

REGIONAL BUYERS & PRODUCERS MIXER



BUYERS need product.
PRODUCERS need buyers.
LET THE NETWORKS GROW.

PARTICIPANT GUIDE

July 18, 2017

Poor House Farm

Martinsburg, WV



About this event

The Regional Buyer Producer Mixer was organized with the goal of building market connections between buyers sourcing local and regional products and mid-sized food and farm businesses.

It is part of a larger effort to support sustainable or “values-based” regional food supply chain development in the region of MD, OH, WV, PA, and VA surrounding the I-68, I-70, I-81 interstates. Working together among producers and buyers we can develop networks and supply chains that build the local food economy and system.

This event was organized by Natural Capital Investment Fund (NCIF)’s local food program, the Value Chain Cluster Initiative (VC2), West Virginia Food and Farm Coalition (WVFFC), and Heart and Hand, Inc. It was made possible through funding through USDA Local Food Promotion Program grant and a Central Appalachian Network (CAN) RCDI grant.

We would like to thank the other partners who helped with outreach and partnership to make this event happen: WVU Extension, the West Virginia Department of Agriculture.



For questions or follow-up after the event, please contact NCIF’s Value Chain Cluster Initiative - Mary Oldham maryoldham@vc2.org (304-692-1044) or Marti Neustadt martineustadt@vc2.org.

To get connected with the WV Food and Farm Coalition, check out www.wvfoodandfarm.org and contact Evelyn Hartman at ehartman@wvfoodandfarm.org



A.F. Wendling's Food Service

Location: Buckhannon, WV

Website: www.afwendling.com

Contact Info: Keith Buchanan, 800-352-3879, keithbuchanan@afwendling.com

Products Wanted: Produce for distribution to restaurant markets, potential aggregation center/flash freezing

Appalachian Harvest Food Hub

Region Served: West Virginia and eastern Kentucky

Website: www.asdevelop.org

Contact Info: Katie Commender; 276-623-1121; kcommender@asdevelop.org

Products Wanted: Acorn, Butternut and Spaghetti Squash

Techniques or certifications desired: USDA GAP Certification required; USDA Organic optional

Additional information: Appalachian harvest works with its growers on a tiered system to build their capacity to grow at a wholesale level. Year 1/Entry level growers grow the three squash listed above, Year 2/Moderate level grow green peppers, red/green cabbage and/or cucumber and Year 3/Advanced level grow broccoli and cauliflower for the hub.

Black Dog Coffee

Location: Shenandoah Junction, WV

Website: www.blackdogcoffee.net

Contact Info: Jennifer Maghan, 304-724-9040, jenniferb@blackdogcoffee.net

Products Wanted: Local goods, produce and meat for café

Techniques or certifications desired: High quality, locally made products

Cacapon Resort State Park

Location: Berkeley Springs, WV

Website: www.cacaponresort.com

Contact Info: Mike Haltermann, Food and Beverage Director; Jo Dee Stouffer, Chef. (304) 258-1022

Products Wanted: local food for restaurant and catering menus

Techniques or certifications desired: locally produced/made products

Coastal Sunbelt Produce

Location: Laurel, MD

Website: www.coastalsunbelt.com

Contact Info: Katie Farnoly, kfarnoly@coastalsunbelt.com

Products Wanted: Produce and dairy

Techniques or certifications desired: Certified Organic

Hill and Hollow Farm to Table Restaurant

Location: Morgantown, WV

Website: www.hillandhollowrestaurant.com

Contact Info: Jacob Rittberg, jritlberg@pierpont.edu

Products Wanted: Local, TBD

Additional information: Seasonally designed restaurant menu provides only the freshest natural ingredients Appalachia has to offer.

