and \$500,000 for property damage in any one incident; and
- 17.2. The policies described in subparagraph 17.1 of this paragraph shall be the standard form employed in the State of New Hampshire, issued by underwriters acceptable to the State, and authorized to do business in the State of New Hampshire. Grantee shall furnish to the State, certificates of insurance for all renewal(s) of insurance required under this Agreement no later than ten (10) days prior to the expiration date of each insurance policy.
18. WAIVER OF BREACH. No failure by the State to enforce any provisions hereof after any Event of Default shall be deemed a waiver of its rights with regard to that Event, or any subsequent Event. No express waiver of any Event of Default shall be deemed a waiver of any provisions hereof. No such failure of waiver shall be deemed a waiver of the right of the State to enforce each and all of the provisions hereof upon any further or other default on the part of the Grantee.
19. NOTICE. Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses first above given.
20. AMENDMENT. This Agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto and only after approval of such amendment, waiver or discharge by the Governor and Council of the State of New Hampshire, if required or by the signing State Agency.
21. CONSTRUCTION OF AGREEMENT AND TERMS. This Agreement shall be construed in accordance with the law of the State of New Hampshire, and is binding upon and inures to the benefit of the parties and their respective successors and assignees. The captions and contents of the "subject" blank are used only as a matter of convenience, and are not to be considered a part of this Agreement or to be used in determining the intent of the parties hereto.
22. THIRD PARTIES. The parties hereto do not intend to benefit any third parties and this Agreement shall not be construed to confer any such benefit.
23. ENTIRE AGREEMENT. This Agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire agreement and understanding between the parties, and supersedes all prior agreements and understandings relating hereto.
24. SPECIAL PROVISIONS. The additional or modifying provisions set forth in Exhibit A hereto are incorporated as part of this agreement.

 October 20, 2025

#### Exhibit A, Special Provisions

A.1 If the date for commencement for Exhibit A precedes the Effective Date all services performed by the Grantee between the commencement date and the Effective Date shall be performed at the sole risk of the Grantee and in the event that this Agreement does not become effective, the State shall be under no obligation to pay the Grantee for any costs incurred or services performed.

#### Exhibit B, Scope of Work

B.1 The grantee shall utilize awarded Resilient Food Systems Infrastructure Program (RFSI) funds (USDA-AMS Award #23RFSINH0012) for project titled "Cold Storage Expansion at Spring Ledge Farm to Facilitate Increased Produce Supply, Quality, and Distribution" to purchase specialized cold storage equipment as detailed in the grantee's Grant Proposal as approved by USDA, which is hereby incorporated by reference.

B.2 Outcomes shall be measured in accordance with the Expected Performance Measures section of the grantee's Grant Proposal, increasing capacity in the middle of the supply chain and economic viability of local/regional producers and processors.

B.3 **Compliance.** All project work shall be managed by the grantee who shall be responsible for all project development and oversight. This includes adhering to applicable federal grant uniform administrative requirements as specified in the Code of Federal Regulations and other federal requirements as follows:

- a. Grant funds awarded to state, local, and Tribal governments; public and private colleges and universities; and non-profit organizations are subject to the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards contained in 2 CFR part 200 and 2 CFR part 400.
- b. Grant funds awarded to federal government entities are subject to the Uniform Administrative Requirements and Cost Principles for Federal Awards contained in 2 CFR part 200 and 2 CFR part 400.
- c. Grant funds awarded to For-Profit Organizations are subject to the Uniform Administrative Requirements contained in 2 CFR part 200 and 2 CFR part 400, and the Cost Principles contained in the Federal Acquisition Regulation (FAR) Subpart 31.2, Contracts with Commercial Organizations, codified at 48 CFR 31.2.
- d. Recipients are responsible for the consistent application of the Federal regulations to the RFSI grant funds including the USDA AMS General Terms and Conditions and the RFSI Program Specific Terms and Conditions.
- e. The CFR is accessible on the National Archives and Records Administration website and in the Electronic Code of Federal Regulations at [www.ecfr.gov](http://www.ecfr.gov).

B.4 **Prior Approval Requirements:** To make any changes to proposed equipment purchases, the grantee must submit a written request detailing the desired changes and obtain written approval from the New Hampshire Department of Agriculture, Markets, and Food (DAMF). Certain changes may also require approvals from the US Department of Agriculture, Agricultural Marketing Service and/or Governor and Executive Council.



