

[Andy] Welcome. This is the Ag Engineering Podcast, where we talk tools, tips, and techniques to improve the sustainability of your farm. I am your host, Andy Chamberlin, from the University of Vermont Extension. And this podcast is supported by Northeast SARE, providing grants and education to advance innovation in sustainable agriculture. We're trying to improve the industry by chatting with farmers and getting their input on tools, tips, or techniques that have changed the way they farm for good. Many of these practices affect multiple areas of the farm. Whether it be environmentally, emotionally, physically, or financially, we share the knowledge to promote sustainable agriculture, lifestyle and business. Thanks for having a listen. Now, let's get started. Today's episode comes to you from Brookfield, Vermont, where we're interviewing Kyle Doda and Betsy Simpson of 1000 Stone Farm. Kyle has been farming for six years and now he has three acres in vegetable production and an acre in high tunnels. They sell to their own farm store, wholesale, CSA restaurants, and even year-round farmers markets. And they're bringing in between two and \$300,000 in gross sales. Kyle and Betsy, welcome to the podcast.

[Kyle] Thank you, Andy, for having us.

[Betsy] Thanks.

[Andy] So, I just framed the stage a little bit about your farm, but how would you describe yourself in one sentence?

[Betsy] We're a small, certified-organic vegetable farm, which also focuses on mushrooms, fruit, and egg production.

[Andy] Today's episode, we wanted to talk a little bit about your farm store. As I pulled into the driveway today, I saw a sign that said farm store, not just farm stand. So, I wanted to hear a little bit more about that.

[Kyle] So, it was a topic of discussion whether we call it a farm stand or a farm store. And we decided on farm store because we knew that we wanted to have a lot of variety of products that we didn't necessarily produce. We're carrying all of our vegetables, mushrooms, and eggs, but then on top of that we're carrying frozen pizza, honey, maple syrup, hot sauce, coffee, flour. Then as far as protein, we have salmon, beef, goat, lamb, chicken, and chicken cuts.

[Betsy] Pork.

[Kyle] Pork, sorry. We also have dairy products, local organic milk and cheeses, yogurt. We have fruit from apples to berries at times, as well as cranberries right now.

[Betsy] We have veggie burgers, as well.

[Kyle] Also veggie burgers, and hopefully soon we'll have tempeh.

[Andy] That's a lot of products. How big is this farm store?

[Betsy] Butter, we have butter.

[Kyle] It's a pretty small farm store. It's a 12 by 16. And we got it pre-built from a company on Livingston Farm over in Bristol. And they delivered it within, like, a month, I think. It was just a shell, but all the exterior was finished with windows and doors. It has a small porch, that's four-feet wide. And then I finished the interior, insulated, and electrical myself. We have two freezers plus a fridge and freezer combo for CSA members. And then we have a glass-door refrigerated two-door refrigerator that we have in there as well. So, we're open 365 days a year from 8AM to 8PM, which for us, we were a little nervous about at first, but after we got into it, we realized that it allowed folks to come and go as they please, and when it was most convenient for them. I believe that in order to keep the local food movement going, having access to local food made as easy as possible is one of the major contributing factors to having it be successful. We are four miles off the highway, so we do get some tourist traffic during the summer, actually. The floating bridge in Brookfield is famous for being one of the only floating bridges that's a state highway on the east coast, I believe. It's also been rebuilt, like, 10 times.

[Betsy] Not 10 times.

[Kyle] I don't know.

[Betsy] It's been revealed a few times.

[Kyle] We get a lot of folks that are coming home from work that wanna stop and grab something for dinner, or are grilling out the next day, or are grilling out that day and they need something right away. The closest grocery store would be probably about, at a minimum, 10 miles, maybe more like 15 miles away.

[Betsy] I think at least 15 minutes, if not more.

[Kyle] Yeah. So we, that does benefit us. A major part of the whole farm store that made it sustainable for us, was having it be self-serve. Otherwise, we would not be able to do it, if we had to pay someone to be there.

[Andy] An employee to stand there all day to take \$5 at a time, here, there. So, how are you doing it self-serve? Do you just got a drop-box and make your own change sort of deal, or explain that a bit.