Lot 12 Public House

Location: Berkeley Springs, WV

Website: www.lot12.com

Contact Info: Betsy Heath, betsyheath12@gmail.com

Products Wanted: produce, proteins

Additional information: Serves seasonal upscale comfort cuisine prepared by local Chef Damian Heath and pours distinctive wines, microbrews and fine spirits as well. Betsy and Damian are members of Slow Food USA, Local Harvest, Collaborative of the 21st Century Appalachia, Buy Fresh Buy Local WV and many local organizations working toward local food production and consumption. Damian has always utilized the freshest ingredients by working closely with local farmers & growers, family gardens, a large organic garden at their private residence as well as a bountiful herb garden outside the front door of Lot 12. He believes working closely with local growers encourages sustainable agriculture, provides the community with a more healthy & fresher food, and ultimately leads to a stronger local economy.

Schenck Foods

Location: Winchester, VA

Website: <http://www.schenckfoods.com/>

Contact Info: Carol Staats, 540-869-1870; cstaats@schenckfoods.com

Products Wanted: Food Service Products

Additional information: Schenck Foods has been a leader in the food service industry for 89 years. We offer all of the traditional food service products that are used on a daily basis along with providing a comprehensive beverage service and chemical service for your cleaning and dishwashing needs. Our number one strategic initiative is to be the premier supplier for local and organic fare. We are excited to partner with local farms to supply our customers with the most outstanding locally sourced products from our region.

Shore Gourmet Market

Location: Denton, MD

Website: <http://www.shoregourmetmarket.com/>

Contact Info: Holly Shogo, 410.479.2452, holly.shogo@gmail.com

Products Wanted: A variety of locally made products

Techniques or certifications desired: Culinary experts

Additional information: The Shore Gourmet Market is a public retail store housed in The Caroline Schoolhouse's Culinary Arts Center. The store sells items produced at the school and other regional products. The store allows students to gain the practicum learning experience of customer service and quick food production. The program also offers support to prospective entrepreneurs by providing assistance in the preparation, marketing, and distribution of products.

VA Medical Center

Location: Martinsburg, WV

Website: <https://www.martinsburg.va.gov/>

Contact Info: William Breakall, william.breakall@va.gov

Products Wanted: mainly produce, occasional meat raised with responsible antibiotic practices

Techniques or certifications desired: organic practices (doesn't need to be certified), or at least integrated pest management. Certifications: GAP certification is best, having a GAP program in place works if the farm hasn't received certification.

Additional information: Martinsburg VA Medical Center has been improving the health of the men and women who have so proudly served our nation. We have used small amounts of local produce and meat since 2009. Many thanks to Derek Kilmer (Kilmer Farm Market) for helping us to launch and grow our program.



Producers

Black Dog Coffee

Location: Shenandoah Junction, WV

Website: www.blackdogcoffee.net

Contact Info: Jennifer Maghan, 304-724-9040, jenniferb@blackdogcoffee.net

Products: Small batch artisan coffee roasters offering 100% Specialty Grade Arabica Coffee Beans

Techniques: Select the finest specialty grade coffees from around the world and roast them to their peak of flavor

Blue Mountain Farm

Location: Hedgesville, WV

Website: www.bluemountainfarmwv.com

Contact Info: Dave Elliot, 304-620-2233, bluemf2015@gmail.com

Products: Wide range of vegetables and greens, from tomatoes and green beans to lettuce, spinach and kale

Techniques: Organic and sustainable farming practices no or limited soil tilling and disturbance; natural, compost fertilizers; organic, natural, short-life fungicides and pesticides

Additional information: Flexible delivery options or farm pickup

Crestview Meats

Location: Martinsburg, WV

Contact Info: Timothy Martin, 304-260-6500

Products: free-range eggs, Beef, Pork (including 8 kinds of sausage), Chicken (whole and cut pieces)

Dr. B's Beverages

Location: Inwood, WV

Website: www.docstea.com

Contact Info: Sarah Langford, info@DrBsTea.com

Products: Organic, naturally caffeine free South Africa's rooibos tea.

