

28
DEC 03 2025

JK



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 Hungry Heart Farm (VC# 565685), Kingston, NH, for the Resilient Food Systems Infrastructure Program in the amount of \$66,000.00, effective upon Governor and Council approval through May 1, 2027. **100% Federal Funds.**
2. Further authorize an advance payment in the amount of \$66,000.00 to Hungry Heart Farm, Kingston, 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 | \$66,000.00 |

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.

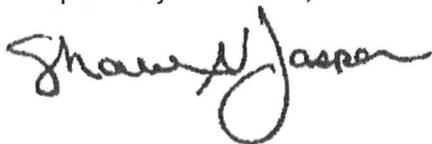
This project will support Hungry Heart Farm, Kingston, NH, to purchase a farm delivery vehicle. This project was selected by a review panel comprised of industry relevant experts and subsequently approved by USDA to be aligned with the eligibility criteria for the Resilient Food Systems Infrastructure 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,

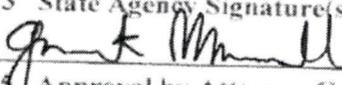
A handwritten signature in black ink, appearing to read "Shawn N. Jasper". The signature is written in a cursive, flowing style with a large loop at the end of the last name.

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.

| | | | |
|--|--|---|--|
| 1.1. State Agency Name Department of Agriculture, Markets, and Food | | 1.2. State Agency Address 1 Granite Place South, Concord, NH 03301 | |
| 1.3. Grantee Name Hungry Heart Farm | | 1.4. Grantee Address 116 Exeter Road, Kingston, NH 03848 | |
| 1.5. Grantee Phone # 732-757-5793 | 1.6. Account Number 28710000 | 1.7. Completion Date May 1, 2027 | 1.8. Grant Limitation \$ 66,000.00 |
| 1.9. Grant Officer for State Agency Joshua Marshall | | 1.10. State Agency Telephone Number 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." | | | |
| 1.11. Grantee Signature 1  | | 1.12. Name & Title of Grantee Signor 1 Terry O'Brien, Owner | |
| Grantee Signature 2 | | Name & Title of Grantee Signor 2 | |
| Grantee Signature 3 | | Name & Title of Grantee Signor 3 | |
| 1.13. State Agency Signature(s)  | | 1.14. Name & Title of State Agency Signor(s) JOSH MARSHALL - ASST. COMMISSIONER | |
| 1.15. Approval by Attorney General (Form, Substance and Execution) (if G & C approval required) By: /s/Louise D. Williams Assistant Attorney General, On: 11/13 /25 | | | |
| 1.16. Approval by Governor and Council (if applicable) 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").

TO 10/23/25

- 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.

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 "Expanding Seacoast Wholesale Produce Markets by Upgrading Transportation at Hungry Heart Farm" to purchase a delivery vehicle 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.cfr.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.

TD 10/23/25

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 \$66,000.00 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\(rnkbxvllloscaesvg1n3np2\)\)/welcome.aspx](https://apps.das.nh.gov/vendorregistration/(S(rnkbxvllloscaesvg1n3np2))/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.

TO 10/23/25.

State of New Hampshire

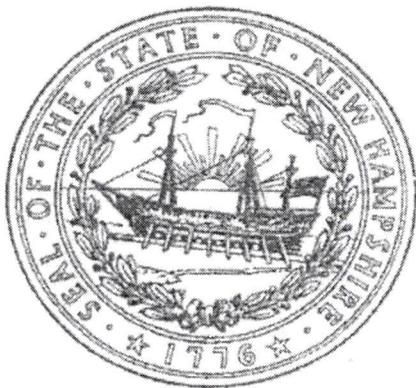
Department of State

CERTIFICATE

I, David M. Seanlan, Secretary of State of the State of New Hampshire, do hereby certify that HUNGRY HEART FARM is a New Hampshire Trade Name registered to transact business in New Hampshire on February 23, 2021. 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: 863881

Certificate Number: 0007316452



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 22nd day of October A.D. 2025.

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

David M. Seanlan
Secretary of State

Certificate of Authority # 5

(Sole Proprietor)

Sole Proprietor Certification of Authority

I, Terry O'Brien, hereny certify that I am the Sole Proprietor
(Name)
of Hungry Heart Farm which is a tradename registered with the Secretary of State
(Name of Business)

under RSA 349. I certify that I am the sole owner of my business and of the tradename.

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 business. This authority **shall remain valid for thirty (30)** days from the date of this Corporate Resolution.