[Kyle] So, I realized that I wanted to be able to take credit cards, because I knew that I wasn't able to provide change for everyone. So what we did was, we took a refurbished iPad and put it into a wall-mounted bracket that allows us to use a POS system, which is, we chose Square for accepting credit cards. It also allows our customers to check-out with cash or check, as well as gift card. So, we can also then sell gift cards to the, for folks to use at the farm store. It's been pretty amazing to see people learn how to use the program, which at first was a little tricky, I think, for some folks, and just getting used to it, as it would for anyone. But now that a lot of our regulars are used to it, we're seeing that people absolutely love it. It also allows us to keep inventory. So, especially for products that we're purchasing

in, we can enter the inventory that we purchased, then we can see how many we've sold. We also get a record of all our sales. So through Square, we can see what trends we're having or what we've sold the most of. What are our top sellers, what are not selling at all? Is it worth keeping the product in store? So that's been really great.

[Andy] Does it tally up the inventory and tell you how much you have remaining, or do you just do that subtraction?

[Kyle] It does do that, as well. It'll tell you how much you have remaining. It'll tell you the different prices you may have sold things at, if you had something on sale, or et cetera. I mean, even Brookfield is, I think, 1200 people, maybe.

[Betsy] Maybe.

[Kyle] Maybe. And we're averaging somewhere between \$75 and \$100 every day. Some days are really low and some days are high. It just really varies. However, it's given us two things. One, cash flow for the farm. Two, it's giving back to the community, which we really appreciate, and have seen a lot of positive feedback from them. It also allows us to have access to a whole slew of products that now our CSA can purchase. So, now our CSA members can add on coffee, honey, salmon, you know, pork, whatever they want, which we never would've been able to access before. 'Cause if you think about it, if we have, we have, like, a 50-member CSA on average. So, if I were to call up any of these other farms and say, "Hey, I want to add on these things." If I only have, like, five or 10 people that are adding it on, it's not necessarily worth it for them, entirely, to do that. But, if I'm buying \$300 worth of meat from them at one time, and then I just pack their, the shares, it is worth it.

[Andy] So you're holding that inventory rather than the person you're buying it from, which makes it worth their time.

[Kyle] Correct.

[Andy] The person you're buying it from. Now, the people who want to pay with cash, do they go through the iPad as well and just click pay with cash, or do they just ignore the technology and just drop the money in a slot?

[Betsy] I think it depends on the person, but technically, they are supposed to put it through the iPad. That way that we can see the inventory, like, we know what's coming and going and I can be anywhere and be like, "Oh, I'm low on lettuce." Like, I can just look at my phone and know what has we've sold that day.

[Andy] Now, obviously it's, you know, you're not gonna get all upset because granny just dropped the cash on the counter, but does it really mess up your inventory? Like does that, a big problem? Does it skew your numbers for day totals and stuff like that, or can you just implement a cash sale and enter that in at the end of the day to balance it out? Or how do you manage that?

[Betsy] I mean, we can always put it in the system. It's not, it doesn't happen enough anymore that it's making a really big difference at all. And especially now that we have our regulars that are coming all the time, they know exactly what to do. And it definitely took a moment for people to get the hang of it.

[Kyle] Absolutely. We also try to keep a pen and paper out there to allow people to either jot down stuff. If they can't seem to figure out what worked for them, leave us a note, let us know that something went wrong, or whatever. We also have our cell phone there, numbers, so they can either call or text us if they have an issue.

[Andy] So this little farm store is kind of self-serve, self-explanatory. The customer just kind of walks in and can pretty easily identify what they wanna pick up or purchase. Do you have your prices listed on everything, or is there a sheet on the wall or, explain that?

[Kyle] Yeah, we've went back and forth on that a little bit. Obviously all the prices are in Square, but we, some items are labeled, especially the per-pound items, with pricing, and then other items, there's just a list on the wall in multiple locations in the store where they can see what's going on and what it will cost them. For the most part, I think that folks are really happy with the pricing. I mean, I wouldn't say that the products we're bringing in are on the low end of food quality. So, there is a noticeable price for local food, as there should be.

[Andy] You decided to basically buy in a building, it was a pre-built kit, right? So, it had come off the truck, and then you insulated it. And you've got a heater in there, and it's open year-round eight to eight. That's incredible. You've got an AC unit in the window in the summertime. It's January, now. We walked in there today and I was, it was very comfortable, which was nice. Kind of surprising, you know, off the beaten path down this little Vermont town. You just walk in this kind of little cabin and it's full of local farm products. It's awesome. If you'd like to see a view of inside this farm store, I shot a little video clip and have some pictures posted in the show notes. So visit our website [agengpodcast.com](http://agengpodcast.com) if you wanna check out what their farm stand looks like. Now, you made some of these decisions to insulate it and stuff like that, because you knew you were gonna have it open year-round. There's a significant investment to that. What made you decide to do that?

