# involved in sustaining agriculture

### community agriculture



## Guide to Pioneer Valley Wholesale Farms



Many Pioneer Valley farms and agricultural businesses sell their products wholesale and can supply area restaurants and retailers with local produce, meat, dairy, and more. The following is a list of contacts that can be used by restaurants, retailers, institutions, and businesses looking to source locally grown products.

We recommend contacting businesses directly about specifics like minimum order size, seasonal availability, and delivery schedule. CISA's Local Hero staff members can also help wholesale buyers learn about local sourcing and find suppliers that are a good match for the buyer's needs.

#### The guide is split into seven sections:

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Within each section, listings are categorized by whether they are a distributor, a farm that does primarily wholesale, or a farm that does wholesale and direct.



Local delivery at Smith College Dining in Northampton Photo by Elizabeth Solaka

CISA is a nationally recognized organization of farmers, community members, and advocates working together for the last 25 years to strengthen farms and engage the community to build the local food economy. CISA's programs and efforts help farmers sell their products and buyers find local. CISA works with partners to ensure that locally grown food is available to more residents of our region.

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This business is well-equipped to service an institution or large retailer.

**Distributors**: These businesses aggregate all or much of their product from farms across the valley, and can be thought of as a one-stop shop for restaurants, institutions, and retailers. They have a wide variety of products available and are experienced working with larger customers. They also offer trucking services.

Farms that Sell Primarily Wholesale: These wholesale-only outlets are tailored to meet the needs of large customers and orders, and may have more specialized offerings. All of the farms in this section are able to accommodate institutions and large retailers, in addition to smaller retailers and restaurants.

Farms that Sell Wholesale & Direct: These farms are accustomed to both direct customer sales and wholesale customer relationships. The farms here range from diversified farms with offerings that vary throughout the season to niche farms specializing in one product. Some are more attuned to suppling restaurants and smaller retailers, whereas others have capacity for institutions and large retailers as well.

### **Produce**

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#### **Distributors**

AC's Main Street Market 487 Main Street, Springfield 413-737-3086 · acmainstreetmarket.com

A family-owned and operated market and distributor in Springfield's South End. We carry a range of premium products, including a wide variety of seasonal and local produce and the finest quality Italian meats, artisan cheeses, fresh fruits, and specialty products. Deli and catering available. We also wholesale fresh produce to the finest dining establishments in the Pioneer Valley—delivering Monday to Saturday!

#### Joe Czajkowski Farm III 86 Comins Road, Hadley 413-237-2615 · czajkowskifarm.com

We farm 400 acres, 162 of which are certified organic. This third-generation family farm is run by Joe who says, "We love what we do." We sold 27 different items to schools last year and are accustomed to meeting the needs of institutions. Orders are consolidated to make it easy for school buyers, meaning fewer gaps in orders. The farm is HAACP and GAP-certified, state-licensed, and insured to sell to institutions.

### Marty's Local IIII 2089 State Road, Richmond 413-537-3460 · martyslocal.com

A local and regional foods distributor. We partner with farmers and food producers in the Pioneer Valley, Berkshires, VT, Hudson Valley, and surrounding areas and connect them with institutional buyers, grocers, restaurants, and caterers throughout New England and NY. We offer a full range of source-identified products including produce, dairy, meat, grains, and specialty products. Freight services also available.



Anthony Calabrese of AC's Main Street Market

#### Myers Produce 111 311 River Drive, Hadley 917-733-9949 · myersproduce.com

Myers Produce is a regional distributor that operates out of a warehouse in Hadley, Massachusetts. Myers purchases products from small, primarily organic farms in Vermont, Maine, and Massachusetts, and sells to wholesale customers in New York and Boston. Myers also ships produce to both cities for a freight charge per box or pallet.

## Squash, Inc. 1315 Federal Street, Belchertown 413-256-8929 · squashinc.com

Year-round distributor of conventional and organic produce, butter, eggs, and cheese. We specialize in local produce distribution and trucking, and are proud recipients of CISA's 2014 Local Hero Award.

#### Farms That Sell Primarily Wholesale

## Astarte Farm 1123 West Street, Hadley 413-584-5552 · astartefarm.com

We produce certified organic local food with superior taste, increased shelf life, and peak nutritional value. Our specialties include tomatoes above and beyond the standard reds, unique lettuces, more than 10 varieties of heirloom garlic, abroad selection of cucumber types, beans of all colors and shapes, fresh-picked aromatic basil, and tasty spinach. New wholesale account inquiries are welcome.

### Clark Brothers Orchards, LLC 580 Apple Valley Road, Ashfield 413-628-1515 · facebook.com/ClarkBrothersOrchards

We are a family-owned and -operated business growing apples since 1886. We grow more than 20 varieties of apples on approximately 70 acres, all of which are Eco Apple certified. Find more information about our farm and the Eco Apple program at redtomato.org.

### Deepening Roots Farm 793 Bay Road, Amherst 413-537-9915 · deepeningroots.org

For seven years Deepening Roots has been supplying the Valley with a variety of nutrient-rich leafy greens, from arugula and baby kale to salad mixes. We also offer specialty products such as vegetable noodles, cauliflower and broccoli rice, and more. You can find our products at Big Y, River Valley Co-op, Atkins, State Street Fruit Store, Randall's, Big E's, and Fresh Acres.

## Fairview Farms, Inc. 11345 Long Plain Road, Whately 413-665-4361 • fairviewfarmsma.com

Fairview Farms, Inc. consists of three acres of greenhouses. We produce approximately 28,000 hanging baskets, 13,000 patio pots, 38,000 small potted annuals and accent plants, and 3,600 flats of spring annuals. We also grow field potted mums for the fall. We produce two crops of greenhouse tomatoes for spring (end of May to July) and fall (October to December) wholesale markets and restaurants.

### Four Star Farms, Inc. 496 Pine Meadow Road, Northfield 413-498-2968 • fourstarfarms.com

A sustainably operated family farm producing a variety of grains, freshly milled flour, hops, and turf. We take pride in the level of quality we pass along to you, offering only crops that we have grown and prepared to order at the farm. Our grains, flours, and hops are available year-round; turf is available seasonally. Monday-Friday 8am-4pm; please call ahead as we do not have a storefront.

### The Gill Greenery IIII 123 Center Road, Gill

#### 413-863-8733 · thegillgreenery@comcast.net

We are a small, family-owned-and-operated sprout farm. We currently grow eight different varieties of sprouts, year-round, at our indoor facility. We deliver weekly to food co-ops, restaurants, delis, and schools in western Massachusetts, southern Vermont, and New Hampshire. Call or email for details.

### Harvest Farm of Whately 125 Long Plain Road, Whately 413-665-2030 · harvestfarmofwhately.com

Vegetable, bedding, and herb plants. Crops: kale, collards, mustard greens, turnip tops, mint, Swiss chard, parsley, beets, tomatoes, and specialty eggplants. Wholesale only.

## Kitchen Garden Farm 131 South Silver Lane, Sunderland 413-387-5163 · kitchengardenfarm.com

We grow 50 acres of organic specialty vegetables with the goal of providing the highest quality, best tasting, most beautiful produce to our community. We sell to the best restaurants and stores in the Pioneer Valley, Boston, NYC, and around New England. In September, we host Chilifest, our annual farm festival celebrating all things spicy, including our farm-fresh sriracha and salsa.

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# Lazy Acres Farm III P.O. Box 158, Hadley 01035 Farm location: 138 West Street 413-584-2487

A family farm for over 100 years. We offer summer squash (yellow and green), many varieties of sweet corn (bi-colored and white), winter squashes and pumpkins (mini, sugar, and face), and organically grown heirloom grains (non-GMO) including rare varieties of wheat and milling corn. Old fashioned quality and service; honest prices.

## Mountain Orchard, LLC 1111668 Main Road, Granville 413-357-8877 · mountainorchard.com

Our self-serve stand is open 24/7 from mid-July through November 30. We offer peaches, pears, nectarines, and 18 varieties of apples including Paula Red, Ginger Gold, Mac, Macoun, Empire, and Cortland. Take a scenic drive to the foothills of the Berkshires and enjoy that crisp mountain flavor. A family farm since 1919.

## New England Apiaries/Billy C's Raw Honey P.O. Box 562, Westfield 413-454-8403 · newenglandapiaries.com

Based in Westfield, New England Apiaries and Billy C's Raw Honey provides pollination services and produces local raw honey. The business started as a hobby with one hive in 2005 and evolved into a commercial operation with more than 1,200 hives today. While sales are limited to wholesale, you can find Billy C's Raw Honey at numerous locations throughout western Massachusetts.