B.5 **Reporting/Monitoring:** The grantee will submit documentation to DAMF confirming the purchase of eligible equipment as detailed in the grantee's Grant Proposal as approved by USDA. The grantee is required to submit an Annual Performance Report (template provided by USDA-AMS) during each year of the project. Grantee is also subject to monitoring site visits from DAMF and/or University of New Hampshire Cooperative Extension staff.

B.6 **Records:** Record retention and accessibility is governed by 2 CFR 200.333 and 200.337. The grantee must retain financial records, project records, and supporting documents for a period of three years from the date the Grant Agreement is closed.

#### Exhibit C, Payment

C.1 The State shall disburse a maximum of \$18,585.00 for the purposes of the project described in Exhibit B as an advance disbursement.

C.2 **Payment Process:** In order to receive payment, Grantee must first be registered with the New Hampshire Department of Administrative Services (DAS) for a State of New Hampshire vendor number. If Grantee already has a vendor number and supplied it to DAMF, initial payment will be made once we receive Governor and Council approval. If Grantee does not already have a vendor number, registration is available at:

[https://apps.das.nh.gov/vendorregistration/\(S\(rnkbxvllqscasvq11n3np21\)\)/welcome.aspx](https://apps.das.nh.gov/vendorregistration/(S(rnkbxvllqscasvq11n3np21))/welcome.aspx)

C.3 **Method of Disbursement:** Payment by the State shall be completed by check or Electronic Funds Transfer ("EFT") in accordance with the vendor registration.

# State of New Hampshire

## Department of State

### CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that BERGER'S SPRINGLEDGE NURSERY AND PRODUCE STAND, LLC is a New Hampshire Limited Liability Company registered to transact business in New Hampshire on May 27, 2005. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 538112

Certificate Number: 0007315062



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 20th day of October A.D. 2025.

A handwritten signature in black ink, appearing to read "David M. Scanlan".

David M. Scanlan  
Secretary of State

*(limited partnership, limited liability professional partnership or LLC)*

Certificate of Authority # 3

Limited Partnership or LLC Certification of Authority

I, Greg Berger, hereby certify that I am the sole Partner, Member or  
*(Name)*

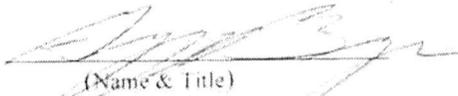
Manager and the sole officer of Berger's Springledge Nursery & Produce Stand, LLC  
a limited liability partnership under RSA 304-B, a limited liability professional partnership  
under RSA 304-D, or a limited liability company under RSA 304-C.

I certify that I am authorized to bind the partnership or LLC. I further certify that it is  
understood that the State of New Hampshire will rely on this certificate as evidence that the  
person listed above currently occupies the position indicated and that they have full authority  
to bind the partnership or LLC and that this authorization **shall remain valid for thirty (30)**  
days from the date of this Corporate Resolution.

DATED:

Oct. 20, 2025

ATTEST:

  
*(Name & Title)*

Greg Berger - Owner/Member



**CO-OPERATIVE  
INSURANCE  
COMPANIES**

**FARM UMBRELLA LIABILITY**

Policy Number	Policy Period	
	From	To
FUP0170552-14	06/20/2025	06/20/2026 <small>12:01 A.M. Standard Time at your mailing address shown below.</small>

Transaction	
ENDORSEMENT DECLARATION Effective: 06/20/2025 See Policy Change Summary	
Named Insured and Address	Agent
BERGERS SPRINGLEGE - NURSERY & PRODUCE STAND LLC 37 MAIN STREET NEW LONDON, NH 03257-7800	COLBY INSURANCE GROUP, LLC (NL) 321 74 PLEASANT ST NEW LONDON, NH 03257-5081  Telephone: (603) 526-2451
In return for payment of the premium, and subject to all the terms of this policy, we agree with you to provide the insurance as stated in this policy.	
ESTIMATED TOTAL ANNUAL PREMIUM \$1,735	