[Kyle] Yeah so, when we started this concept and decided we're gonna go for it and have a farm store, I figured, why not just go for it all the way? Because if we were only gonna be open seasonally, then what do I do with all of the frozen meat the rest of the year? It just sits there all winter? No, that doesn't work. 'Cause I'm still paying an electric bill to have it frozen. I still have to keep it viable to sell. And then when I go to sell it in the Spring, now it's just old? I just, it didn't seem to logically make any sense. And so, really the only time we're putting into it every day is the open and close, which is probably under three minutes, morning and night. If that.

[Betsy] Yeah, if that. Like, obviously we're restocking things when we need to, but there's not very much time we're personally putting into the farm store.

[Kyle] Almost all of the back-stock for all of everyone else's products is in the farm store. And for us, when we're restocking our products and harvesting, it's just coinciding with the other wholesale and

market harvest that we already have to do. So it's not, it's not that much more time. Like, you're harvesting five more bags of spinach. Out of 60, that's not really that big of a deal.

[Andy] So you made the decision you wanted to, you wanted to have a farm store year-round. That way you're not sitting on inventory, especially 'cause you've got other farm stuff. That way it's consistent messaging and marketing to your, to your clientele. So, they always know you're open eight to eight every day, all year-round, like, that's just consistent. They don't have to think about it, which is awesome. This was a significant investment to put up this farm store. How much, how much did you put into this project?

[Kyle] Roughly speaking, the building itself for the prefab was \$9,000. Then we insulated it for probably around a thousand. And drywall, et cetera, electrical, I think all told with the gravel excavation, everything came out to around 14, \$15,000. The freezers were not too expensive, about 600 each, as well as the fridge. That got, we purchased the glass cooler used, and then kind of cleaned it up and repainted everything and added some shelves. So I think all told, we're probably into somewhere around six, \$17,000. However, that being said, our gross sales so far have been around \$15,000 since July 15th. So, we have seen enough sales to justify being open year-round, as well as to justify our investment. Which, we're not gonna get it back, obviously, the first year, that's insane. But we're gonna get it back probably in five, six years. And also there's a lot of other things that we can do to increase that rate in which we're receiving it. Like selling starts in the Spring, off the farm store, things like that.

[Andy] So I'd say that's pretty good numbers just for only being open, like, six months.

[Kyle] Absolutely.

[Andy] Are you happy with that?

[Kyle] Yeah, yeah, we are. We were really surprised with the support that we got from our community. I mean, I think that there is an increase in the interest and desire to eat better and eat more local food, and to have a sustainable agricultural system. And especially in Vermont, which we are very privileged to have.

[Betsy] I think people are curious too. Like you wouldn't know, like everyone knew that there was a farm here, but all we did for the farm store off the road was put up a sandwich board that said, "Farm Store open eight to eight." Like that's all it says. It doesn't, like, that board doesn't-

[Kyle] We didn't put up the sign that's there now.

[Betsy] Which it still doesn't say much.

[Kyle] It doesn't.

[Betsy] It says, it's the same thing. It's the same thing.

[Kyle] It's just higher up.

[Betsy] It's just higher up and it has Christmas lights.

[Kyle] Because I knew winter was coming and if we just had a sandwich board, the plow trucks would destroy it. We will soon, we're working on an illuminated sign that has an etched logo in it. As well as plaques that are more colorful and kind of your standard farm store plaques that say eggs, fish, meat, whatever, milk, vegetables, et cetera. So, we're getting there.

[Andy] Okay. I've got a, I've got a question that I know the audience is gonna wanna know more about. Farms don't have \$17,000 sitting around to just set up a, a farmstead, a farm store of their own. Did you know there was a market for selling vegetables off, literally, a beaten path? I mean, you're set, you're four miles down a dirt road off the interstate. How'd you-

[Betsy] You really do have to drive a quarter mile to the farm store.

[Andy] Right, your driveway's pretty long too. So, how'd you know that this was gonna be a good investment and that you wanted to invest that much money up front, as opposed to just starting out with, like, a pop up tent and a picnic table to, to test the water?