## Open Palm Farm 10 Jones Road, Deerfield 413-522-0301 · open-palm.org

We are a small farm specializing in salad greens and prioritizing wholesale relationships. Our focus is a consistent, high quality product. Our greens mixes are triple washed and ready for use. Organically grown with care, our crops include: lettuce mix, mesclun, baby kale, and arugula as well as bunched greens such as kale, chard, and collards. Delivering Thursdays throughout the Pioneer Valley, June–November.

#### Plainville Farm IIII 135 Mount Warner Road, Hadley 413-237-2616 · plainvillefarm.yolasite.com

We are a third-generation family farm specializing in asparagus, green beans, pickling cucumbers, and broccoli in the spring and summer months. In winter and fall we have all types of winter squash from butternut (whole and peeled) to more exotic varieties including borabora and delicata. We sell to large chain suppliers as well as small local farm stands.

## Queen's Greens (12) 62 Russellville Road, Amherst 413-345-0848 • queensgreensfarm.com

We specialize in certified organic greens, herbs, and select vegetables for wholesale buyers. Please visit our website for more information at queensgreensfarm.com.

## Szawlowski Potato Farms, Inc. 107 Main Street, Hatfield 413-247-9240 · swazpotato.com

Since 1910, the Szawlowski family has been growing potatoes in the Pioneer Valley. Based in Hatfield, our 3,000 acres of white, red, gold, and russet potato fields span several towns along the Connecticut River. SWAZ brand local potatoes are available from August through November. You can find them in local grocery stores and on the menu at many area restaurants. See our website for more information.

## Twin Oaks Farm 116 Stockbridge Street, Hadley 413-549-0016 • twinoaksfarmhadley@gmail.com

We are a third- and fourth-generation family-owned and -operated vegetable farm. We are primarily wholesale growers of beets, leeks, cabbage, bell peppers, eggplant, summer squash, zucchini, winter squash, Indian corn, mini-pumpkins, and swan gourds. We can accommodate large or small orders; please call to make arrangements. GAP and Commonwealth Quality certified. We believe quality, not quantity makes all the difference in our products!



### At a Glance: Joe Czajkowski Farm

Joe's family has been farming in the United States for 101 years. His grandfather started the farm in Hadley in 1960, growing tobacco. When the tobacco industry began to decline, the farm started to evolve and diversify. Today, Joe grows around 30 different vegetable and fruit crops, mostly selling to large buyers like UMass Amherst and Trader Joe's.

Photo by Elizabeth Solaka

### At a Glance: Kitchen Garden Farm

Caroline Pam and Tim Wilcox's first farm sprouted on one acre of rented land in Hadley, where they grew "unusual and specialty vegetables" they enjoyed cooking with but couldn't find in the area. Today they farm on fifty acres in Sunderland, and their commitment to delicious, nutritious, organic food has not wavered. "We're always focused on the end goal of eating," Caroline says. "Life wouldn't be the same if we couldn't cook and eat the dishes we make every year with fresh garlic, herbs, and chilis. I think, this is life, and that's why we do any of it." Caroline and Tim know that food brings people together. Every day, the work crew eats lunch together at a long table. All fourteen members take a turn cooking for the rest of the group, cultivating relationships that help sustain them through hot summer days of hard work.



Photo by Kitchen Garden Farm



Photo by Jason Threlfall

### At a Glance: Queen's Greens

Queen's Greens is owned and operated by Matt Biskup and Danya Teitelbaum. They grow certified organic produce from seed on 30 acres of land in Amherst and Sunderland. They sell to many Pioneer Valley restaurants and caterers as well as retailers such as River Valley Coop and Atkins Farm Store. Queen's Greens is known for their extremely high quality produce.

#### Farms That Sell Wholesale & Direct

Al Stepanik Greenhouses III 512 Southwick Street, Feeding Hills

413-789-2278 • facebook.com/alstepanikgreenhouses Offering a wide variety of retail and wholesale annuals, perennials, and hanging baskets. Our farm stand opens for spring in April with pansies and much more. Visit us in fall for mums, pumpkins, and other fall decorations, and after Thanksgiving for Christmas trees, wreaths, cemetery logs, kissing balls, and roping. Open Monday to Friday 10am–5pm; Saturday and Sunday 9am–5pm.

## Apex Orchards III 225 Peckville Road, Shelburne 413-625-2744 · apexorchards.com

Since 1828 we have been providing the Valley with the finest farm products. We have a great selection of apples, peaches, nectarines, apricots, plums, pluots, pears, Asian pears, table grapes, quince, and kiwi, as well as cider vinegar and honey. Our farm offers PYO apples in the fall with one of the best views in the state. Open August–April, 9am–5pm daily. Come see our newly built farm store, open in July!

## Atlas Farm 218 Greenfield Road, South Deerfield 413-397-3587 • atlasfarm.com

We grow high quality, certified organic vegetables, herbs, flowers, and fruit for wholesale, farmers' markets, and our own retail store on Routes 5 & 10 in South



Apples at Apex Orchards Photo by Elizabeth Solaka

Deerfield. Sign up for our market share program for all the benefits of a CSA share with even greater flexibility and savings! Our store is stocked with local meat, cheese, grain, and more from the region's best farms and food artisans. Open daily 8am-7pm.

# Bardwell Farm 49 Main Street, Hatfield 413-588-7341 · bardwellfarm@gmail.com bardwellfarm.com

We support locally grown produce along with sustainable agriculture! We are a retail and whole sale farm supplying to local restaurants and stores! Along with our roadside farm stand that is always offering a variety of fresh vegetables! We grow a variety of different vegetables; open from Spring-Fall. Call for orders, questions, everyone is always welcome!!

# The Bars Farm 146 Mill Village Road, Deerfield 413-772-1031 · thebarsfarm@comcast.net · thebarsfarm.com

We grow 15 acres of diversified vegetables for wholesale and retail, 30 varieties of peppers (hot to sweet) and our own smoked chipotle, 10 varieties of tomatoes, cukes, lettuce, sweet corn, a variety of squashes, pumpkins, mums, and more. We have a large selection of flowers and veggie starts to choose from. Visit our website for more information. Open daily 9am–6pm, May–November. We are IPM and Commonwealth Quality Program certified.

#### The Benson Place 182 Flagg Hill Road, Heath 413-337-5340 · bensonplace.org

Certified-organic lowbush (wild) blueberries available beginning late July. Visit our website on or soon after July 3 to order your pre-picked fruit or to schedule a weekday pick-your-own visit. Weekends are open for unscheduled PYO with a 9am-2pm arrival time. Visit year-round to walk our scenic Franklin Land Trust-designated trail.

# Blue Heron Farm 38 Warner Hill Road #1, Charlemont 413-339-4045 · info@blueheronfarm.com · blueheronfarm.com

Situated on 130 hilltop acres, our main agricultural crop is certified organic pure maple syrup. We also breed, train, show, and sell purebred Norwegian Fjord horses (search for Blue Heron Farm Fjords on Facebook), and we offer farm vacation rentals at four free-standing houses of varying sizes.

#### Book & Plow Farm 6 East Drive, Amherst 413-253-9528 · bookandplowfarm.com

Book and Plow Farm is now a department of Amherst College. Our mission is threefold: engage students in collaborative-and productive farm labor; provide quality produce to our college community; and offer people space on campus to connect with food, land, and each other. Our produce is available at Valentine Hall, through Dining Services, and through a weekly CSA share in the Fall.

#### Boyden Brothers Maple 642 South Deerfield Road (Route 116), Conway 413-369-4665 · boydenmaple@gmail.com

We are third-generation farmers on both sides of the family making maple syrup, cream, and candy. Visit us during spring sugaring season when the sap runs! We sell retail, wholesale, and mail order. Our own pre-cut Christmas trees are available in December. Retail store is open during sugaring season, as well as December weekends before Christmas. Call or email us anytime to arrange for order pickup or shipment.

### Calabrese Farms 257 Feeding Hills Road, Southwick 413-569-6417

Early season: bedding plants, hangers, geraniums, and perennials. Summer season: our own corn, strawberries, blueberries, peaches, tomatoes, melons, and much more. Fall: mums, ornamentals, pumpkins, cabbage, and squash. Visit our farm stand April–October. CSA shares available mid-May to mid-October; sign-ups for the 2019 season begin in September. Find us on Facebook.

### Ciesluk Farm Stand 564 Greenfield Road, Deerfield 413-773-8164

In the heart of Historic Deerfield. Sweet corn is our specialty, wholesale and retail. Pumpkins wholesale and retail. Farm fresh vegetables (tomatoes, cucumbers, and more) and fruit (apples, peaches, blueberries, raspberries, and strawberries in season). Honey, maple syrup, cider, and jams. Assorted annuals and perennials. Fall mums and great gifts for the garden or home! Find us on Facebook

### Dancing Bear Farm 181 Frizzell Hill Road, Leyden 413-774-2021 · dancingbearfarm.com

Starter plants in the spring, heirloom tomatoes, baby greens, lettuce, garlic, onions, peppers, potatoes,

assorted vegetables in season, and, of course, pumpkins. Now offering figs and fig trees. No chemical fertilizers or pesticides. Ever.