**LIMITS OF LIABILITY**

Policy Limit: \$1,000,000  
Retained Limit: \$1,000

**SCHEDULE OF UNDERLYING INSURANCE**

Type of Policy / Policy Period	Company / Policy Number	Limits
Farm Liability From 06/20/2025 To 06/20/2026	Co-operative Insurance Companies FPP0167134	\$2,000,000 Per Occurrence
Employers Liability From 04/01/2025 To 04/01/2026	Granite State Workers Comp WC0120191001597	Accident \$1,000,000 Each Accident Disease \$1,000,000 Policy Limit Disease \$1,000,000 Each Employee
Personal Auto Liability From 08/12/2024 To 08/12/2025	Concord Group 0048701	BI \$250,000 Each Person BI \$500,000 Each Accident PD \$100,000 Each Accident UMBI \$250,000 Each Person UMBI \$500,000 Each Accident UMPD Not Applicable



**Agricultural Marketing Service**  
U.S. DEPARTMENT OF AGRICULTURE

*The RFSI Equipment-Only Grant Proposal should include a project narrative that describes the overall scope of the project and how it aligns with the program goals and priorities. Applicants must attach documentation to substantiate the costs of each piece of equipment, which can include contracts, catalog pricing, or binding quotes provided by license commercial entities.*

**APPLICANT INFORMATION**

**Applicant Organization Name:** Berger's Springledge Nursery and Produce Stand, LLC dba Spring Ledge Farm

**UEI:** [REDACTED]

**Phone Number:** 603-526-6253

**Email Address:** greg@springledgefarm.com

**Physical Address**

**Street:** 37 Main Street

**City:** New London

**State:** NH

**Zip:** 03257

**Mailing Address (If different from above)**

**Street:** [REDACTED]

**City:** [REDACTED]

**State:** [REDACTED]

**Zip:** [REDACTED]

**PRIMARY POINT OF CONTACT**

*List the person who will be the main contact for any correspondence and is responsible for signing any documentation should the grant be awarded.*

**Name:** Greg Berger

**Title:** Owner

**Phone Number:** [REDACTED]

**Email Address:** greg@springledgefarm.com

## DISTRESSED COMMUNITIES INDEX

Using the *Distressed Communities Index Map*, provide the community distress score for the county(ies) benefiting from your project.

Note: U.S. Territories are not required to submit Distressed Communities Index data.

Click the + or - button to add or remove items as needed.

FOR EXAMPLE:

County 1: Enter County name                      Distress Score1: Enter County Distress Score

County 2: Enter County name                      Distress Score2: Enter County Distress Score

+	County	Distress Score
-	Merrimack	15.5
-	Sullivan	45.0

## TYPE OF APPLICANT

Select applicant type:

**Agricultural producers or processors**, or groups of agricultural producers and processors.

**For-profit entities** operating middle-of-the-supply-chain activities such as processing, aggregation, or distribution of targeted agricultural products, whose activities are primarily focused for the benefit of local and regional producers, and that meet the eligibility requirements of the SBA small business size standards are eligible. For more information on these size standards, please visit [SBA's Size Standards webpage](#). For a quick check on whether your business qualifies, please use the [Size Standards Tool](#).

**Nonprofit organizations** operating middle-of-the-supply-chain activities such as processing, aggregation, distribution of targeted agricultural products

**Local government** entities operating middle-of-the-supply-chain activities such as processing, aggregation, distribution of targeted agricultural products

**Tribal governments** operating middle-of-the-supply-chain activities such as processing, aggregation, distribution of targeted agricultural products.

**Institutions** such as schools, universities, or hospitals bringing producers together to establish cooperative or shared infrastructure or invest in equipment that will benefit multiple producers middle-of-the-supply-chain activities such as processing, aggregation, distribution of targeted agricultural product.

## PROJECT TITLE

Provide a descriptive project title in 15 words or less in the space below.

Cold storage expansion at Spring Ledge Farm to facilitate increased produce supply, quality, and distribution.