[Kyle] That's a great question. We didn't know for sure. It was definitely a gamble. I knew that we wanted to move our CSA pickup out of the barn because it was, we just don't have the space for it. We originally were doing it outside during the summer and then inside during the winter. And it just was not working as well as we wanted it to. So, I knew that we would have anywhere between 10 and 20 people that would be coming for CSA pickup once a week. And out of those people, talking with them and even the community, everyone was interested in a farm store. I did not think that it would go this far, this quickly by any means. And we didn't start off with all these products in there. You know, we gradually added more and more products. We didn't have two freezers to start with, we added one. But it was kind of one of those things where you're like, "Oh shoot, we should really embrace this" and see where this door, you know, this path takes us. And I think we're obviously just in the beginning of it. However, I think that using something like the iPad and Square for self-checkout is financially the only way that we would've been able to really accomplish this. With averaging 90 to a hundred dollars a day, we're never going to, like, we wouldn't even cover our costs for labor to be open 12 hours a day.

[Betsy] Right.

[Andy] Right, right. And that's huge, I mean that, you just opened up an opportunity for, you know, small amounts of money to come in that you otherwise couldn't do by locking up an iPad and having self-serve checkout. That's really novel. I haven't seen that on too many farms, doing that. Are you worried about theft of the iPad or anything in the building at all, or not really?

[Betsy] Not really. I think we're fairly trusting people, but I think there's a lot of respect of, even just us opening up the farm store. People around here are so grateful that it's there, and a lot of, like there's respect, but there's also gratitude from the people that are living here, because they're just grateful that

they can drive a mile and there's dairy, there's eggs, there's vegetables, there's meat that they can have for dinner. Like, people show up first thing Sunday mornings to get some pancake mix, some eggs and milk, or some yogurt for their kids. Like, it's amazing.

[Andy] That's awesome.

[Kyle] Right at 8AM.

[Betsy] Yes, they're there when we're opening it, and I'm like, you look out the window or you're eating breakfast and you're like, "Someone's already here." But they love it.

[Kyle] Yeah, it's definitely a two-way street. I mean, obviously it doesn't exist without them. And we're really grateful for them as well, and the support that we've seen. We've done some advertising via social media and.

[Andy] Paid advertising or just posts?

[Kyle] We have done some. We did one paid advertising about the farm store just to really get it out there. And their responses were great. It was, you know, "Where is this place? How do I find it? "What's the address," and that sort of thing. We've also done front porch forum, as well.

[Betsy] There's been a lot of just people talking, though around here.

[Andy] Word of mouth?

[Betsy] Yeah, a lot of word of mouth, of people, just people telling their friends of being like, "Oh, have you gone there yet?" Especially when we first opened up, everyone was like, it's the little talk of the town behind their backs, kind of thing.

[Andy] Hey, that's cool.

[Kyle] I think too, major factor in doing something like this is that I just didn't want to cut corners. You know, it's very easy in farming to cut corners on every level, because it's always tight on finances or different things. But you know, the minute you start doing that, you're losing something. Whether it's your own sanity, or money down the road, or whatever it may be. And another aspect of cutting corners is having products that we love and know who's making them. Because the quality is that good that then people are like, "Oh my gosh, this was amazing." Like, "We're gonna come back here "and get this every single week." Like, it's that good. So, that's really important. And I think when folks, if anybody looks into doing this themselves at their farm, or if they're starting a new farm and they want to put this into their business model, location is definitely important. I think we lucked out. But also having, making sure that you could access certain things. 'Cause one major thing, I think, when you're selling any product, whether it's a farmer's market or through the farm store, the more variety you have, the more opportunity you have to make a sale. So, when you have 30, 40 different products in there, if somebody buys five things, that's better than them just going in and like, all we have is meat, you know.

[Andy] That's true, yeah. They may be coming for their dozen eggs, but because they're there for the eggs, they're also gonna get, you know, a chunk of meat for dinner or something too, or vegetable for the side.

[Kyle] Right. They may have just came in for eggs, and now they're walking out with 20, \$30 worth of food and produce.

[Andy] Or they wouldn't necessarily have wanted to drive five miles across town to get one thing of eggs. But, because you've got four or five different things that they may be interested in and now it's worth their time to come out.

[Kyle] Right. The next thing we're trying to figure out is bread. Haven't got that one figured out yet, though.

[Andy] Not a local bakery around here, or you don't wanna put in an oven.