Techniques: Made fresh in small batches in a craft microbrewery

Certifications: Certified organic

Additional information: It is rich in vitamins minerals such as vitamin C, iron, calcium, manganese, magnesium and potassium.

Evermore Farm

Location: Westminster, MD

Website: www.evermorefarm.com

Contact Info: Ginger Myers, ginger@evermorefarm.com

Products: Pasture-raised Heritage Beef, Berkshire Pork, Katahdin Lamb, and "Mighty Fresh" eggs

Certifications: All product harvested under USDA Inspection

Faerie Springs Farm

Location: Welsh Run, PA

Website: www.faeriespringsfarm.com

Contact Info: Suzanne Lucas, 301-331-5096, suzanne@faeriespringsfarm.com

Products: Heritage Crossbred Glouscester Old Spot and Berkshire hogs and Mangalista pork; Lamb; aged Gouda, Tomme, Colby and Asiago Goat cheese; Honey

Techniques: Pesticide and herbicide free

Firefly Farms

Location: Accident, MD

Website: www.fireflyfarms.com

Contact Info: Matt and Andrea Cedro, 301-501-0804, andrea@fireflyfarms.com

Products: Goat and cow's milk cheeses that span from fresh, soft ripened, blue and longer aged hard cheeses.

Techniques: Certified HACCP manager leads a team of cheese makers and apprentices that produce a line of award winning cheese.

Additional information: FireFly is dedicated to producing exceptional value added products sourcing milk from seven local family farms providing local economic development in the region. Cheeses can be purchased directly from FireFly or through distributors in the DC and Baltimore area.

Fox Meadow Produce, LLC

Location: Cordova, MD

Website: www.foxmeadowproduce.com

Contact Info: Alex Spies, [443-786-2315](tel:443-786-2315), dalexspies@gmail.com

Products: Long European cucumbers

Techniques: Hydroponically and greenhouse grown

Certifications: MD GAP Certified

Additional information: FOX MEADOW specializes in year around European cucumber production. Established in 2005 Fox Meadow Produce is operated by a family of farmers five generations long.

Green Gate Farm

Location: Shepherdstown, WV

Website: www.greengatefarmwv.com

Contact Info: Lars Prillaman and Leslie Randall, greengatefarm1@gmail.com

Products: We grow a large quantity and variety of seasonal produce from greens, lettuce and roots in the spring; tomatoes, peppers, squash, garlic and more in the summer; and more greens, roots, lettuces through the fall. We also raised pastured heritage breed hogs and we pasture a layer hen flock as well.

Techniques: Powered entirely by draft horses.

Additional information: Scaling up production for wholesale quantities for buyers interested in the highest quality produce and meats grown with the greatest amount of care for both the products and the environment.

Kilmer Farm Market and Orchard

Location: Inwood, WV

Website: <http://kilmersfarmmarket.com>

Contact Info: Derek Kilmer, kilmer.derek@yahoo.com, 304.263.FOOD (3663)

Products: Tree Fruit and a full line of fruit and vegetables

Techniques: Growing Methods: Integrated Pest Management

Certifications: USDA GAP & GHP, PACA licensed

Additional information: Serving: 10 WV School Districts, Arlington County Schools, Loudon County Schools and DC Charter Schools.

Mock's Greenhouse & Farm

Location: Berkeley Springs, WV

Website: www.mocksgreenhouseandfarm.com

Contact Info: Paul Mock, 304-283-9419, info@mocksgreenhouse.com

Products: year-round operation: hydroponic lettuces, basil, cilantro, cucumbers, cherry tomatoes, heirloom tomatoes.