### Dickinson Farm 309 East State Street, Granby 413-467-3715 · dickinsonsfarm.com

Open daily in season offering Easter plants, bedding and vegetable plants, roses, mulch, corn, tomatoes, native veggies, baked goods and breads, milk, eggs, cheese, pumpkins, cornstalks, fall decorations, poinsettias, wreaths, Christmas trees, kissing balls, and custom orders. Enjoy PYO strawberries, blueberries, and apples at our new Ludlow Road and 134 South Street location. Please call for details.

#### DJ's Farm Fresh Produce Leverett Road, Shutesbury 413-259-1317

Our mini-farm offers fresh, attractive, vine-ripened fruit and vegetables grown in a healthy way. Farm stand is open daily June-November offering a seasonal variety of fresh salad mix, head lettuce, kale, collards, Swiss chard, bok choy, cilantro, parsley, white salad turnips, tomatoes, melons, summer squash, spinach, peaches, raspberries, and hardy kiwis. Our items are also available at the Leverett Village Co-op.

#### Dufresne's Sugar House 113 Goshen Road, Williamsburg 413-268-7509 · sugarmaker@msn.com berkshiremaple.com

We have "over 100 years of sugaring experience boiled down for you" to produce 100% pure maple products, including syrup, maple cream, granulated sugar, and maple sugar candy! All syrup grades have a special, complex flavor that comes from the mountain on which our trees reside. For individuals or businesses interested in superior, award-winning products we ship countywide and sell wholesale. Call ahead to stop by.

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E & J Scott Orchards have been maintained by our family since 1954. Fruits include apples, apricots, blackberries, blueberries, cherries, grapes, nectarines, peaches, pears, plums, quince, and raspberries, and can be found at our Buckland and Goshen farm stands. Our main store in Ashfield is open Wednesday–Sunday 10am–6pm September–May. Organic duck eggs are also now available upon request as well as free-range chicken eggs.

### E. Cecchi Farms 1131 Springfield Street, Feeding Hills 413-786-2489 · facebook.com/ececchifarms

Farm-fresh vegetables and fruit and a huge selection of quality annuals, perennials, hanging baskets, and herbs, all grown on our fourth-generation farm. Open daily May to October. Everything you'd grow if you had forty acres.

# Ferrindino's Sugarhouse 284 Glendale Road, Hampden 413-566-2040 · info@ferrindinossugarhouse.com ferrindinossugarhouse.com

Ferrindino's Sugarhouse strives to change the way you look at your ingredients. Produced using rigorous sanitary standards and state-of-the-art processing techniques, our 100 percent pure maple syrup is the finest available. Products are available at our sugarhouse in Hampden or from our website. For tours, please call ahead to schedule.

### Five College Farms 319 River Drive, Hadley 413-548-3959 • fivecollegefarms.com

We grow fresh, organic, heirloom tomatoes in our year-round, efficient, and innovative greenhouses. We also grow cucumbers and other seasonal crops outdoors and in our hoop houses. Our produce is available at local institutions, retail stores, and exclusively at Pulse Café in Hadley. Please visit our website.

### Four Rex Farm, Inc. 110 West Street, Hadley 413-584-5982

Four Rex Farm is a 200-acre diversified wholesale/retail vegetable operation. We start off the season with various annual and perennial flowers and vegetable plants. Our main season crops include sweet corn, tomatoes, peppers, seedless watermelon, and cantaloupes, as well as summer and winter squash. Our farm is IPM-certified and uses sustainable practices to ensure the best products available.

#### Good Bunch Farm 482 Newhall Road, Conway 413-588-1722 • facebook.com/goodbunchfarm

We produce many varieties of vegetables using organic practices for the Shelburne Falls and Ashfield farmers' markets as well as local restaurants and co-ops including McCusker's Market, The Blue Rock Restaurant, Hearty Eats, and the Ashfield Lake House. We are known to

the community as a reliable producer of high quality produce. Our hoop house provides season extension for tomatoes, peppers, and greens.

#### Hinckley Harvest Farm 153 Russell Road, Westfield 860-878-7090

Hinckley Harvest Farm focuses on the product, to provide our community with quality food options. We focus on providing the ability to "pick up and go" at our farm stand and get back to the dinner table with loved ones more quickly. Local, freshly grown fruits and vegetables available daily during the growing season. Also look for pumpkins in the fall and Christmas trees in winter.

#### Johnson Brook Farms, LLC 292 College Highway, Southwick 413-530-4033 · facebook.com/johnsonbrookfarms jsarnold51@comcast.net

A small family farm located in the center of Southwick. Visit our farm stand for asparagus in May and strawberries in June. We also wholesale strawberries and pumpkins.



Michael Cecchi of E. Cecchi Farms

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A 150-acre wholesale and retail farm stand operation based on sustainable agricultural practices. Plants, fruit and vegetables, seasonal decorations, maple syrup, pickles, jams and jellies, local gifts, and homemade baked goods. Hayrides and corn maze. Wholesale products include blueberries, sweet corn, pumpkins, peaches, and apples. Open April–November.

#### Kushi Farm & the North Hadley Chili Pepper Company 196 River Drive, Hadley 413-387-7959 · kushifarm.com

Kushi Farm and the North Hadley Chili Pepper Company, LLC are complementary businesses that focus on providing quality crops and agricultural services. Formed-in honor of the original Kushi Farm, we offer wholesale products including peppers (hot and bell) and hot pepper jelly. The operation also supports agricultural-education and research.

### McKinstry's Market Garden, Inc. 1753 Montgomery Street, Chicopee 413-536-2043

Specializing in sweet corn, tomatoes, fresh fruit, and other vegetables. Farm stand open May-October. Find us on Facebook.

# Meadowbrook Farm 185 Meadowbrook Road, East Longmeadow 413-525-8588 or 413-525-9080 meadowbrookfarmma.com

Open early spring with a wide variety of bedding and vegetable plants, perennials, and nursery stock, and a huge selection of hanging baskets. June brings PYO and pre-picked strawberries. From July to September, enjoy our fresh-picked vegetables and unsurpassed sweet corn. Fall offers mums, pumpkins, and fall decorations. The year concludes with Christmas trees (specializing in Fraser firs), wreaths, and holiday decorations.

## Mycoterra Farm 1115 75 Stillwater Road, South Deerfield 413-397-3654 · mycoterrafarm.com

We produce gourmet and exotic mushrooms year-round, including: shiitake, oyster, lion's mane, enokitake, nameko, reishi, maitake, and turkey tail. We also offer growing products for the home grower and an expansive variety of mushroom skincare products. Gift items are

also available. Our mushroom club card offers the same discount as our CSA with flexible redemption at our new retail store and at farmers' markets.

#### New England Wild Edibles 65 Foundry Village Road, Colrain 413-200-8226 · newedibles.com

We provide fresh shiitake mushrooms, forest grown on select hardwood logs, from May-November, and dried shiitake mushrooms year-round. We also have mushroom tinctures, salt blends, jerk seasoning, and inoculated oak and sugar maple logs so that you can grow shiitake mushrooms on your own. Foraged wild mushrooms available seasonally. Find our products at local food co-ops and the Northampton Tuesday Market; check our website for a complete listing.

### Next Barn Over Farm 15 Lawrence Plain Road, Hadley 413-461-8444 · nextbarnover.com

Organic mixed vegetable CSA. Farm shares are available for 2018. Members visit the farm weekly from June through October to choose from an abundant variety of vegetables, herbs, flowers, and fruit. We aspire to grow tasty, healthy, and affordable food, provide a vibrant community gathering place, and keep justice and sustainability at the heart of our farm. We accept SNAP.

### North Hadley Sugar Shack 181 River Drive, Hadley • 413-585-8820 www.northhadleysugarshack.com

Our 100% pure Maple Syrup - tapped and produced here in Western Massachusetts - is available to select wholesale accounts throughout New England and beyond. To request our product and pricing list, sample different grades, discuss delivery and shipping options, or inquire about other products such as maple granulated sugar or maple cream, please contact Kevin Burt by phone or at northhadleysugarshack@gmail.com.

## Nourse Farms, Inc. 41 River Road, Whately 413-665-2658 • noursefarms.com

We are located in the Connecticut River Valley of western Massachusetts where we are blessed with very fertile valley soils. These growing conditions provide an excellent environment for fruit production, and the nursery operations now encompass some 800 acres in the towns of Whately, Hatfield, Deerfield, Montague, and Northfield MA.