[Kyle] We've considered doing it ourselves. And we're contemplating that over the next couple months, having one day as bread day. We also possibly might reach out to some other people. I just think that the volume in which we would need, is just not enough for a larger bakery to want to deliver. I think one thing that's important, too, for folks to understand is there is a significant investment in the building, as well as the amount of monetary value that's held up in the products that you're selling if you're purchasing from other folks. So having either, you know, we went through Vermont Farm Fund and got a loan through them to be able to do some of this. So, some sort of capital investment is going to be necessary in order to make it successful. And I think if, you could build it over years and years, or you could just bite the bullet and go for it. But there is a significant amount of money, especially with frozen meat and fish. It's expensive. So when you, because you need to buy enough to actually have enough to stock. So, when you have a couple thousand dollars worth of meat and fish around, it, you know, things like that add up. 'Cause there is a, there's a place where a business is able to financially carry that burden.

[Andy] Right, but you need something to get started.

[Kyle] Totally. So, you know-

[Andy] And if you're boot-strapping it, imagine how many years it would've taken you to save up 10 grand just for the building alone, let alone inventory before you could do this.

[Kyle] Absolutely.

[Andy] A lot more than the three years it's gonna take to, three or five years to pay back, yeah.

[Kyle] Right. I mean, and it is a gamble whether or not you would get enough revenue to pay back a specific amount of loan, but you can also run those numbers. So, if it's, you know, 3% interest, which is

the Vermont Farm Fund loan, then you would know that on \$30,000, let's say, it's 650 bucks a month. Well, if you're only using, let's say, half of that. So now it's, like, \$325 a month. Can you pay \$325 a month every month? If your farm store doesn't make \$325 a month, don't have a farm store.

[Andy] That's another reason to have it open all year-round.

[Kyle] Well, absolutely.

[Andy] The bills keep coming all year-round.

[Kyle] The bills keep coming, yeah. But so, that was basically our major decision. It was like a no-brainer. We're like, "Okay so, we still have an electric bill "all year-round and we still have this loan payment. "So, we'll just keep it open all year-round."

[Andy] Let's keep the income coming, too.

[Betsy] And that was the eight to eight thing too, because we're like, "Well, it's dark out during the winter." We're like, "It's probably gonna be slower, "maybe we should just close it when it gets dark." But then we were like, "Well, people are still working "basically the same hours." They're still getting done work at four or five. And it was like, we're still heating it, everything's still in refrigerators, everything's still running. Why should we change the time? We'll just keep it eight to eight.

[Andy] It's not any harder for you to open or close it at five than it is eight, so.

[Betsy] Yeah.

[Kyle] Absolutely not. And I mean, honestly, if we ever wanted to, I'm sure they make a timed door on opening and locking systems, as well as our signs. So then, if we wanted to have a sign that says open eight to eight, then seasonally we're changing that. That's a whole other thing.

[Andy] That's true.

[Kyle] You could, I think just the simplification aspect is huge for the customers and for the farmers. Like, don't make it more complicated than it needs to be, and make it as easy for the customers to access the product as possible on their terms.

[Andy] So why do you close it overnight and not just leave the light on?

[Betsy] We don't need people here at midnight.

[Andy] Fair enough. This is your house.

[Kyle] There is a certain point where that's a little uncomfortable, I suppose.

[Andy] So, I just wanted to highlight a couple things that you mentioned about this investment and that it was a big chunk of money, but you didn't just jump into it because you thought it was a good idea. You asked your CSA customers and they all thought it was a good idea. And it also was a multi-use building. So now it's a CSA pickup location. So, it wasn't just a farm stand, you had other uses for it. Do you wish you made it bigger yet?

[Kyle] Yeah, we do kind of wish that it was a little larger. I think it is a nice size, though, honestly, especially for heating and cooling as well. But, I do feel like we could use a little more wiggle room in there. For the most part, there's really only one person ever shopping at once, or two. So, it doesn't really seem to be that big of a deal at the moment, but it's only been the first six months.

[Andy] It has only been six months, but is there anything else that you wish you had done a little differently? Are you pretty happy with everything you've put into it so far?

[Kyle] Yeah, that's a good question.

[Betsy] We need, we need more wall decorations. We need more stuff about us and our farm, because if you don't know our farm really, there's not really that information there. Or more information about the other farms and our friends that we're buying from, like their products. Because that's an important part for us, that you do know where your food's coming from and how they're treating their animals or how their growing practices relate to what you want.