Techniques: Pesticide free

Certifications: USDA GAP Certified

Montcroft Farm LLC

Location: Terra Alta, WV; Est. 1951

Website: www.facebook.com/Montcroft-Farms-LLC-766605060057807/

Contact Info: John Grose, 304-789-2519, montcroftfarmsllc@gmail.com

Products: Table stock and seed potatoes; 7 different varieties of gourmet potatoes, 4 white, 2 red and 1 yellow; Yellow SH2 Sweet Corn, Blue Lake Green Beans

Certifications: USDA GAP Certified farm, Certified seed potato producer; seeking GAP Certification for processing and warehouse in 2017

Additional information: Supply, a variety of packaging and grading options and excellent customer service available for both large and small buyers

Nature's Garlic Farm

Location: Easton, MD

Website: www.naturesgarlicfarm.com

Contact Info: Jim Reinhardt, 410-829-1718, sales@naturesgarlicfarm.com

Products: Garlic Scapes available May-June; Fresh Hardneck Garlic available May-June; Garlic bulbs available July-December

Techniques: Natural slow-release fertilization program, cover crop program, crop rotation. Herbicides and pesticides free

Certifications: MD GAP, FSMA, Produce Safety Rule Cert, and USDA Harmonized GAP

Shepherd's Whey Creamery

Location: Martinsburg, WV

Website: www.shepherdsweycreamery.com

Contact Info: Suzanne Behrmann, 304-283-5203, seedlings@earthlink.net

Products: Artisan fresh, soft ripened and aged goat milk cheeses. Chevre fresh weekly, soft ripened bloomies aged 3-4 weeks, Greek Style Feta, and 6 aged cheeses aging in range from 2 months to one year; Fresh bottled goat milk; yogurt cultured "Goatgurt" smoothies and spoonable "Goatgurt" quarts

Techniques: Goats are raised on pasture, Non-GMO hay grown on farm, North Atlantic kelp and a locally sourced grain supplement. Herbal worming program; Hormone free

Certifications: Grade A Certified Creamery

Sofine Foods

Location: Chevy Chase, MD

Website: www.dressitupdressing.com

Contact Info: Sophia Maroon, 301-979-9555, iwantsome@dressitupdressing.com

Products: Dress It Up Dressing, a line of all-natural salad dressings

Techniques: Our secret is simplicity: By using the fewest, all natural ingredients in each jar, our dressings offer purely delicious flavor. They are not watered down, bulked up or glued together with gums

Certifications: certified B-Corp and Woman-Owned (WBENC certified)

Additional information: Food-Service sizes available Our line: Apple Cider Vinaigrette; Blackberry Vinaigrette; Caesar Dressing; Champagne Vinaigrette; Ranch Dressing; Red Wine Vinaigrette; Sesame Tahini Dressing

Steel House Farm

Location: Gerrardstown, WV

Website: www.SteelHouseFarm.com

Contact Info: Tim Yates, (304) 582-5707, TRYates@live.com

Products: Pastured and GMO-Free Chicken, Pork, and Eggs and 100% Grass-fed Beef

Techniques: All natural. Hormones and antibiotic free. All animals raised free range out on pasture all year round

Certifications: Customer certified. Welcome anyone to come out and see how we do things and see how it exceeds any certifications out there

Additional information: Various cuts available as well as halves and wholes. We are a small family farm

Appalachian Center for Economic Networks (ACENET)

Website: <http://acenetworks.org/>

Contact info: Rosemary Roe, roser@acenetworks.org

Products: ACENet is representing the following Appalachian value-added producers.

ANN'S RASPBERRY FARM Owners Anne and Daniel Trudell · Fredericktown, Ohio
Artisan from Seed to Jar

For over a decade, Ann's Raspberry Farm has crafted a line of artisan products from specialty crops grown on our 5-acre farm in Fredericktown, Ohio. To this day, we craft our products in

small batches shortly after each daily harvest from selected varieties of fruit and vegetables that offer optimal flavors. Winner of 7 Good Food Awards, the Central Ohio Signature Food Award, and honored as an Outstanding Ohio Food Product by the Ohio Made Awards, our products have become known nationwide for their freshness, intense flavors, uniqueness, and high quality. From our award-winning Savory Brussels Sprout Relish, Petite Pickled Brussels Sprouts, Raspberry Blossom Honey, and our line of jam and jelly, quality remains at the forefront of our commitment to craft products, from Seed to Jar.

