



Website: khelcomfarm.com
Email: khelcomfarm@gmail.com

@khelcomfarm



Abdoulaye

- Grew up in Dakar, Senegal
- Career switch from precision machining
- Completed the Farmer Training Program at UVM in 2021
- Immigrant, multi-lingual, Muslim



Marja

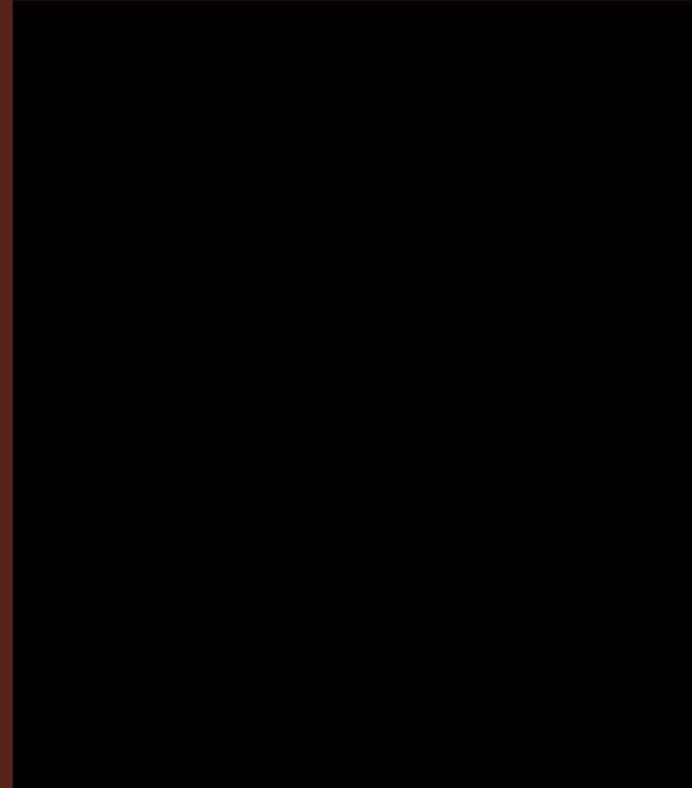
- Grew up in da UP
- Flight Nurse at DH
- 3 jobs- Mother of 3, nurse, farm support

Together

- Met in VT
- 3 kids together
- First generation farmers- avid learners
- Embracing our differences everyday

Khelcom Farm Basics

- Established 2022
- Husband & wife family team
- ½ acre cultivated
- Diversified vegetables
 - Eggs, Herbs, Flowers
 - African Goods



Drastic, healthy, & beautiful solution to a very ugly problem

Scale doable by ourselves, less debt

Homage to Khelcom, Senegal



Inspired by market gardening movement

Owned the land - open field

\$ Funding Sources \$



Investment of our savings



Loan for BCS tractor



Fundraiser on our behalf



Gifts- time, skills, labor, cooler



Grants- NRCS, Hunger Mountain Coop



How did we get from

this



Circa summer 2021

and



this

to



this

And finally



this



Master List



- White board
- Google Sheets
- Break every category into achievable tasks

- Business Start-up
- Field Prep
- Compost/Amendment/Fertilizer
- Seeds/Greenhouse
- Tools
- Fencing
- Irrigation
- Harvesting
- Wash Station
- Walk-in cooler
- Produce Packaging/storage/pricing
- Farmer's Market
- Farm Stand
- Marketing/Branding
- Miscellaneous/Office
- Memberships/Fees/Payment

Business start-up

- Establish LLC & obtain EIN
- Register with VT taxes
- Town of Berlin permitting
- Register with FSA/USDA
- Establish business accounts
 - Banking, tax exemptions, discounts
- Farm insurance- mini farm policy
- Quickbooks- learning bookkeeping, taxes, etc



Soil Building



Tractor to break ground



Permanent beds with BCS



Broadforking



High quality compost!