DATED: 10/23/25

ATTEST: Terry O'Brien Owner
(Name & Title)



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
10/22/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

| | | | |
|--|--|--|--|
| PRODUCER Jason M. Charette Agency, Inc 5 Central St Topsfield MA 01983 | | CONTACT NAME Jason Charette PHONE (A/C, No, Ext) (978)887-8304 FAX (A/C, No) (978)208-4716 E-MAIL ADDRESS Jason.Charette@American-National.com | |
| INSURED Terrence O'Brien 116 Exeter Rd Kingston NH 03848 | | INSURER(S) AFFORDING COVERAGE INSURER A: Farm Family Casualty Insurance Co. INSURER B: INSURER C: INSURER D: INSURER E: INSURER F: | |

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| INSR LTR | TYPE OF INSURANCE | ADDL SURR INSD WVD | POLICY NUMBER | POLICY EFF (MM/DD/YYYY) | POLICY EXP (MM/DD/YYYY) | LIMITS |
|----------|---|--|---------------|-------------------------|-------------------------|---|
| A | COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> SFP-10 GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER | | 2001G3256 | 04/02/2025 | 04/02/2026 | EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (5 a occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$ |
| | AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS | | | | | COMBINED SINGLE LIMIT (Per accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ |
| | UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTIONS | | | | | EACH OCCURRENCE \$ AGGREGATE \$ \$ |
| | WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) if yes, describe under DESCRIPTION OF OPERATIONS below | <input type="checkbox"/> Y <input type="checkbox"/> N <input type="checkbox"/> N/A | | | | <input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$ |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Farm Liability, Farm Stand Liability, Vegetable Sales

CERTIFICATE HOLDER **CANCELLATION**

| | |
|--|---|
| STATE OF NH DEPARTMENT OF AGRICULTURE, MARKETS & FOOD JOSH MARSHALL 1 GRANITE PLACE STE 211 CONCORD, NH 03301 | SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE |
|--|---|

Marshall, Joshua

From: Hungry Heart Farm <hungryheartfarmnh@gmail.com>
Sent: Thursday, November 13, 2025 12:51 PM
To: Marshall, Joshua
Subject: Re: RFSI Equipment Only Contracting Documents

EXTERNAL EMAIL WARNING! This email originated outside of the New Hampshire Executive Branch network. Do not open attachments or click on links unless you recognize the sender and are expecting the email. Do not enter your username and password on sites that you have reached through an email link. Forward suspicious and unexpected messages by clicking the Phish Alert button in your Outlook and if you did click or enter credentials by mistake, report it immediately to helpdesk@doit.nh.gov!

Hi Josh,

You are correct. At this moment, we do not have any employees and therefore do not need to carry workers comp. Should that change, we will of course add it and keep you up to date. Thank you

Terry

On Thu, Nov 13, 2025 at 10:14 AM Marshall, Joshua <Joshua.K.Marshall@agr.nh.gov> wrote:

Good Morning,

I have been asked to request from you a memo explaining why you do not have worker's comp insurance on your certificate of insurance. I imagine this is because you do not have any employees. If you could just send me an email stating that the reason Hungry Heart Farm does not carry worker's comp insurance is because you do not have any employees (or if there is another explanation).

If you do have employees, you will need to update your COI to include worker's comp insurance.

Thanks,

Josh

Josh Marshall, Assistant Commissioner

New Hampshire Department of Agriculture, Markets, and Food



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: Hungry Heart Farm

UEI: [REDACTED]

Phone Number: 732-757-5793

Email Address: hungryheartfarmnh@gmail.com

Physical Address

Street: 35 Powwow River Road

City: Kingston

State: NH

Zip: 03848

Mailing Address (If different from above)

Street: 116 Exeter Road

City: Kingston

State: NH

Zip: 03848

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: Terrence O'Brien

Title: Owner

Phone Number: [REDACTED]

Email Address: [REDACTED]

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 |
|---|-------------------|----------------|
| - | Rockingham County | 15.2 |
| - | | |

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.

Expanding Seacoast Wholesale Produce Markets by Upgrading Transportation at Hungry Heart Farm

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

Hungry Heart Farm, in tandem with Wild Fern Farm, is seeking to purchase a delivery van to increase the delivery capacity of produce to current wholesale customers as well as to establish additional wholesale outlets. Hungry Heart

Farm and Wild Fern Farm cooperatively share land, infrastructure and equipment as well as many wholesale customers, which include three food hubs serving food access organizations, farm stores, small grocery stores and restaurants. The main limiting factor impeding the growth in the two farms' wholesale distribution is the lack of a reliable, climate controlled, adequately sized delivery vehicle. In order to deliver a professional, quality product that can compete with larger scaled agribusinesses, temperature regulation is essential; especially during heat waves and below freezing cold snaps. We are working on increasing our wholesale delivery range to serve more farm stores, institutions and food access organizations in New Hampshire, the North Shore of Massachusetts as well as southern Maine, and this can only be done with increased capacity and climate control.

An adequate method of transporting produce is our farm businesses' biggest impediment to growth and one that is restricting the increase of locally produced vegetables to be distributed and sold in the region.