AROMA OF THE ANDES The Brown Family, Linn, West Virginia

From our Import & Roasting office in West Virginia, we manage our coffee farm, Finca La Despensa, located in Supatá, Colombia, South America. We purchased our 8 acre coffee farm in 2012 and since then visit it several times a year. We assist the Colombians working on the farm and ensure high standards and environmentally friendly farming methods are being implemented throughout the entire process of growing, harvesting, de-pulping, drying, and roasting of our Aroma of the Andes Specialty Coffee.

Because our farm is located at a high altitude in the Andes Mountains, the coffee bean is denser, more flavorful, and more unique! Currently, Finca La Despensa grows 6,500 Arabica coffee trees of the Colombia and Castillo varieties. All of our coffee is shade grown, hand picked, and sun dried in Colombia. It is then exported to West Virginia where we fire-roast our coffee in small batches for coffee-loving consumers like you.

When you purchase Aroma of the Andes products, you are doing more than enjoying an awesome cup of coffee! You are supporting our efforts to give back to the local community of Supatá, Colombia in the form of school supplies for an elementary school and food for elderly and low income families. Also, a percentage of all coffee sales go directly to supporting clean drinking water projects in the Amazon region of Colombia, Brazil, and Peru.

ATHENS' OWN Owner Constantine Faller · Athens, Ohio

Athens' Own was born from our commitment to sustainability and resilience, and every action we take is guided by our greater goal of driving social change. From our best-selling line of Dawn Chorus Coffee to our mouthwatering dry-aged beef, each purchase you make creates wealth and promotes rural livelihoods across Appalachia and across the globe.

We embrace our local economy and local organizations—we don't just buy local, we help make buying local happen! We don't just donate money to nonprofits, we get involved and participate in the action! We don't just idealize a perfect world, we try to "walk the talk" to demonstrate one way it could be possible today.

BLUESTONE MOUNTAIN FARM

Our soap line from Bluestone Mountain Farms was created in 2006 so we could bring our handcrafted soap, infused with essential oils, goat's milk and fresh herbs to the people! Our diverse and specialized soaps aim to help customers where they need it most. Poison Ivy itch? No problem. Acne? We've got that covered. Need something sensitive and soothing for your shave? Check. With over 40 varieties to choose from, we'll find the best fit for you!

Newer product roll-outs include fruit butters and popping corn, all made from ingredients we grow right here in West Virginia! With the addition of 10 acres for the 2017 year, stay posted for more delicious food products that will satisfy and delight your taste buds!

CASA NUEVA Casa's Worker Owners · Athens, Ohio

From our house to yours, Casa Nueva brings you the best "Farm to Table" specialty products around. At Casa Nueva Specialty Foods, we partner with local farmers and growers throughout southeast Ohio to source the freshest ingredients at their peak. Made in small batches, our

products capture the season in a jar. From Mild Salsa to Bloody Mary Mix, enjoy our timetested, restaurant recipes on your home table.

Casa Nueva Salsa and Casa Limited Harvest products were developed by the talented cooks of Casa Nueva Restaurant, a community institution in uptown Athens since 1985. As a worker-owned cooperative, we have maintained a commitment to collaboration and respect for our workers, customers and community. Casa Nueva is dedicated to a healthy, equitable and sustainable future for our region. Casa Nueva—where democracy is always delicious and local.

CUSTARD STAND CHILI Owners Dee and Angie Cowger, Webster Springs, WV
We wouldn't dream of making Custard Stand Chili anywhere but our hometown of Webster Springs, West Virginia! Custard Stand Hot Dog Chili, our signature product, features only 100% ground beef in a century-old, family recipe with quality ingredients and a secret blend of spices. Using Dee and Angie Cowger's personal recipe, Custard Stand Chili Soup with Beef and Beans tastes like what you or your mama would make at home. While we didn't get a deal on ABC's "Shark Tank" in 2016, the incredible exposure is helping Custard Stand Chili become America's tastiest chili! Custard Stand Chili products aren't just for the bun and bowl. Both Custard Stand Hot Dog Chili and Chili Soup make delicious taco salads, loaded baked potatoes, chili mac and much more. Check out our website for additional recipes and serving ideas.