Cover cropping



Crop Residue Integration



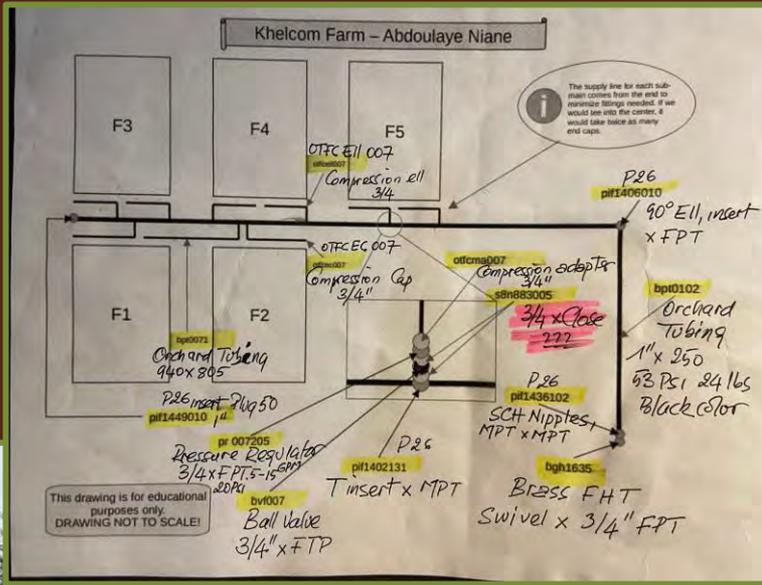
Tarpping



Fertilizer

Compost

Amendments based on soil test



Irrigation

Infrastructure



Drying rack



Wash station



Walk-in cooler



Hardening off





Dual purpose garage

- Farmstand
- Storage



Crop Basics

- Crop Planning
- Greenhouse starts
- Planting
- Growing
- Pest Management
- Weeding
- Harvesting



Resources

- Farmer Training Program
 - Networking, resources
- Farmers
- Extension Service
- Online resources
- Seed companies
 - **High Mowing, Johnny's**
- VVBGA



Branding & Marketing

- Logo & branding elements donated by [@l.naylor.design](https://www.instagram.com/lnaylor.design)
- EVERYTHING else donated by [@relyonrach](https://www.instagram.com/relyonrach)
 - Marketing materials on canva website
 - Brand colors, fonts, elements
 - Set-up facebook, instagram, website
 - Farmstand design
 - Photography
- Flyers, letter to neighbors, road signs, social media, seven days