### Old Friends Farm P.O. Box 904, Amherst 01004 413-687-5676 · oldfriendsfarm.com

A certified organic farm that makes specialty products using our own ginger and turmeric. Our small batch crafted products include our 2018 Good Foods Award winning Ginger Syrup, Turmeric Honey, Elderberry Turmeric Honey, Ginger Honey, spices, and teas. Available at Northampton Tuesday and Amherst Saturday markets, and wholesale to stores, florists, distributors, and restaurants throughout the Northeast and beyond.

#### Paul's Sugar House 28 Goshen Road (Route 9), Williamsburg 413-268-3544 · paulssugarhouse.com

International award-winning maple products available all year: syrup, candy, cream, and granulated sugar. Wholesale and retail. In November and December, visit our gift shop, "The Hilltown Christmas Place," filled with locally crafted gifts by over 70 artisans and craftsmen and, of course, our delicious maple products. Also, fresh cut local trees and freshly made wreaths and roping.

### Phoenix Fruit Farm 449 Sabin Street, Belchertown 413-213-1414 · phoenixfruitfarm.com

Located on a scenic hillside, we grow apples and peaches with a focus on sustainable, environmentally responsible management practices. Fruit is available seasonally through wholesale and pick-your-own. Visit our website or Facebook page for updates on pick-your-own and farm events.

#### Pignatare's Farm 380 East Mountain Road, Westfield 413-562-9096

Owned and operated by the Pignatare family for more than 40 years. We sell flowers, hanging baskets, vegetable plants, and herbs, as well as our own strawberries, asparagus, corn, tomatoes, cucumbers, melons, popcorn, and much more. In fall, we have pumpkins, mums, corn stalks, and Indian corn. Open May-October, Tuesday-Friday 9am-6pm; Saturday and Sunday 9am-5pm. Closed Mondays.

### Pine Hill Orchards 248 Greenfield Road, Colrain 413-624-3325 · pinehillorchards.com

A family-owned and -operated orchard that grows many varieties of apples, peaches, fruits, and vegetables for wholesale and for our retail store. The store is open

year-round with produce, our cider, homemade pies, fresh cider donuts, local meats and cheese, bakery, deli, and a wide selection of beer, wine, and hard cider. PYO apples available during fall weekends. Open Monday-Wednesday 6am-6pm; Thursday-Friday 6am-7pm; and weekends 7am-7pm.

# Pioneer Valley Popcorn 1232 Mohawk Trail, Shelburne 413-625-6323 · pioneervalleypop@gmail.com hagersfarmmarket.com

Pioneer Valley Popcorn, the white lowhull non-GMO popcorn everyone loves, continues to thrive. Grown on our fields in Colrain, our popcorn is available for wholesale and retail markets in one pound glass or plastic jars as well as in bulk. We also offer popping cobs and maple popcorn too.

### Red Fire Farm 7 Carver Street, Granby 413-467-7645 • redfirefarm.com

We grow delicious certified organic vegetables, PYO organic strawberries, 100 varieties of tomatoes, flower and veggie plants, and more. Our farm store carries local blueberries, sweet corn, milk, bread, cheese, and more. Weekly CSA farm shares are available year-round for pickup in Granby, Northampton, Montague, Springfield, Worcester, and Boston. Shares include free PYO at the farm! Visit our website to find fun events.

#### River Valley Farm 239 River Road, Whately 413-665-2752 · rsblueberry@hotmail.com

Established in 1977, the Sobieski family continues the tradition of producing the finest quality and best tasting blueberries available, grown using environmentally friendly IPM and organic methods. Come to our farm and enjoy the many health benefits this delicious fruit has to offer. PYO, retail, and wholesale available. A large variety of seasonal produce is also available at our farm stand.

### Riverland Farm 206 River Road, Sunderland 413-687-5781 · riverlandfarm.com

A family farm situated on the Connecticut River. We grow 40 acres of certified organic fruits and vegetables. We sell wholesale to grocery stores, distributors, producers, and restaurants in MA, CT, NY, and VT. Additionally, we have an on-farm and Boston-area winter CSA. We take pride in producing a high quality and diverse offering for our customers. Visit our website to find where you can purchase our vegetables.

#### Riverwood Farm 16 Walpole Road, Haydenville 413-320-9308

Offering a variety of vegetables, herbs, and flowers, grown on one acre in Haydenville. Favoring hand tools, we grow sustainably and without chemicals. Specialties include spinach, salad greens, and popular summer crops like tomatoes, cucumbers, peppers, and corn. Riverwood Farm produce is available at the farm stand at Valley View Farm just off of Route 9 and at River Valley Co-op and local restaurants.

#### Stone Soup Farm 81 Rocky Hill Road, Hadley 413-687-4341 · stonesoupfarmcoop.com

Stone Soup Farm is a 20-acre diversified veggie farm. We offer a June-November summer CSA, a November-April winter CSA, and we sell wholesale to local restaurants and grocery stores.

### Teddy C. Smiarowski III Farm Stand and Creamy 320 River Road, Sunderland

**413-665-3830** · facebook.com/smiarowskifarmstand Come visit! Retail and wholesale: farm-fresh vegetables

Come visit! Retail and wholesale: farm-fresh vegetables, fruit, our own cut flowers and floral arrangements, annuals, hanging baskets, planters, and more. Mums, pumpkins, cabbage, winter squash, and root vegetables available in fall, with Christmas trees, local wreaths, and holiday decór in December. The farm stand serves soft-serve ice cream, local hard scoop, and Polish food. Open early May—December.

#### Twenty Acre Farm and Greenhouses 351 River Drive, Hadley 413-549-5708

Starting in mid-March we have a beautiful assortment of pansies followed in April by a wide variety of flowering annuals and vegetable plants, hanging baskets, Proven Winners,® and many shades of geraniums. Our greenhouses are open until mid-June (wholesale available to qualifying businesses). In July we move on to our wholesale vegetable sales, continuing to November with a wide variety of vegetable crops.

### W & W Farms 178 Long Plain Road, Whately 413-665-3126

A family farm growing vegetables and specializing in potatoes for more than 50 years. Red, white, and Green Mountain potatoes packed fresh from our field to your table. Open weekends 9am-4pm, mid-July to mid-October.

#### Waidlich Farm

156 East Mineral Road, Millers Falls 413-522-2334 • facebook.com/WaidlichFarm

Here at Waidlich Farm, we produce and sell hay (most suitable for horses), sweet corn (wholesale and retail), maple syrup, lumber, and Christmas Trees. We have been a small family farm since 1920.

### Warm Colors Apiary 2 South Mill River Road, South Deerfield 413-665-4513 · warmcolorsapiary.com

Warm Colors produces and sells Massachusetts honey and beeswax candles using only non-chemical methods. Join us for our Annual Honey Festival on September 15. Free admission for a family-friendly day of food, education, and celebration of the honeybee. Visit our website for details.

### Warner Farm, LLC 23 South Main Street, Sunderland 413-665-8331 · warnerfarm.com

Warner Farm is one of the longest running family farms in New England. You can enjoy our produce in many stores and restaurants around the Valley, at farmers' markets in Amherst and Winchester, or by joining our CSA. We also invite you directly onto the farm during June for U-pick strawberries and during the fall for Mike's Maze, an eight-acre corn maze. The maze is open September-October, weekends from 10am-5pm.

# Wellspring Harvest 121 Pinevale Street, Indian Orchard 413-543-5190 · http://wellspring.coop/co-op-businesses/greenhouse-cooperative

Fresh lettuce year-round! Wellspring Harvest is the first commercial hydroponic greenhouse in the City of Springfield. Crisp, nutritious leafy greens available for hospitals, schools, businesses and through local supermarkets. The greenhouse employs five local residents and is organized as a for-profit worker-owned cooperative business.

## Winter Moon Roots 17 Lawrence Plain Road, Hadley 413-387-7140

From December to March, Winter Moon offers premium quality organic carrots, beets, parsnips, turnips, and radishes. The farm's storage facility requires minimal electricity and uses no refrigerant. Produce is available at winter farmers' markets as well as River Valley Co-op, Green Fields Market, Cornucopia, and Whole Foods Market.

### At a Glance: Old Friends Farm

Old Friends Farm grows 28 acres of certified organic salads, vegetables, and flowers for retail and wholesale. They are widely known for their salad greens, for pioneering Northeast-grown ginger and turmeric, and for the specialty products they make with these powerful roots. At Old Friends Farm, they grow what they love, and love what they grow. They are committed to a healthy workplace, environment, and community, and their products are infused with that attention. You'll taste the difference!



Photo by Old Friends Farm



Photo by CISA

### At a Glance: Warner Farm

Warner Farm is a tenth generation family farm located in Sunderland. They grow over thirty different crops on 150 acres of land and use agricultural methods that promote biodiversity and maintain the health of the soil including organic growing practices, integrated pest management, and crop rotation. The farm has been in operation since 1720 bringing fresh, quality produce to the community. They offer vegetable, fruit, egg, and flower CSA shares during the growing season and sell wholesale. Warner Farm is home to Mike's Maze, an eight-acre corn maze that features a number of family activities.