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 |
| | Fresh Produce |
| | |
| | |

SCOPE OF WORK

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

Hungry Heart Farm grows vegetables with organic practices, exclusively for wholesale sales throughout the Seacoast, Concord, and North Shore regions. Hungry Heart Farm leases land at Bakie Farm, a cooperative farming space, with Wild Fern Farm, a certified organic vegetable farm. Together we share infrastructure, assist each other with certain farm tasks, and collaborate with sales outlets where appropriate. All farm activities take place at Bakie Farm, including growing, harvesting, washing, packing, aggregation, and sale of produce. We find that, by working together, we are able to offer a greater diversity of products, thereby making ourselves a more valuable and reliable source for food in the Seacoast region. These outlets include three food hubs; Three River Farmers Alliance (Freemont, NH) which sell to small grocery stores, farm stands, restaurants, nonprofits and CSA programs, Nourishing the North Shore (North Shore, MA), which distributes food to food access nonprofits and food banks and New Entry Sustainable Farming Project (Beverly, MA) which distributes food to food access organizations, restaurants and small grocery stores. We also independently sell to other farm stores and small grocery stores including Stout Oak Farm (Brentwood, NH), Tuckaway Farm (Lee, NH), Heron Pond Farm (South Hampton, NH) and the Natural Grocer (Newburyport, MA). Sales take place both on farm with on-site pickups, and by local delivery. In addition to summer production, we are amongst a small number of farms that grow throughout the winter and shoulder seasons.

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

We have identified two major limiting factors for growth of our wholesale vegetable business to both existing customers and potential new customers; cold storage and transportation. Hungry Heart Farm recently received a grant from the American Farmland Trust which will be used to build a new walk-in cooler at Bakie Farm, more than doubling our current cold storage space. With the cold storage problem solved, we at Bakie Farm are now in pursuit of a solution to our limitation in transportation.

The businesses of Hungry Heart Farm and Wild Fern Farm ("we") both operate

out of Bakie Farm. We use the same walk-in cooler and packing area and we share many of the same wholesale customers. But because of the limited capacity of our pickup trucks, we are unable to combine our deliveries to the same locations. This limit in transportation capacity impedes our ability to pool resources such as farmer delivery time, fuel, truck mileage. This transportation limit also impedes our ability to increase the quantity of product we are selling to our current wholesale customers each week, as well as pursue larger wholesale clients such as institutions like schools and retirement communities. It is very difficult to have conversations with larger customers and create these relationships without reliable transportation to deliver product.

Climate control: We currently deliver our produce in the back of our covered pickup trucks. This is clearly not the most desirable method of transporting perishable produce, especially during heat waves and cold snaps. A van with climate control, even with the ability to minimally cool and heat with air conditioning, would greatly increase our ability to deliver a high quality product.

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

A climate controlled delivery van would immediately double our delivery capacity for our product.

We sell through two of the same food aggregators/distributors; Three River Farmers Alliance and Nourishing the North Shore. Currently the farmers of both Hungry Heart Farm and Wild Fern Farm need to do a separate delivery to the prospective food hubs because we are delivering our orders in our small pickup trucks. With the increased transportation capacity, we will be able to combine our wholesale deliveries, cutting delivery time in half. We will also be able to deliver overall more product, meaning that we can offer and sell our wholesale customers more produce.

With increased transportation capacity, we will be able to increase our wholesale routes and add new customers who are eager to work with us. This includes institutions such as schools and retirement communities. We are currently in communication with three additional farm stores, one residential

retirement community and one school system about supplying produce, which we will only be able to fulfill with a larger, climate controlled vehicle. Many larger wholesale customers prefer to receive products that have been delivered in a climate controlled vehicle due to food safety regulations.

With increased wholesale sales, we will be able to offer more hours to our current employees and will be needing to hire additional employees to meet the demand of extra sales.

Also, with more transportation capacity, as well as with our additional walk-in cooler, we will be able to offer to other local farms the ability to cross dock product that could supplement our produce availability.

ESTIMATE THE NUMBER OF LOCAL AND REGIONAL PRODUCERS IMPACTED.

8

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 type="checkbox"/> |
| 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: | 8 | <input type="checkbox"/> |

| Indicator | Description | Expected Numbers | N/A |
|-----------|---|------------------|--------------------------|
| 3.3 | Number of new local/regional products processed, aggregated, stored or distributed: | | <input type="checkbox"/> |
| 3.4 | Number of new value-added products developed: | | <input type="checkbox"/> |
| 3.5 | Number of new market-outlets established: | 4 | <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 | Delivery Van | \$66000.00 | | \$66,000.00 |
| Equipment Subtotal | | | | | \$66,000.00 |

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

Attached is the updated quote for a Ford Transit 350 Cargo Van. This vehicle has plenty of capacity to handle an increased delivery demand as well as has the potential to be retrofitted to a reefer van at a later date. Its also is AWD which will allow for delivery in all weather conditions.

The funds requested contains a small buffer for price increases and other volatility in the car market between the time of the application and time of purchase as this particular van could be sold by the time funds are received.

Upon receiving funds, purchase could be made withih a few weeks or by 9/1/25.

***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.**