D.B. YUMMERS Owners Jeff & Luann Detty · Washington Courthouse, Ohio
Taste the sweet tang of a Blue Ribbon winner. D.B. Yummers' famous BBQ sauce will take you back to the days of the County Fair. Try them on hot wings, in chili, or to spice up any dish. Choose from Sweet & Smoky, Mildly Spicy, or Island BBQ. Our sauces are preservative free, allergen free, gluten free, and naturally fat free.
The famous D.B. Yummers BBQ sauce was developed over fifteen years ago by Deb and Bill Diley at our restaurant Yummers in Washington Court House, Ohio. Because we had such big crowds on the weekends, we started having cook-outs every Friday and Saturday night to celebrate food, family, and friends. We really had a great time at Yummers and are thankful for the years we spent celebrating with our fantastic staff and loyal patrons. Although the restaurant is a distant memory, our customers just couldn't resist asking for our famous sauce. We decided to respond to the wonderful community that gave us so much joy over the years, and D.B. Yummers was born.

DIRTY GIRL COFFEE Owners Jane Cavarozzi and Kara Tripp, Glouster, Ohio
We want everyone to enjoy life and drink fantastic locally roasted coffee! That's why we roast exceptional fair trade, organic coffees to surprise and delight every palate!
At Dirty Girl Coffee, we also aspire to positively impact the lives of disadvantaged women and girls, both in our Appalachian community and beyond. We lobby state and local government, developers, and businesses to expand industrial development and to continue to expand transportation corridors to promote growth and job creation in Appalachia. Ultimately we want to work to expand our bottling, processing, and roasting operations to create jobs and support the local economy. We also work to advance women and girls through mentoring, activities, and programs that give women the skills needed to progress socially and economically. We source only fair trade, organic coffees and choose suppliers that support sustainability and women's equity in coffee growing regions.

ELLIEFINN'S GO SNACKS Owners Carolyn and Jacob Gahn, Berea, Kentucky
Fruit & Veggie Energy For Every Adventure!
Everybody has trouble eating their veggies sometimes, whether kids, adults, or elephants. But we've made it ridiculously easy to snack your veggies with our delicious EllieFinn's Go Snacks!

Every pack is carefully crafted to provide 1/5 of your daily veggies and 1/2 of a child's (significantly less for an elephant).

Our snack bites are full of amazing superfood nutrition from chia seeds, sesame, coconut butter and organic veggies like Spinach, Beets, and Carrots. But they don't taste like a health food! Kids and Adults alike love the naturally sweet flavor from tasty fruit, like strawberries, apples, and dates. Resealable 2.5 oz pouches are so convenient to toss into a messenger bag, purse, or lunch box, they can go anywhere! Keep them at the office to curb sugar cravings or at family outings to tide a hungry mouth until meal time. Recharge after a jog without the guilt and power up to reach new heights. Filling and nutritious energy for families, professionals, and adventurers on the go! These healthful treats are also great alternatives for Halloween treats, holiday gifts, and stocking stuffers.

HERBAL SAGE TEA COMPANY Owner Maureen Burns-Hooker, Pomeroy, Ohio
Awaken your inner spirit with the taste of Herbal Sage tea! Each recipe has been blended naturally to sooth your soul and expand your mind. Only natural ingredients make their way into the flavor of Herbal Sage teas. We use organic ingredients whenever feasible, and seek growers with the best quality herbs, spices, and teas from around the world. Herbal Sage Tea Company was created in 1996 with a simple mission—to create healthy tea blends that taste great using the finest ingredients available. We never use manufactured flavorings or extracts. Our herbs are also minimally cut so that more essential plant oils remain intact, which enhances both taste and the therapeutic qualities of each herb.