# At a Glance: Winter Moon Roots

Originally from Kensington, Maryland, Michael's love of growing food began early in a huge vegetable garden his family tended. That passion stayed with him into adulthood, and bolstered him through 16 years at the Food Bank Farm CSA, which grew 200,000 lbs of fresh produce for The Food Bank of Western Massachusetts every season, in addition to running a CSA. In 2011, Michael founded Winter Moon Roots, where he grows winter vegetables and aims for as small a carbon footprint as possible with extensive use of solar panels and some vegetable deliveries by bicycle. "Watching a kid take a bite of one of our sweet turnips and enjoy it," makes all the challenges inherent to farming worthwhile, and Michael also loves "selling to restaurants that understand good food and know what to do with it."



Photo by Winter Moon Roots

#### Meat

#### Farms That Sell Primarily Wholesale

#### Foxbard Farm 11114 400 Bardwells Ferry Road, Shelburne 413-625-4604 · foxbardfarm.com

We raise purebred Black Angus for sale to individuals, restaurants, and specialty food stores. Our animals are humanely raised, grass-fed from our own pastures and hayfields, and receive no added hormones or antibiotics. We also sell cordwood, hemlock framing timbers, and knotty pine siding.

#### Farms That Sell Wholesale & Direct

### Austin Brothers Valley Farm 270 West Street, Belchertown 413-668-6843 • austinsfarm.com

Pasture-raised beef available at our farm store by the cut, as well as beef sides to order, and fresh eggs. Farm store open daily year-round, please call ahead before coming. Fall corn maze, PYO pumpkins, and hayrides on weekends only. Open to schools and groups by appointment during the week. Quality hay available in square or round bales. Like us on Facebook, visit our website, or call for more information.

### Bridgmont Farm 71 Chesterfield Road, Westhampton 413-527-6193 · bridgmontfarm.com

A family farm more than 230 years old. Our grass-fed beef is certified hormone and antibiotic-free and is humanely processed; we also produce maple products and compost for sale. Our beef, pork, maple products, and compost are offered at our store as well as a beef CSA. Give us a call to make sure we are close by to assist you.

#### Chicoine Family Farm 116 Oliver Street, Easthampton 413-527-4882

Doing what comes naturally—we offer delicious, healthy, pastured poultry and 100% grass-fed beef. The herd and the flock graze freely on pesticide- and herbicide-free pastures all spring, summer, and fall; in the winter, they are fed our own sun-dried hay and baleage. Visit our farm store Sundays noon–4pm, visit us at Northampton and Forest Park markets, or call for an appointment. Find us on Facebook.

# Diemand Farm 126 Mormon Hollow Road, Wendell 978-544-3806 · info@thediemandfarm.com · thediemandfarm.com

Come see what's cooking! Home-style meals, soups, and desserts, including our famous potpies, available fresh or frozen in our farm store, or have us cater your special event. Also available: turkey, chicken, eggs, grassfed beef, and lamb. From our woodshop, hand-turned wooden bowls, birdhouses, trellises, and more. Available by pre-order: native custom-cut lumber, baby chicks, and started pullets.

#### Ellison Farms Beef 555 Miller Street, Ludlow 413-531-1655 or 413-265-3858

We produce high quality, naturally raised beef utilizing locally grown crops and our own farm-raised cattle without growth hormones or antibiotics. We maximize tenderness by aging it in USDA-certified processing facilities. Our products are guaranteed to be safe, healthy, affordable, and flavorful. Products available by the side for home freezer, wholesale, local markets, and farm stands.

### Frizzell Hill Farm 170 Frizzell Hill Road, Leyden 413-773-9294 • frizzellhillfarm.com

Happy goats are healthy goats. Goats prefer to browse, and the landscape here at the farm couldn't be better suited for goat farming. It consists of rocky, mountainous terrain where ideal forage grows abundantly. Our goats are handled and inspected daily; as a result they are extremely tame and calm, which in turn produces a better product! We sell Boer goat meat to restaurants and can provide USDA-inspected cuts upon request.

### HillTown Grazers 86 Spruce Corner Road, Goshen 413-588-7638 · hilltowngrazers.com

We raise heritage pigs that graze the green hills of western Massachusetts. Using no commercial grains, we mix a unique diet of locally sourced vegetables, grains, and dairy for our animals. We offer high quality pork products raised sustainably to wholesale markets and to individuals purchasing half or whole hogs. Feeder piglets and Mangalitza pigs available.

#### Leyden Glen Farm 31 Glen Road, Leyden 413-774-6514 · leydenglenlamb.com

Our farm raises grass-fed lamb on the rolling hills of Leyden and Bernardston. We have been raising sheep for 30 years and practice intensive grazing of our pastures. All lamb is antibiotic- and hormone-free. Products include frozen ground lamb, lamb stew meat, sausage, and all traditional cuts including legs, chops, and more. Self-serve farm stand open during daylight hours.

### Little Brook Farm 334 Russell Street, Sunderland 413-665-3802 · littlebrookfarm.com

Our small family farm practices sustainable agriculture. Sheep and border collies are at the heart of the farm, but diversification is key to our philosophy. We offer lean, healthy, grass-fed lamb, pastured pork, free-range chicken and turkeys, duck and chicken eggs, fleece, yarn, roving, and blankets. We also offer farm camps, workshops, herding demonstrations, and birthday parties.

## Lukasik Family Farm 188 Pearl Street, South Hadley 413-534-5697 · lukasikfarm@yahoo.com

A family farm for over 100 years. We recently welcomed our fifth generation. Our poultry is all naturally raised, processed, and packaged on the farm for your table. Products include chicken, eggs, fresh Thanksgiving turkey, pheasant, partridge, quail, ground turkey, and sausages. We take holiday orders including Thanksgiving, Christmas, and Easter. Frozen birds available year-round. Store open Saturday 8am–12 noon.

#### River Rock Farm 1111 81 Five Bridge Road, Brimfield 413-245-0249 · riverrockfarm.com

Antibiotic- and hormone-free, dry-aged beef. Find us at local markets and restaurants or email us and we will deliver to your door! Find our full menu online or email with questions. Retail, home delivery, CSA, and wholesale beef available. Contact charlie@riverrockfarm.com.

#### Roaming Farm 80 South Mill River Road, South Deerfield 413-665-6634 · roamingfarm.com

We sell natural, pasture-fed beef with no added hormones or antibiotics from Highland cattle, a heritage breed known for lean meat and gourmet taste. Our cows 14

are born and raised on our farm and spend their lives in a humane, natural habitat, roaming through varied terrain. Beef is available at the farm as individual cuts, in packages, or in a CSA delivered to your home (in the local area). Prices/hours are on our website.

#### Sage Farm

### 119 Old Sunderland Road, Montague 860-689-6068 · sage.tyler@gmail.com

Sage Farm produces heritage breed, pastured pork. All pigs are grazed using intensive rotational methods, ensuring maximum foraging and resulting in incredibly flavorful pork. Our pork is available at Sutter Meats, Atlas Farm Store, and the Greenfield Farmers' Market. We also offer horse-powered logging services. We are a licensed timber harvester and available for contract with foresters and landowners.

### Wheel-View Farm 212 Reynolds Road, Shelburne 413-625-2900 · wheelviewfarm.com

Come see our beautiful new farm store/farm museum/tasting room! Enjoy the view with a drink of hard cider and snacks. Grass-fed beef, maple, cider syrup, and more. Please check our website or call ahead for hours.

### Dairy, Cheese & Eggs

#### Farms That Sell Primarily Wholesale

Sidehill Farm 58 Forget Road, Hawley 413-339-0033 · sidehillfarm.net

Yogurt, raw milk, cheddar cheese, sour cream, and beef from our certified-organic, grass-fed Normande and Jersey cows. Our farm shop is open daily from 7am to 9pm year-round, with all of our products, plus local cheeses, pickles, granola, ice cream, our own wild forest pork, and two very friendly barn cats. Come visit the cows! Visit our website for a list of stores that carry our yogurt and sour cream.

#### Farms That Sell Wholesale & Direct

Chase Hill Farm 74 Chase Hill Road, Warwick 413-588-8600

A certified organic 100% grass-fed dairy farm producing raw milk, artisan cheese, and beef from our herd of cows. Our pigs, chickens, and hens are raised on pasture and fed organic grain and our own whey. We sell at the farm, Amherst Farmers' Market, area stores, and the Garlic and Arts Festival!

## Cream of the Crop Farm 1111 601 Blandford Road, Russell 413-297-6037 • jerald@creamofthecropfarm.net

Our farm store is open daily 7am-7pm except Sundays, on the honor system. We sell raw milk from our 30 Jerseys, as well as cheese, butter, and yogurt made in our on-farm creamery. Other products include grass-fed beef, pastured pork, pasture-raised turkey, veal, lamb, eggs from chickens on pasture, ice cream, maple syrup, honey, and more. Contact us to schedule a farm tour!