## EXECUTIVE SUMMARY

Include a project summary of 250 words or less suitable for dissemination to the public. A Project Summary provides a very brief (one sentence, if possible) description of your project. A Project Summary includes:

1. The name of the applicant organization that if awarded a grant will establish an agreement or contractual relationship with the State Applicant to lead and execute the project,
2. The project's purpose, deliverables, and expected outcomes and
3. A description of the general tasks/activities to be completed during the project period to fulfill this goal

Spring Ledge Farm submits a proposal to install one 10'x20' walk-in cooler to address current needs in the middle-of-the-supply chain of our local food system. The expanded cold storage space will allow us to aggregate and maintain high quality fresh crops over a longer period thus providing more opportunities to distribute the produce to markets, food banks and food hubs. Food waste will be reduced, resulting in better financial outcomes for the

farm which means more opportunities to invest in local agriculture. Local gleaning organizations and food banks will be able to utilize the cold storage in what is a central location, allowing for better efficiency in their operations, extended shelf life of perishable produce and more healthy foods reaching the community. Due to the expanded cold storage capacity, fellow farms in the area will benefit since they can bring more product to market in one delivery. The project can be completed in less than a season. Space is available next to our current wash/pack shed as well as our current farmstand. The Walk-in cooler is sourced complete from the manufacturer and a local HVAC company can install necessary electrical and compressor units on site. Local gleaning groups and food banks will be informed about the available cold storage space and Spring Ledge will coordinate with them to increase the steady supply of locally grown fresh fruits and vegetables.

**PROJECT PURPOSE**

**OPERATIONS IDENTIFIER**

Provide where within the Middle of the Supply Chain the requested equipment be used:

- Processing
- Aggregation
- Distribution
- Value Added Production

Other

**TYPE OF AGRICULTUREAL FOOD PRODUCTS PROCESSED WITH THE EQUIPMENT?**

<input type="button" value="Remove Product Row"/>	<input type="button" value="Add Product Row"/>
#	Product Type
5000 lbs	Winter Squash stored fall/winter in Blue Bins, Deep
2000 lbs	Potatoes stored fall/winter in 1 1/9th Bu. Veg Box
2000 lbs	Carrots fall/winter in Poly storage bags
2000 lbs	Beets fall/winter in Poly storage bags
2000 lbs	Onions stored fall/winter in 1 1/9th Bu. Veg Box
300 lbs	Summer Squash stored on a daily basis in Blue Bin, Shallow
300 lbs	Zucchini stored on a daily basis in Blue Bin, Shallow
300 lbs	Cucumbers stored on a daily basis in Blue Bin, Shallow
100	Salad Mix stored on a daily basis in Blue Bin, Deep

#	Product Type
240 lbs	Head Lettuce stored on a daily basis in Lettuce Crate
600 lbs	Strawberries stored on a daily basis in 8 Qt. Flat
300 lbs	Broccoli stored on a daily basis in Blue Bin, Deep
180 lbs	Cauliflower stored on a daily basis in Black Crate
450 lbs	Leeks stored fall/winter in Blue Bins, Deep
500 lbs	Brussels' Sprouts stored fall/winter in Blue Bins, Deep
125 lbs	Blueberries stored on a daily basis in 12 pint boxes - from Bascom Road Farm in season.

**SCOPE OF WORK**

**PLEASE DESCRIBE THE CURRENT BUSINESS OPERATIONS INCLUDING SERVICES BEING OFFERED IN THE GEOGRAPHIC FOCUS AREA.**

Spring Ledge Farm is a diversified family farm growing vegetable crops, cut flowers, and nursery/greenhouse crops. Established in 1976, the farm grows on 30 acres in New London, NH. We offer our produce, flowers and plants through our retail farmstand on Main Street. Our farmstand is a hub for local and regional farm and nursery products, helping support those farms and processors by providing a strong consumer market.

The farm grows and harvests produce on a four season schedule: winter season - high tunnel spinach / spring season - high tunnel greens, early season field vegetable crops / summer season - produce from a-z (arugula to zucchini) with largest crops being strawberries, greens, summer squashes, tomatoes, sweet corn / fall season - continuation of summer produce as we grow successions of everything from a-z, plus fall storage crops of carrots, potatoes, beets, garlic, onions, brassicas. All of these crops are cleaned here at the farm and packaged into bins. From there they are brought to our farmstand or, on occasion, sold to another farm or offered to a food bank.

The farm is under a conservation easement and grows on the home farm fields as well as three leased fields in town. We're fortunate and proud to partner with NRCS and MCCD on projects that protect our soils, disseminate grower information and find donation outlets for extra plants and produce.