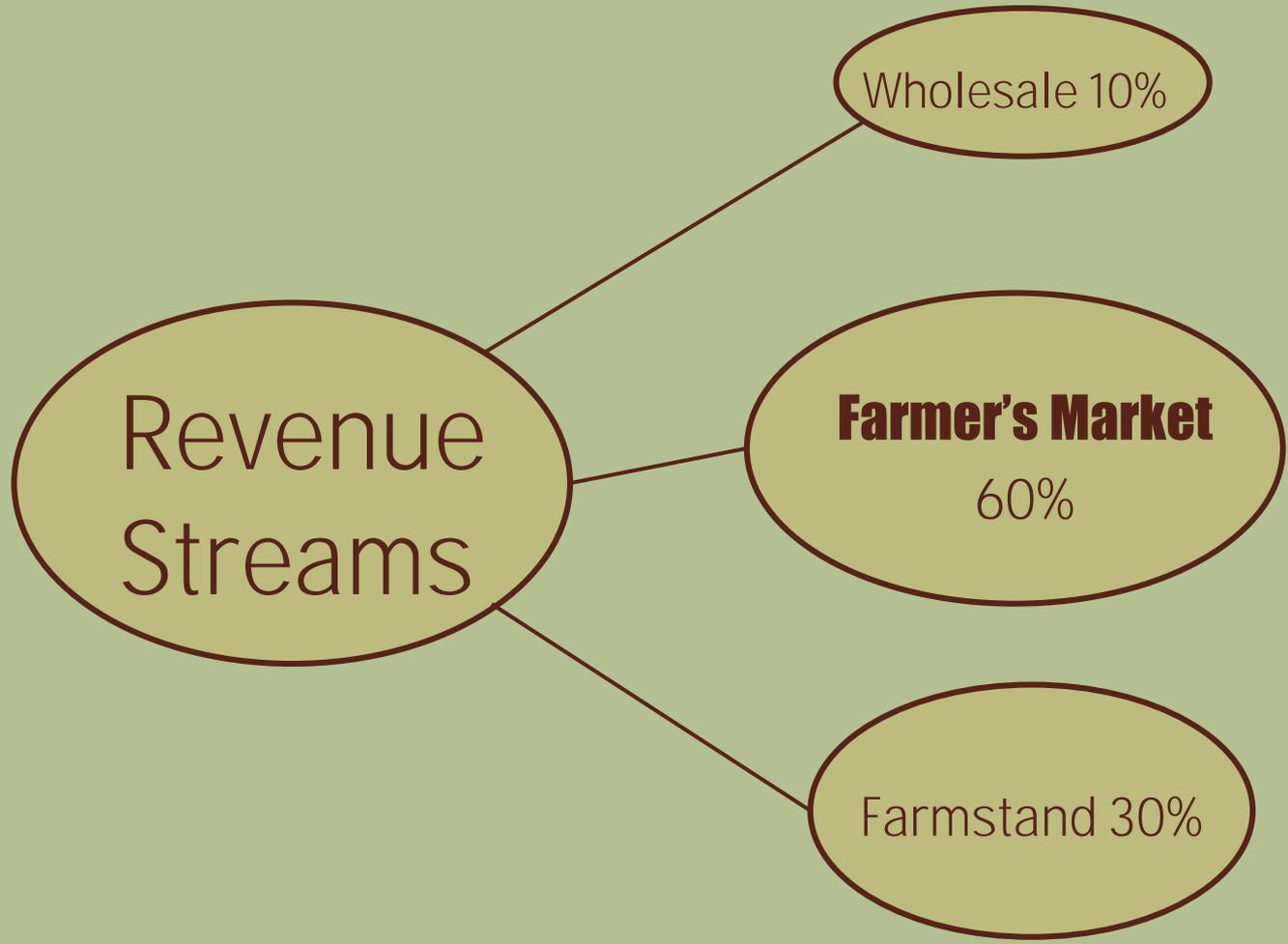
**KHELCOM
FARM**



Tools & Big Ticket Items

- BCS with attachments
- Fence- **660' 8 foot**
- Broadfork
- Manual tools- rakes, hoes, dibbler
- Jang Seeder
- Paperpot Transplanter- new 2023!
- Greenhouse supplies
- Compost
- Tarps/hoops/row cover
- Coolers x 2
- Harvesting Equipment/Storage
- High Tunnel





Successes

- Turned lawn into field
- Set up basic infrastructure
- Proved we could grow
- Initiated revenue streams



Challenges

- Organization/time management
- Succession planting
- Record keeping
- Pests, weeds
- Pricing

Continuous

- Time management
- Work-family balance
- Succession planning
- Efficiency of systems
- Community building
- Record keeping

**KHELCOM
FARM**

Goals

2023 &
beyond

Mid-range

- Profitable
- Hone in on best markets
- Improve infrastructure
- On farm compost

Short-term

- High Tunnel
 - season extension
- Value added product- kani
- Breaking ground- new plot
- Continue marketing, increase revenue



Long-term

- Organic certification
- Weed control
- Khelcom Farm, Senegal
- Education-agricultural & anti-racism

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Farmer Training Program/Catamount Farm~Rachel Averitt~Linsey Naylor~Highland Ave
Neighbors~Red Hen Bakery~VWBGA~Vern Grubinger~Rachel Stievater~Tamra Houston~Papis
Badji~Senegalese Community of Montreal~Bread & Butter Farm~ Head Over Fields
Farm~LePage Farm~Dog River Farm~Old Soul Farm~Ellie's Farm~Noka Farm~Wood & Water
Market Garden~Red Wagon Plants~Intervale Center NEIGHBORS~FRIENDS~FAMILY~ Seven
Days~Hunger Mountain Coop~ NRCS~Benito's Hot Sauce~Doug's Fresh Catering~Rural
Vermont~NOFA~North Country Organics~Vine Ripe Greenhouse~Ledgewood Greenhouse
Nolt~High Mowing Seeds~Johnny's Seeds~Vermont Compost~Black Dirt Farm~True Love
Seeds~Jake Jenkins~Corinne Cooper~Community Harvest of Central Vermont~UVM Extension
Service~ Mattressland~Barre Farmer's Market~Montpelier Farmer's Market