JB'S BEST Owner Jonathan Leal, Athens, Ohio
Do you cook with fire? We do here at JB's Best, and we welcome you to taste and see why we deserve a spot at your grill! JB's Best has been a sister brand to Vino de Milo since 2003. Our product line includes a wide range of salsas and BBQ sauces, all made with Ohio-grown ingredients, and all made from scratch. Unlike many food companies, we make all products ourselves in small batches, with a strong attention to quality and care!

J.Q. DICKINSON SALT-WORKS Owners Nancy Bruns and Lewis Payne, Malden, WV
J.Q. Dickinson Salt-works is a 7th generation salt-making family harvesting an all-natural salt by hand, from an ancient ocean below the Appalachian Mountains of the West Virginian Kanawha Valley. We are deeply aware that the power of Mother Nature makes our salt. We are passionate about our local community and deeply connected to a healthy community that will allow our family and yours to live off the land for many years to come.

LAPP IT UP KOMBUCHA TEA Owner Junita Lapp, Malta, Ohio
Lapp It Up Kombucha is a small kombucha craft brewery located in the heart of southeastern Ohio. We pride ourselves in brewing high quality small batches of kombucha and working with local farmers and businesses to use fresh, organic, local, and seasonal ingredients whenever possible. Our customers love our kombucha because of its freshness, lightness in taste, and overall drinkability. In addition to tasty fruit and herbs, we put some of our love for you and passion for ferments into each batch!

MAD SWEET HEAT Owners Debbie and Mark Titus, Springfield, Ohio
Mad Sweet Heat is a small family business that believes in producing a quality product for everyone to enjoy. We offer two selections—sliced candied jalapeños and candied jalapeño relish! Mad Sweet Heat uses all natural ingredients, no preservatives, and no artificial coloring. Our candied jalapeños are produced by hand, running quality checks from washing to

packing—ensuring the highest standards throughout our process. The development team is constantly coming up with new ideas for the Mad Sweet Heat line; research takes time and we want to get it right. We have a saying in our house that gets used a lot: “Edison’s first light-bulb didn’t work either.” It’s simple and it helps us persevere.

We are an “Ohio Proud” company and we’re able to say our product is 100% processed in Ohio, right down to the label. We’re sincerely appreciative of family and friends who have been involved in the journey of Mad Sweet Heat and of our loyal customers that share our products with others.

NATURE’S MAGIC Owner Danielle Young, Athens, Ohio

All natural, eco-friendly cleaning products! Nature's Magic products are non-toxic, plant-based, and sustainably made in Athens, OH. They are safe for humans, pets, and our planet. We only use high quality ingredients found in nature. Each product contains a blend of pure essential oils that provide a lovely aromatic experience while cleaning. We created our hardworking products 9 years ago, cleaning with them commercially and residentially, and our clients and customers loved them! Now you can find them in a variety of markets and storefronts around Ohio, West Virginia, and Virginia. Help eliminate unnecessary chemicals in your region, and stock up on Nature's Magic products!

SHAGBARK SEED & MILL Owners Michelle Ajamian and Brandon Jaeger, Athens, Ohio
Shagbark Seed & Mill, a woman majority-owned certified organic milling and seed cleaning food hub in Athens, Ohio, offers Ohio Grown, Ohio Made organic grains and beans made into milled products, snacks, pasta, and tortillas. All milling is fresh to order within a week of sale.

Famous for our traditional corn tortilla chips—crunchy, corny gems, which owners Michelle and Brandon lovingly call, “Our Gateway product,” Shagbark’s mission is to decommodify the commodities one delicious bite at a time! We offer rock bottom pricing to food access programs in schools and camps and sponsor community festivals, camps, activists, and art in our region. Ready to join the Staple Food Revolution? Join us and try all our products!