We are an integral part of the community, offering fresh and healthy produce and plants, employing 50 local people each year (including many high school kids where we are their first real job), donating our time and dollars to dozens of local organizations and donating 8,000 vegetable seedlings each year in cooperation with the Tray-it-Forward program.

In addition to selling through the farmstand, we wholesale vegetables and strawberries to Kearsarge Food Hub and other local farmstands. We accommodate local gleaning of our fields as well as donating produce with the help of organizations such as Willing Hands, Merrimack County Conservation District, Feed Kearsarge and Kearsarge Neighborhood Partners.

**PLEASE DESCRIBE THE SPECIFIC NEED THAT THE REQUESTED EQUIPMENT WILL ADDRESS.**

The requested equipment will address gaps in cold storage. We are currently limited in the middle-of-the-supply chain here at Spring Ledge due to the lack of cold storage space. Adding more space will create efficiencies and increase what we can harvest and store. Increased efficiencies on any farm allow for more investment in the farm. More vegetables and fruit harvested and stored in the correct environment allows us to move surplus products through our retail farmstand, local food hubs and food banks. Currently we struggle to source everything we need for our farmstand market due to constraints in cold storage space. This situation requires our local farm vendors to make multiple trips or lose sales since we can only accommodate limited amounts of their product. This proposed new space would provide us with the ability to purchase more products from other farms to supplement our own crop availabilities as well as allow us to store more of our own produce crop surpluses and distribute them to local organizations. Food waste is a major issue all along the food chain. From field leftovers to spoilage at the wholesale level, the retail level and the home refrigerator level, the losses are substantial. Increased cold storage space will help significantly reduce those losses. Less food waste means more of what we grow can reach our community, through our retail customers as well as our donations to food banks. Our intent is to allocate space in the requested coolers specifically for gleaning and subsequent donation to local food banks. Longer storage life, higher quality produce and easier logistics for delivery to those in need are major priorities addressed by the expanded cold storage area.

**PLEASE DESCRIBE THE IMPACT THIS EQUIPMENT WILL HAVE ON LOCAL AND REGIONAL PRODUCERS, MARKET OUTLETS, AND MORE.**

Increased cold storage capabilities at Spring Ledge will impact several important aspects of our local food economy. It will result in:

- More food successfully harvested from our fields, resulting in less food waste.
- Less spoilage of fresh produce.
- Increased availability of produce for dispersal to food banks; a significant community impact.
- Opportunities for local farms to store their produce in the correct conditions (i.e. local blueberry farms).
- Opportunities to work with gleaning groups to harvest from our fields and properly store the produce for future distribution to food banks.
- More interaction with our local food hub to access markets for the produce grown at the farm.
- Increased efficiencies on the farm allow for more investment in the farm. This investment may include the ability to increase wages and/or hire for more hours.
- Additional cold storage space can also be utilized to purchase and store more value added perishable farm products from local and regional producers - kimchi, apple cider, fresh

pickles, etc. - resulting in more business for those producers.

We expect 2 new market outlets will be established because of this project.

One is a dedicated outlet for the field gleaning and subsequent produce cleaning, storage and storage of crops to local food banks. There is a noticeable lack of infrastructure in our area to facilitate gleaning and washing of produce and the new walk-in cooler space allows the farm to work efficiently with other groups to capture and provide fresh produce to food banks throughout the season. For example, we have been working with a food hub who sent an email saying the following:

*"As always, we're so happy to receive gleaned produce that we can redistribute to local pantries. One pinch point for us (and y'all might have the same!) is having enough cold storage this time of year during peak season."*

A second market outlet is for the purchase and selling of produce to and from Spring Ledge Farm and other local farmers in our immediate area. There are many small farms in the region who are either just starting out and/or do not yet have sufficient resources to build out cold storage facilities. This walk-in cooler allow us to purchase produce from them in bulk that we will then sell at our farmstand. With our current limited cooler space, we can only purchase a few cases at a time. For the other small farm, they may have a crop that comes in all at once. Spring Ledge Farm can purchase their crop all at once and be able to keep it from spoiling by having the walk-in cooler space. I know from conversations this season that we can do that with two local blueberry farms and a mixed vegetable farm. The walk-in cooler allows Spring Ledge to aggregate our own crops and keep them properly stored so we can sell to other farms and coops. We grow in many high tunnels to extend the season both early in the spring and late in the fall. The crops harvested out of these tunnels are sold through our farmstand, but often times we have more supply than demand (our busiest season is summertime, when there are many tourists in our area. Fall and spring see fewer folks in the area and therefore fewer customers to our farmstand.) There is however, demand in larger population areas near us that historically are looking for fresh produce.