## Grace Hill Farm 47 Potash Hill Road, Cummington 413-634-5348 · gracehilldairy.com

A small family dairy farm and cheesemaker. Our herd of cows are grass-fed and milked seasonally, from April to November. We produce an assortment of artisanal raw milk cheeses, grass-fed raw milk available at our farm stand, and whey-fed pastured pork. We don't use pesticides, chemical fertilizers, hormones, or antibiotics. Our animals are well cared for and that makes all the difference in the quality of our products.

#### Letendre Farm 350 Belchertown Road, Ware 413-967-6875

A third-generation family farm on Route 9. We produce farm-fresh brown eggs and hay that we sell at the farm. We also make pine shavings for bedding, which are sold at the farm in bulk or by the bag.

## Mapleline Farm 1117 73 Comins Road, Hadley 413-549-6486 · maplelinefarm.com

Family owned and operated. Milk from our Jersey cows is processed on-site, ensuring the freshest milk possible. We offer whole, 2%, 1%, and skim milk; half & half; buttermilk; chocolate, coffee, and seasonal flavored milk; in plastic or returnable glass bottles. Our milk can be purchased in many local grocery stores, visit our website for a complete list. Wholesale available. All natural and rBST free!

#### Mayval Farm Creamery 137 Easthampton Road, Westhampton 413-527-6274 · mayvalfarm.com

Come visit our farm store just over the Northampton line! We're selling delicious fresh cheese, cheese curds, Icelandic skyr, and cream-top milk (regular and chocolate)—all made on the farm with milk straight from our cows! New this year, we are making Camembert cheese. We also have farm-raised natural beef, maple syrup, and maple cream from our traditional sugar house. Open Tuesday–Sunday 8am–7pm.

## McCray's Farm and Country Creamery 155 Alvord Street, South Hadley 413-533-0775 • facebook.com/mccrays.farm

Whether you're stopping in for a gallon of our own bottled milk, having a family day, or celebrating your child's birthday party here, we have something for the whole family! We offer mini-golf, hayrides, and a free petting zoo. Inside the creamery you can enjoy lunch, baked goods, and homemade ice cream. Visit in the fall for our haunted and pumpkin hayrides. Find our milk in local stores.



Cream of the Crop Farm in Russell Photo by Leslie Lynn Lucio

## Robinson Farm 42 Jackson Road, Hardwick 413-477-6988 · robinsonfarm.org

Organic 100% grass-fed diversified dairy offering raw milk, artisan cheese, eggs, seasonal veggies, NEW summer CSA, and more in our farm shop which is open year-round, daily from 7am-6pm. Wholesale and retail cheese.

#### Stony Creek Farm 13 Chamberlain Road, Montgomery 413-862-4039

Specializing in all things from goats! Small farm store carries raw goat's milk, meat, cheese, and goat soap. Jams and jellies, pickles, local honey, and gift items are also available. Open year-round Monday-Saturday 8am-9pm. Come and enjoy!

### Thomas Farm 116 64 Hadley Road, Sunderland 413-896-4268 • thomasfarmstand.com

Find our farm-grown flowers, produce, eggs, cheese, and pickles at our Sunderland farm stand, early spring-late fall, dawn to dusk. Our produce is also at Village Green Ice Cream on Route 9 in Haydenville. Our Grade A dairy and creamery produces a variety of farmstead cheeses, including chevre and gouda from our Nubian goats and Brown Swiss cows. Cheeses available in many local restaurants and markets.

### Grain

#### Farms That Sell Primarily Wholesale

Four Star Farms, Inc. 496 Pine Meadow Road, Northfield 413-498-2968 · fourstarfarms.com

A sustainably operated family farm producing a variety of grains, freshly milled flour, hops, and turf. We take pride in the level of quality we pass along to you, offering only crops that we have grown and prepared to order at the farm. Our grains, flours, and hops are available year-round; turf is available seasonally. Monday-Friday 8am-4pm; please call ahead as we do not have a storefront.

Lazy Acres Farm P.O. Box 158, Hadley 01035
Farm location: 138 West Street 413-584-2487

A family farm for over 100 years. We offer summer squash (yellow and green), many varieties of sweet corn (bi-colored and white), winter squashes and pumpkins (mini, sugar, and face), and organically grown heirloom grains (non-GMO) including rare varieties of wheat and milling corn. Old fashioned quality and service; honest prices.

### **Flowers**

LaSalle Florists
23 LaSalle Drive, Whately
413-665-2653 · lasalleflorist.com

Beautiful cut flowers from our fields and greenhouses year-round. Bedding plants April-June. Full-service retail flower shop at the farm. Open year-round Monday-Saturday; also Sundays in May and December.

Old Friends Farm P.O. Box 904, Amherst 01004 413-687-5676 · oldfriendsfarm.com

A certified organic farm that makes specialty products using our own ginger and turmeric. Our small batch crafted products include our 2018 Good Foods Award winning Ginger Syrup, Turmeric Honey, Elderberry Turmeric Honey, Ginger Honey, spices, and teas. Available at Northampton Tuesday and Amherst Saturday markets, and wholesale to stores, florists, distributors, and restaurants throughout the Northeast and beyond.

### Rooted Flower Farm Hadley

#### rootedflowers.com · info@rootedflowers.com

A small farm that focuses on growing specialty cut flowers using sustainable and/or organic methods. The farm provides a variety of high quality flowers for our CSA, event clients, designers, and specialty stores throughout the Pioneer Valley. Details will be announced this spring regarding 2018 workshops. Registration for our CSA is open! We welcome you to visit our website and sign up for our newsletter.

### **Specialty Producers**

Made locally, and using local ingredients, these specialty producers create a wide variety of value-added products. Many offer multiple product lines, and can be found in retail locations throughout the Pioneer Valley.

## Appalachian Naturals IIII P.O. Box 704, Goshen 01032 413-559-0816 · appalachiannaturals.com

Since 2004 we have been committed to bridging the gap between local agriculture and the grocery aisle. Our products, which include dressings, dips, organic salsa, and barbecue sauces, are made locally using ingredients from local farms. Look for our products at farm stands, independent markets, and your local co-op, or purchase our products online.

### Barefoot All Natural Farm 799 Conant Road, Athol 978-257-3563 harefootallnaturalf

#### $978\text{-}257\text{-}3563 \cdot bare footall natural farm.com}$

Our handmade artisan soap is inspired by nature and made with local and organic ingredients. We are committed to producing as much as we can ourselves, as well as supporting other local farmers and highlighting the unique offerings of the central Massachusetts region. Thoughtfully and ethically sourced, we are proud to be palm-free, soy-free, and synthetic-free.

### Crooked Stick Pops 116 Pleasant Street, Suite 162 Easthampton 413-337-7677 · crookedstickpops.com

Crooked Stick Pops creates craft ice pops, both classics and bold flavor experiments. Purists love Strawberry Lemonade and Watermelon, while the adventurous might try Ginger Carrot, Green Monster, or Maple Pear. We use fresh fruit and locally sourced ingredients when possible. During the growing season we often pick up fruit at our favorite farms and make it into pops while it's still warm from the sun.

#### Full Moon Ghee III 982 East Guinea Road, Williamsburg 413-695-5968 · fullmoonghee.com

Our Ghee is crafted with pure Jersey cow butter sourced from MA dairy farms where the cows are fed high quality grass and treated ethically, without the use of hormones or antibiotics. Ghee (clarified butter) is a lactose-free, shelf-stable, highheat cooking oil that has a rich, sweet, slightly nutty flavor. Ghee is lactose- and casein-free, making it a healthy option for those with dairy sensitivities.

#### Hosta Hill 🏛

### 273 Great Barrington Road, Housatonic 413-329-8389 · hostahill.com

Berkshire-based farm and value-added cultured food producer. We produce four varieties of sauerkraut and kimchi, along with seasonal varieties, hot sauce, krautonics and more! We strive to grow the majority of all ingredients used in our products. When not grown by us, we source 100% organic and locally from farms in the Berkshires and Pioneer Valley. Real food, produced locally and sustainably is what we're about!

#### Jay's Wicked IIII Ware

#### 413-758-1411 · jayswicked.com

Jay's Wicked sauces/blends were born as we were inspired to share easy efficient ways to dress up your meals, no matter what you eat, with high quality, fresh, local ingredients! We pride ourselves on using all-natural and gluten-free ingredients, having vegan-friendly options, sourcing local ingredients, and using locally sourced and sustainable packaging. Visit us on Facebook or our website for events, recipes, and more.