[Kyle] Absolutely, yeah. We definitely, on a personal level, try to buy all of our food from our friends and other local producers. One thing that we would like to do is to get a map of the state and where the products are coming from. Especially for folks that are from out of town, or maybe are just not as familiar to understand all of the different farms that are in the state.

[Andy] And that they're really not that far away from this little store. You've got really hyper-locally-sourced stuff.

[Kyle] Correct. Yeah, absolutely.

[Andy] And just trying to share that this is high-quality local stuff. It's not your everyday frozen pizza.

[Kyle] Correct. So, one thing that I mentioned earlier was that having the farm store and having our business have access to these products also allows our CSA members to have access to the products. So we have CSA members that pick up at the farm, but we also have some in Burlington and in Montpelier. And so the folks, even in Burlington and Montpelier, now have access on a weekly basis to make additional orders from the farm store. So, if they want some ground beef, or they want maple syrup, or they want yogurt or milk, or pizza or whatever it is, they can add it to their order just via email. And then we send them an invoice through Square and they prepay for it, and then they get delivered their products. We also, in addition to that, allow them to sign up for a monthly pantry share, as well as a protein share, so they can make their own mix and match protein share, or they can do a pantry share,

which will have ferments in it from local fermented, like kimchi and sauerkraut, flour, honey, maple syrup, things like, of that nature.

[Andy] That's cool. A lot of flexibility, a lot of options.

[Kyle] Correct, yeah. And it's also additional sales that the farm store's technically making that adds to the whole bigger picture.

[Andy] And it's not an inconvenience for you to add ground beef because you had it here ready to go.

Right. So if somebody, if you are our CSA member and you're like, "Oh man, I'm grilling out this weekend," and you email me and you're like, "Kyle, can you add two packages of one-pound packages of ground beef to my delivery, to my pickup in Burlington?" No problem, Andy. And I just put in your bag with everything else.

[Andy] I like it.

[Kyle] Yeah, no, absolutely. I mean, we've gotten great feedback from it. People are a big fan. And they can also, you know, our customers, especially our CSA members, they already know us really well. They trust our judgment. They understand where the products are coming from. We tell them, you can find all of it out on our website and see what's going on.

[Andy] Is there anything else you'd like to share about your self-serve farm stand, farm store?

[Betsy] People like to shop alone. They like the simplicity of it and it gives 'em time. They're not pressured at the grocery store waiting in line. They like to be in there by themselves and just be able to pick and choose what they want and not feel like they're being watched over. Like a cashier being like, "Are you ready yet?"

[Andy] That's a really good point.

[Kyle] I think that is another thing too, is it is a very low-stress environment. Like, when you get done with your day at work and you're driving home, the last thing you want to do is go into a huge box store with really bright lights and lots of people. Or, you can just go into a tiny little farm store by yourself, relax, grab what you want and go home.

[Andy] Yeah, and that's, whether it be a big box store or a little store with a nobody else in there, but the cashier kind of awkwardly waiting for you to finish up. Yeah, that's a benefit of being self-service.

[Kyle] Absolutely. And I mean, I think it technically could be bigger if we wanted to, but the sales would, to justify having somebody in there would be huge. I think also for larger farm stores or farm stands that do \$2,000 in a weekend or whatever, even a day during the summer months, during the winter they shut down because the sales don't justify it. However, they could section off a part of their farm store

that was smaller. Do what we're doing, continue sales with other products, and still keep their clientele throughout the winter.

[Andy] That would be a big win, certainly.

[Kyle] Absolutely.

[Andy] That's a great viewpoint. Well, thanks for sharing about your farm store and how the farm store makes it a sustainable enterprise on your farm. If people want to learn more about you and your farm, how can they follow along and get ahold of you?

[Kyle] They can check us out on Instagram or Facebook for 1000 Stone Farm. And they can also check out our website at [1000stonefarm.com](http://1000stonefarm.com) and email me or Betsy at Kyle- or [Betsy@1000stonefarm.com](mailto:Betsy@1000stonefarm.com).

[Andy] So, Kyle and Betsy, thanks for coming on the show.

[Kyle] Thank you for having us, Andy.

[Betsy] Thanks.

[Andy] Thank you for listening to today's episode. I hope you go ahead and subscribe, share this with a friend or leave us a comment. And if you want more information, check out the show notes on our website at [agengpodcast.com](http://agengpodcast.com). That's A G E N G P O D C A S T.com. Thanks for listening, I hope you have a great day.

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