**ESTIMATE THE NUMBER OF LOCAL AND REGIONAL PRODUCERS IMPACTED.**

5

**DOES THIS PROJECT DIRECTLY BENEFIT:**

*Check box for all that apply below*

- Underserved farmers and ranchers?
- New and beginning farmers and ranchers?
- Veteran Producers?
- Processors or other middle-of-the-supply businesses owned by socially disadvantaged individuals?

**EXPECTED PERFORMANCE MEASURES**

*The outcomes and performance measures below provide a framework that allows grant recipients to track and evaluate project activities. Please provide expected numbers based on the projects scope of work. Select N/A if not applicable to the specific project.*

**OUTCOME 2: CAPACITY IN THE MIDDLE OF THE SUPPLY CHAIN FOR LOCAL/REGIONAL FOOD PRODUCTS**

Indicator	Description	Expected Numbers	N/A
2.3	Number of processing equipment units purchased and installed:		<input checked="" type="checkbox"/>

Indicator	Description	Expected Numbers	N/A
2.5	Number of aggregation, storage, distribution equipment units purchased and installed:	1	<input type="checkbox"/>

OUTCOME 3: INCREASE ECONOMIC VIABILITY OF LOCAL/REGIONAL PRODUCERS AND PROCESSORS			
Indicator	Description	Expected Numbers	N/A
3.2	Number of local/regional agricultural producers who benefited from the new or improved processing/aggregation/storage or distribution capacity:	5	<input type="checkbox"/>
3.3	Number of new local/regional products processed, aggregated, stored or distributed:		<input checked="" type="checkbox"/>
3.4	Number of new value-added products developed:		<input checked="" type="checkbox"/>
3.5	Number of new market-outlets established:	2	<input type="checkbox"/>

**BUDGET NARRATIVE**

Please be sure to list and justify all expenses to be covered. If applicable, ensure that you have included Critical Resources and Infrastructure letter(s) to support the application information.

**EQUIPMENT**

Describe any special purpose equipment to be purchased under the grant. "Special purpose equipment" such as such as, canners, hulling processors, reverse osmosis systems, egg packing machines, flotation tanks, roasters, or other processing equipment, packing and labeling equipment, or delivery vehicles.

+	#	Equipment Item	Purchase Price	Acquisition Date	Funds Requested
-	1	Two new units - Barr (ACQ) 9' 10" x 19' 7" x 8'H walk-in cooler	\$18585.00	8/15/2025	\$18,585.00
-	1	Floors for coolers	\$0.00		\$0.00
<b>Equipment Subtotal</b>					<b>\$18,585.00</b>

**EQUIPMENT JUSTIFICATION**

For each Equipment item listed in the above table describe how this equipment will be used to achieve the objectives and outcomes of the project. Add more equipment by copying and pasting the existing listing or delete equipment that isn't necessary.

**FOR EXAMPLE:**

- Equipment 1: Description and justification
- Equipment 2: Description and justification

Spring Ledge Farm submits a proposal to install one Walk-in Cooler - Barr (ACQ) 9' 10" x 19' 7" x 8'H - to address current needs in the middle-of-the-supply chain of our local food system.

The cooler comes pre-assembled from the manufacturer in Wisconsin. The cooler comes with the compressor, evaporator and factory warranty. The budget accounts for freight charges from WI to our farm in NH. We have researched walk-in coolers and spoken with other farms and these Barr coolers are recommended and typical in cost per cubic foot cold storage space.

Spring Ledge Farm has adequate supplies and infrastructure for the electrical power needed to run the cooler. The farm has available space required for placement of the coolers, which will be situated next to our wash/pack shed.

**\*Applicants must submit documentation to substantiate the costs of each piece of equipment, which can include contracts, catalog pricing, or binding quotes provided by license commercial entities.**