In addition to our wholesale offerings, we also produce Fresh Corn Tortillas, and Heirloom Flour, Grits, Polenta, Corn meal, and Cereals made from certified organic Buckwheat, Red Fife Wheat, Oberkulmer Spelt, and Wapsie Valley Corn.

SWEETGRASS SOUTHERN GRANOLA Carolyn and Jacob Gahn, Berea, Kentucky

Ever since creating our original Sorghum Granola recipe in a remote Kentucky cabin, Sweetgrass has been a family affair. Since then, our family has made a couple of additions (Hello Finn & Ellie) but our granola has retained its hand-made attention to detail and unique locally grown and natural ingredients.

Sweetgrass Granola is truly a one of a kind product that presents the flavors of our old Kentucky home. We lightly sweeten our granola with sorghum syrup, a nutritional powerhouse and “maple syrup of the South.” We use local and organically grown ingredients, and refrain from refined sugars, gluten and GMOs. We can honestly say that you’ll have no other granola like Sweetgrass Granola.

THISTLEDEW FARM Owners Ellie and Steve Conlon, Proctor, West Virginia

ThistleDew Farm started with two beehives in West Virginia. The business and the Conlon family has grown to include four sons, three dogs, four cats, 700 beehives, beeswax candles, beeswax skin and lip cream, honey mustard, bee beards, pollination, and a honey of a gift shop! We can’t forget West’s Best honey-based condiments and Mountain Craft Shop, home of “fun toys from your past”! Steve “The Beeman” Conlon is nationally known for his amazing beard of bees and provides demonstrations of this fascinating display around the country, and has

appeared on “The Tonight Show with Jay Leno.” The Colon family is motivated by their deep rooted faith, Quaker principles, and family. Beekeeping is our way of helping the environment in a unique and challenging way for the whole family! The result of our labor is quality products at reasonable prices. At ThistleDew, the proof is in the pudding...er, HONEY!

VINO DE MILO Owner Jonathan Leal, Athens, Ohio

Founded in 2003, we’ve grown from 3 pasta sauces into a full line of made-from-scratch products, encompassing salad dressings, pasta sauces, bruschetta toppings, salsas, and BBQ sauces. Unlike many food companies, we make all of our products ourselves, using locally-sourced ingredients whenever possible. Our commitment to quality, creativity and versatility can be tasted in every product, and with our R&D chef on staff, we can easily customize new products for our retail customers. From our pasta sauces to our savory jams, we’re sure you’ll love our delicious line of family favorites!



Additional Participants

Charles Town Farmers Market

Fiona Harrison, h.f.harrison@gmail.com

Eastern Community and Technical College

Tina Metzger, tina.metzger@easternwv.edu

New Appalachian Farm Research Center (NAFRC)

Melinda Francis, mgriser21@gmail.com

Ranson Community Gardens

Ethier Roger, engnerswobord@hotmail.com

Small Business Development Center (SBDC)

Mary Hott, mary.e.hott@wv.gov

Value Chain Cluster Initiative (VC2), Natural Capital Investment Fund

Marti Neustadt, martineustadt@vc2.org

Mary Oldham, maryoldham@vc2.org

Washington County Government, Department of Business

Leslie Hart, lhart@washco-md.net

WV Department of Agriculture

Nathan Bergdoll, nbergdoll@wvda.us

West Virginia Food and Farm Coalition

WVFFC: Evelyn Hartman, ehartman@wvfoodandfarm.org

WVFFC Aggregation and Distribution Working Group: Patti Miller, panoramaatp@gmail.com

WVU Extension Service Small Farm Center

Lisa Jones, lisa.lagana@mail.wvu.edu

WVU Extension Service

Berkeley county: Mary Beth Bennett, mbbennett@mail.wvu.edu

Jefferson county: Emily Wells, emily.wells@mail.wvu.edu

Morgan county: Cindy Smalley, cindy.smalley@mail.wvu.edu