## Kitchen Garden Farm 131 South Silver Lane, Sunderland 413-387-5163 · kitchengardenfarm.com

Kitchen Garden Farm grows a wide variety of organic vegetables for its own line of sriracha and salsa. Sriracha is a naturally fermented, Asian-style chili sauce with bright pepper flavor in three varieties: Original, Habanero, and Ghost Pepper. Roasted Chili Salsa and Tomatillo Salsa are made with Kitchen Garden Farm's organic tomatoes and tomatillos, onions, and chilies that are fire-roasted in small batches to add a subtle smokiness and spicy heat.

## Kringle Farm Table 1112 219 South Street, Bernardston 413-648-5200 x4403

Our restaurant menu features jams and spreads with recipes by kitchen manager/cook/jam producer Elizabeth Walsh, who originated the idea for locally sourced Kringle Farm Table products. The products show how the restaurant's chefs serve with flair local agricultural products for home use. They're so good they are now sold in the Kringle Country Barn adjacent to the restaurant. Stop by to try a sampling!

#### Kushi Farm & the North Hadley Chili Pepper Company 196 River Drive, Hadley

413-387-7959 · kushifarm.com

Kushi Farm and the North Hadley Chili Pepper Company, LLC are complementary businesses that focus on providing quality crops and agricultural services. Formed-in honor of the original Kushi Farm, we offer wholesale products including peppers (hot and bell) and hot pepper jelly. The operation also supports agricultural-education and research.

### Mi Tierra Tortillas IIII 262 Oakland Street, Springfield 413-387-7140 · mitierratortillas.com

Mi Tierra Tortillas are made from locally grown corn from the Connecticut River Valley. Corn, water, and lime—those are the only ingredients we use. Our tortillas are available made either from conventional\* or 100% organic corn. Both can be found at area grocers and restaurants. (\*Our corn does not contain seeds that have been genetically modified to increase farmers' dependence on toxic herbicides.)

## Mother's Inc. III P.O. Box 3, Shelburne 01370 413-768-8883 · buymothersonline.com

Mother's Inc. produces all-natural jams, jellies, relishes, chutneys, peanut butter, pickles, and sauces. We use fresh local ingredients sourced from our own farm and surrounding farms. We sell wholesale to local markets and online at buymothersonline.com. For wholesale inquiries, please call Karen.

### Old Friends Farm P.O. Box 904, Amherst 01004 413-687-5676 · oldfriendsfarm.com

A certified organic farm that makes specialty products using our own ginger and turmeric. Our small batch crafted products include our 2018 Good Foods Award winning Ginger Syrup, Turmeric Honey, Elderberry

Turmeric Honey, Ginger Honey, spices, and teas. Available at Northampton Tuesday and Amherst Saturday markets, and wholesale to stores, florists, distributors, and restaurants throughout the Northeast and beyond.

### Real Pickles 311 Wells Street, Greenfield 413-774-2600 · realpickles.com

We are a worker-owned cooperative producing raw, naturally fermented pickles from locally grown vegetables. Our 100% organic products include dill pickles, sauerkraut, kimchi, turmeric kraut, garlic kraut, red cabbage, beets, ginger carrots, tomatillo hot sauce, red pepper hot sauce, garlic dill pickles, and spicy dill pickles. Look for our ferments at natural food stores, independent grocers, and farm stands.

### Sweet Birch Herbals Williamsburg

#### 413-695-5968 · sweetbirchherbals.com

Sweet Birch Herbals is a community herbal medicine company specializing in wellness products, holistic health consultations, workshops, and five element shiatsu. Find Hannah Jacobson-Hardy's full product line of herbal salves, creams, elixirs, tinctures, teas, and oils at the Tuesday Market in Northampton May-November. Visit our website to learn more about medicine-making workshops and the online store.



Specialty products from Old Friends Farm in Amherst Photo by Old Friends Farm

# Wholesalers of Beer, Wine & Cider

These specialty producers brew, ferment, and bottle their products in the Pioneer Valley and incorporate local ingredients. All can accommodate restaurants looking to offer by-the-glass or draft items on their menu as well as retailers looking to sell bottled products.

### Artifact Cider Project Everett

617-544-3494 · artifactcider.com

Artifact Cider Project crafts distinctive ciders from the superb apples of the Northeast. Through thoughtful cider making, we unearth the potential in our region's apples, reviving the pleasures of local cider.

### Artisan Beverage Cooperative 324 Wells Street, Greenfield 413-773-9700 · artbev.coop

We are a worker-owned merger of Green River Ambrosia Meadery and Katalyst Kombucha. We aim to make the finest fermented beverages while supporting local regenerative farms and apiaries. Green River Ambrosia meads and libations provide the taste of a season of hard work by our bee friends. Crafted with love and care, all products are sulfite- and gluten-free. Tasting room open Friday 4–7pm and Saturday 2–6pm.

### Black Birch Vineyard 108 Straits Road, Hatfield 413-247-3300 · blackbirchvineyard.com

We are a small farm winery focusing on grape varietals that grow in the Northeast and crafting notable wines such as Riesling, Chardonnay, Traminette, Cab Franc, Pinot Noir, and Blaufrankisch. Experience and learn about wine with tastings, tours, and special events. Our vision is to grow a healthy, sustainable vineyard, create exceptional wine, and have Massachusetts become known for its wines. See website for details.

# Carr's Ciderhouse 295 River Drive, Hadley 413-387-7739 · carrsciderhouse.com · facebook.com/ carrsciderhouse

We are a family-run operation committed to creating handmade and small batch natural hard ciders and traditional cider products: cider syrup, apple cider vinegar, switchel syrup, and more! Our orchard is pesticide- and herbicide-free. We plan on opening our barn for sales one day a week this season; check our Facebook page for updates and hours.

### Glendale Ridge Vineyard 155 Glendale Road, Southampton

413-527-0164 · glendaleridgevineyard.com Glendale Ridge Vineyard gives visitors the opportunity to have a genuine vineyard experience in the Pioneer Valley. Our breathtaking views pair beautifully with our charming tasting room and state of the art winemaking cellar. Bring a picnic, you'll want to linger with a glass of wine. Check our website for open hours and special events.

## Hardwick Vineyard & Winery 3305 Greenwich Road, Hardwick 413-967-7763 · hardwickwinery.com

Join us for local live music every Saturday and Sunday, monthly Paint Nite, wine tastings, and more! Local cheese, maple syrup, jellies, soaps, and honey for sale. Buy e-gift cards on our website and find local retail partners closest to you. We sell our wine in over 200 locations! Banquet services and personalized labels for special occasions. Visit our website; find us on Facebook and Instagram!

### Headwater Cider 1112 Forget Road, Hawley 413-695-6099 • headwatercider.com

A 2,000-tree orchard in Hawley, growing apples fermented into hard cider right at the orchard. I grow apples using IPM methods and do not use restricted-use sprays. I use only apples, sugar, and yeast to ferment the cider. The cider is crisp, dry, and refreshing, as well as gluten-free and vegan-friendly. I slow-ferment all winter long, bottle in spring, and I never pasteurize or force carbonate.

## Mount Warner Vineyards, LLC \$\overline{100}\$85 Mount Warner Road, Hadley 413-588-1329 \cdot mwvineyards.com

Hand-crafted wines from hand-tended vines. At Mount Warner Vineyards we proudly grow our own grapes to makeaward-winning wines. Favorites are Sunset Red, a fruit-forward blend of perfectly ripened red grapes; Cayuga White and Traminette, both varietals offering great aroma and taste to match; and Raspberry Rhapsody, a yummy port-style dessert wine that is fantastic with dark chocolate.

### Raven Hollow Winery (Kosinski Farm) 336 Russellville Road, Westfield 413-896-0475 · ravenhollowwinery.com

Come visit Raven Hollow Winery, our brand new farm winery located right next to our Russelville Road farmstand. Visitors can enjoy tastings of farm-fresh blueberry, apple, strawberry, and grape wines as well as live music on weekends. See our winery's Facebook page above and website at http://www.ravenhollowwinery.com for tasting hours and other details.

#### Stoneman Brewery, LLC 20 Stetson Brothers Road, Colrain 413-624-5195 · growbeer.com

Stoneman Brewery has expanded from running the first beer CSA in the country to brewing large batches and distributing all throughout Massachusetts. We are continuing our mission of using locally sourced ingredients in all our batches of beer. Join our mailing list on our website to find out about our special limited beer releases throughout the year.

### West County Cider, LLC 208 Peckville Road, Shelburne 413-624-3481 · westcountycider.com

We are proud to be the oldest continuously operating hard cider company in the United States. We make premium hard ciders from our own apples and other local orchards. Come visit us at our new tasting room, open weekends from April through December.



Tractor Ryed IPA from Stoneman Brewery in Colrain

### Share the stories of local farms with your customers!



Your customers want to know where their food comes from. On the following pages, we've included some selected profiles of local wholesale farms — pull them out and post them where your customers can enjoy them!

