

An aerial photograph of a rural landscape. A wide river flows from the top right towards the bottom right. To the left of the river, there are several large green fields, some of which appear to be cornfields. A road runs along the bottom left, with some trees and a few buildings visible. The overall scene is lush and green, suggesting a healthy agricultural environment.

# Farming in the Face of Change

Kaity Mazza, Paul Mazza's Fruits and Vegetables





# About our Farm

- **250 acres of open air crops nestled in the Champlain Valley**
- **Conventional farm**
- **2 Farm stands located in Essex and Colchester**
- **Robust CSA Program with 300 members**
- **Employ slightly under 60 employees, with 24 H2A workers**





# Our Business Model



## Wholesale

**Wholesale produce to independent grocers, chains and wholesalers.**

**Boston Market**



## Pick Your Own

- Strawberries
- Raspberries
- Black (and Yellow) Raspberries
- Blueberries
- Apples



## Pre-Picked Retail Sales

**All sales made at our two farm stands**























# Current Challenges



# Market Pressures

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- + Increased Input costs (Labor, Fertilizer, Fuel, Equipment, etc.)**
  - + Stagnant Wholesale Prices**
  - + Increased competition from Canada**
  - = Decreased Competitive edge and profits**
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# Climate Shifts

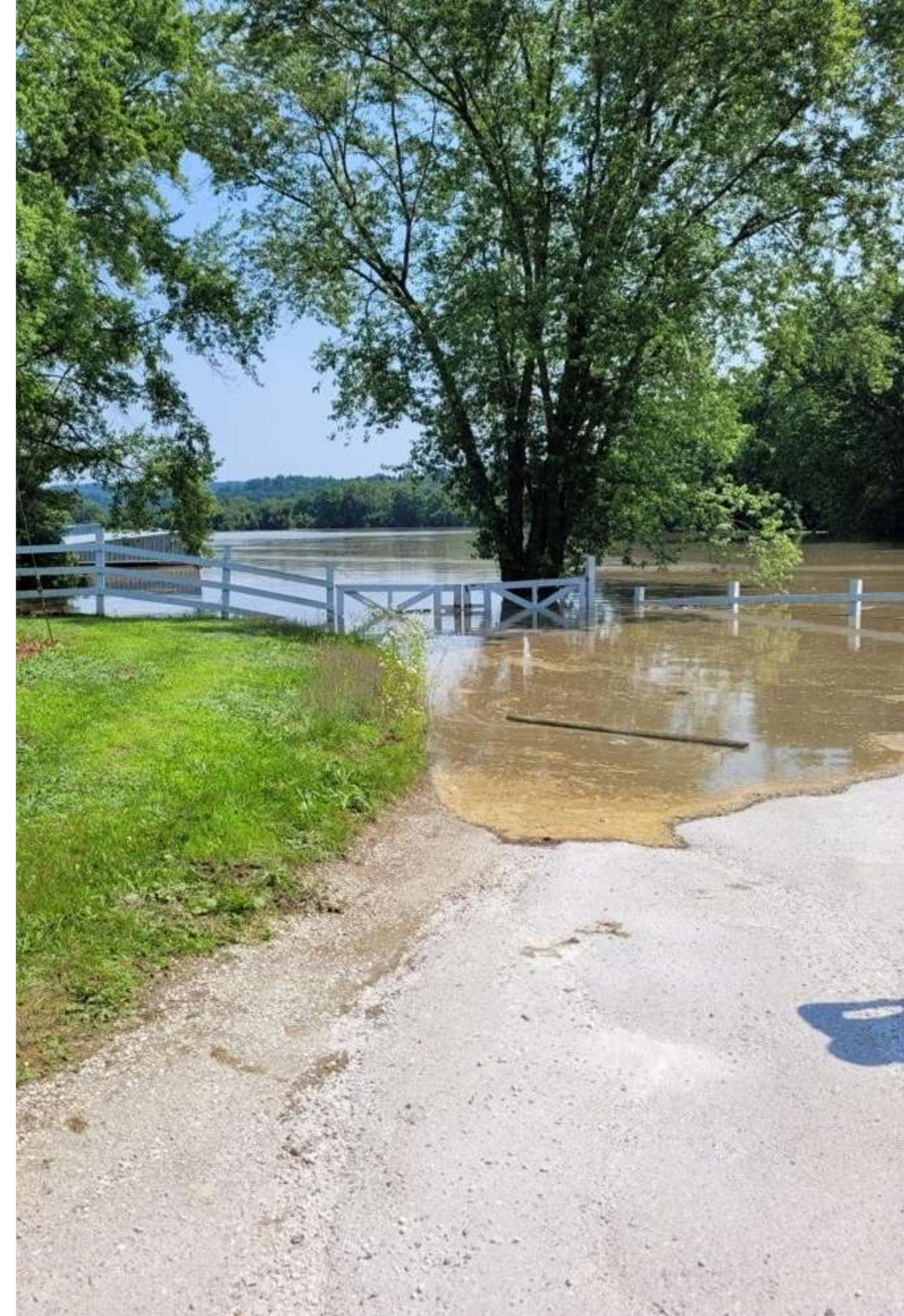
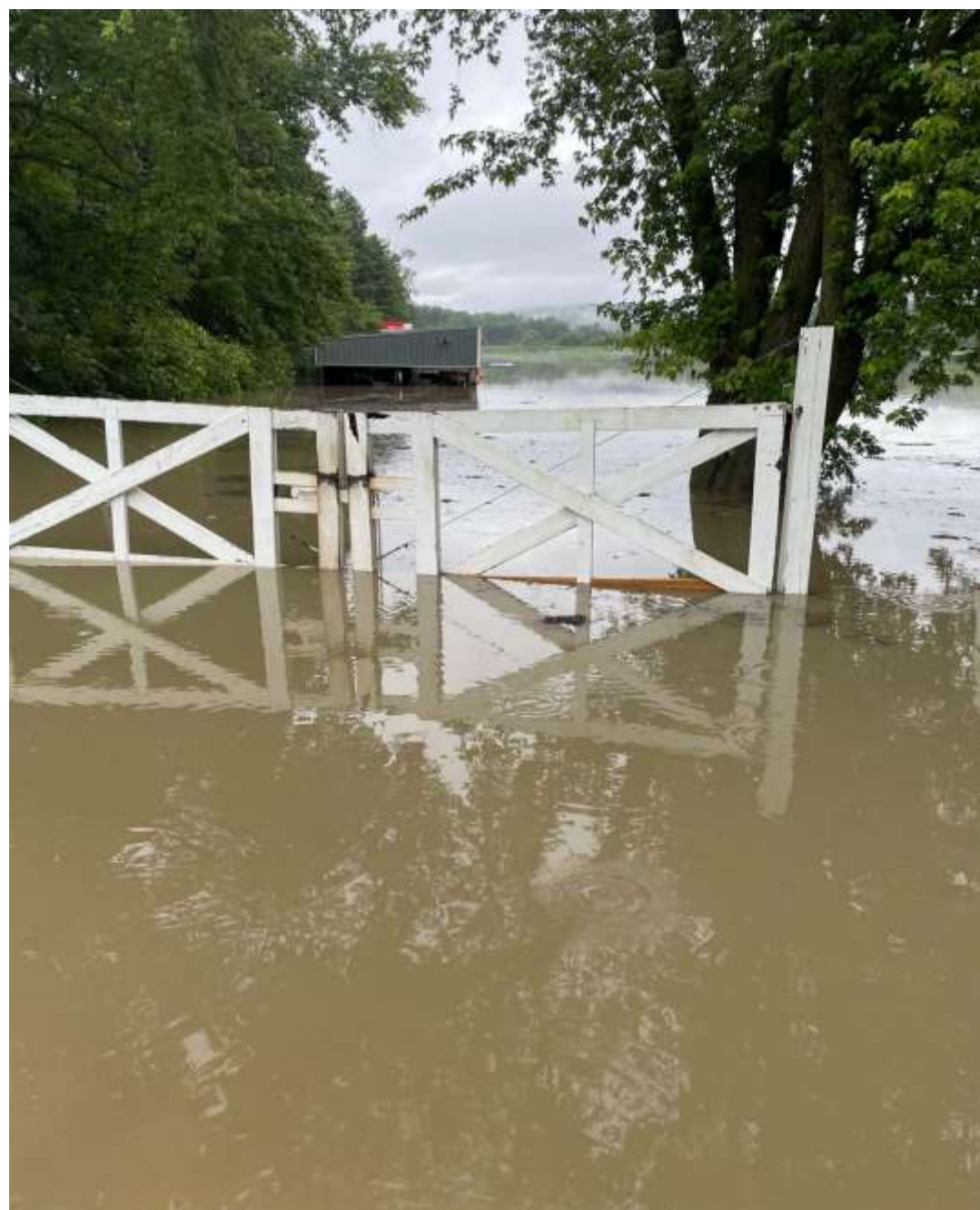
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- **Increased Rainfall**
  - **Increased Disease**
  - **Increased Pest Pressures**
  - **Delayed Field Access**
  - **Flooding**
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# Our Responses



# Market Pressures - Responses

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- Channeling more energy into direct sales and CSA
  - Investing in more forms of advertisement
  - Partnering with other local producers in the area
  - Building stronger customer relations
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# Climate Pressures- Response

- Increase soil drainage
  - Subsoiling
  - Increasing organic matter
  - Cover Cropping + No Till
- Biofumigation of pests+diseases with mustard greens
- Letting fields rest (acquire more land?)
- Moving stand + perennial crops?



# Recap/Looking Forward

- Farming is at the mercy of a rapidly changing climate
- Current market pressures are making it harder to sustain wholesale business models
- To address these issues and ensure that small farms stay in business, local and federal government NEEDS to do a better job of backing small scale growers.
- Any legislation made needs to be a collaborative effort between farmers and lawmakers



Thank you! Questions?