### Farm Profile: The Gill Greenery



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After working for 10 years as a technician for Verizon, Seay Minor was ready for a change. He enjoyed the comfortable benefits but he was tired of family time playing second fiddle to long work shifts out in the field. "In my heart, I wanted a business where I could work with my family," Seay told us, standing in his renovated greenhouse on a blustery February morning. When a member of their church's congregation announced that they were looking to sell their business, Seay and his wife Rebekah jumped on the opportunity. "The idea was that we could live together and work together. The whole



thing. Becky and I both have a strong work ethic and we wanted to pass that along to the kids."

The family of five—Rebekah, Seay, Ethan, EmmaRae, and Rachael—moved into the house adjacent to The Gill Greenery's refurbished greenhouse in 2009, and since then the thriving sprout business has become the centerpiece of their lives and their diets. Seay may have fallen into growing sprouts by luck, but he's come to swear by the product. His favorite obsession at the moment is onion sprouts; "I put it on everything," he told me, "It drives my wife crazy but I love it – it's just an incredible flavor."

Seay doesn't adore sprouts just because they're tasty—he considers them a 'super food'. "It's the miracle of the seed: once you soak the seed and begin that germination process, all the nutrients that are necessary to grow the plant are present in the sprout. When you eat sprouts, you are consuming those nutrients rather than the plant consuming them."

For such a nutritionally complex food, growing sprouts is surprisingly straightforward. After soaking their seeds in water for several hours, the Minors sanitize each batch with a citrus-based organic wash to prevent contaminants, then load them into their four-sectored sprout drum. Like some sort of glacially-paced washing machine, the drum makes only one full rotation every two hours. Fans and water sprayers keep the young sprouts in the ideal environment, and after four days the Minors return to harvest hundreds of pounds of freshly-sprouted sprouts that are ready to be sent off to local shops and restaurants throughout the Valley.

Over the past nine years, Seay and Rebekah have had the opportunity to live their dream of running a truly family-oriented business. Seay reminisced with me about one of his proudest moments as a business owner and as a father; several years ago, Seay took an off-farm summer job to supplement the family's income. When the Greenery's delivery driver quit, the family was thrown into a panic—Rebekah had always managed the in-house side of the operation and Seay was out of town. Almost every one of their mom-and-pop customers has their own special needs for delivery and Rebekah was going to have to make dozens of deliveries across hundreds of miles.

Their eldest Ethan, only 13 years old at the time, took it all in stride. "He went out there and said 'Don't worry, Mom. I've got this." And he did. Not only was Ethan a sawy navigator as Rebekah's co-captain, he was able to pass along every detail of each delivery to his Mother. "Not only had he learned the job, he learned how to teach it as well," Seay reflected with pride. "That's what we're trying to do here, help the children develop their independence and ability to work together as a family. And we are able to do it." Nearly a decade later, The Gill Greenery has truly lived up to Seay and Rebekah's dream of working and growing together as a family.

# Farm Profile: The Apple Place



#### in East Longmeadow

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Cindy Bellerose is the owner and operator of The Apple Place in East Longmeadow, a charming, family-friendly establishment that offers over 75 varieties of apples, including many hard to find heirlooms like Wolf River, Baldwin, and Wine Sap. The Apple Place isn't just an orchard. When you pull in the driveway, you notice the outdoor bakery, ice cream shop, and a gift shop filled with what Cindy refers to as "bric-a-brac." At the end of the driveway, there's a pen in a shaded patch of grass where two baby pigs are tumbling over one another, fighting for the softest spot. Horses belonging to Cindy's sister romp through the fields on the opposite end of the property, and a few couples relax in the patio area eating Maple Valley ice



cream. According to Cindy, "The Apple Place provides an old-timey family destination where people can go that's peaceful," and I can tell right away I'd be happy spending the entire afternoon here.

Cindy grew up surrounded by apples. Her father made a living growing apples on a small piece of land in Springfield and Cindy was involved from a young age helping her father with the business. As developers bought up all the surrounding farmland in Springfield, the family decided to move the orchard to East Longmeadow. Cindy is a graduate of Johnson and Wales University, and she ran her own breakfast and lunch spot in Springfield for several years before deciding to sell it and devote her energies to the family farm. Cindy uses her culinary training in the bakery she established at the farm, turning out scratch-made pies, muffins, scones, bread pudding, cookies, donuts and all manner of delicious baked goods. The donuts and bread pudding are customer favorites at The Apple Place, while I can personally vouch for the blueberry muffins and raspberry cream cheese croissants. Cindy hopes to one day open a soup shack near the bakery and make homemade soups like she used to do when she ran the restaurant.

The Apple Place is made up of 15 ½ acres of land, two of which are devoted to apple trees. She uses Integrated Pest Management practices on her apples, which is a low-pesticide system that addresses pest problems only when they arise and in isolated areas. Cindy is also experimenting with a new pruning method that relies on metal framing that carries the weight of the branches in a more upward direction, as opposed to pulling them to the ground where they spread out and take up a lot of space. This method has so far resulted in increased growing efficiency, greater exposure to sunlight, and an easier time mowing and irrigating. It gives a more manicured look to the orchard, but more importantly, Cindy believes, the fruit turns out much better using this method. It's been an important change, since pruning is quite a task; happening between January and March, it took four hours to prune just a single tree using the old method.

While running a small business is never without challenges, growing apples seems to be in Cindy's blood. She's good at it and it has become her passion. Currently she sells fruit right from the farm and also sells apples to the schools in East Longmeadow. She has established a good relationship with the surrounding farms; she gets her apples pressed for cider at Bashista Orchards in Southampton and sells vegetables grown at Little Oaks farm in Wilbraham and Squire Farm in East Longmeadow at her farm stand.

### Farm Profile: Harvest Farm of Whately

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"I like being the best at what I do and I always like a challenge," says Gary Gemme of Harvest Farm in Whatley. It's clear that Gary takes a lot of pride in his work. He took us for a ride around the farm in his truck, pointing out what's growing where and talking about the relationships he's cultivated during his 41 years of farming. Gary answers the question of what he likes best about farming with a simple response: "what's not to love?"

Gary got into farming as a fluke; he went to college for wildlife management but struggled to find a job in his field, so he started growing produce and selling it roadside in Chicopee. Eventually, he got a few job offers, but by then he'd gotten a taste of the independence that came with being his own boss and decided to keep farming. Gary teamed up with David Wojciechowski to start Harvest Farm on rented land in Hadley in 1974, and in 1979

they purchased land in Whatley and moved the farm to its current home.

Harvest Farm is comprised of 100+ acres of vegetable fields, 60 acres of cover crop seed like rye and oats, and about one acre of greenhouses. The main crops include kale, collards, and tomatoes as well as a few specialty crops like spearmint and Brazilian eggplants called Jilos. Produce is sold wholesale to larger farm stands and supermarket chains across New England. The farm's 15 greenhouses, which are managed by Dave, are where pre order vegetable starts are grown for farms from the Hudson River to the Atlantic. They also grow flowers for garden centers all over the northeast.

Since Harvest Farm focuses on just a few crops, it takes careful management to maintain soil health. They have arrangements with neighboring farmers so they can rotate different crops on their land and they plant oat and rye cover crops on the fields in between plantings. One of the



Photo by Jason Threlfall

special things about the soil in this area is that it has a really nice base for holding moisture without being too wet.

This results in what Gary considers the highest quality produce, grown on fields with 2,000 feet of frontage to the Connecticut River. To prove it, Gary pulled out his phone to show me a text he received from a buyer in the middle of a kale transaction who touted that Harvest Farm's kale is the best in the whole country, and that he would know because he buys it from everywhere — including California.

As many farmers would say, making money is the hardest thing; most of the money is spent on infrastructure and supplies. But Gary has managed to save a lot by inventing and building much of his own machinery. He showed me the Hydrocellar; a roofed platform with a grated floor that fills up with well water and cools the produce down. This is something he designed and built himself for about \$12,000 after being quoted \$300,000 on a similar design. Another invention of Gary's is called the Harvest Aid; a double decker platform truck that slowly rolls through the field as workers cut collards and send them up a conveyer belt to be packed into crates by a worker on top.

Gary's long-term goal is to ramp up business with the help of his son Eric, who plans to come back to the farm within the next few years. Gary knows that Eric is going to be a huge asset to the long-term viability of the farm: he's gained valuable skills in his current job assessing production efficiency. "Eric is a great creative and strategic thinker and an even better inventor than his father," says Gary.

Gary seems hopeful for the future of his farm. That's due not only to Eric's involvement, but also the dedication of his amazing team of workers, some of whom have been there for a long time — like Andre, who is on his 32nd year at Harvest Farm. "My crew really stepped up to move the business forward in recent years," Gary admits. "I couldn't have done it without this level of hard work and loyalty."





