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# CSAs – By Farmers, For Farmers

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Looking to start a CSA…?
Here are some things to consider!

- What’s a comfortable number of shareholders for you to start with? What’s your short and long-term goal in terms of # of shareholders.
- How many weeks does it last?
- What is your land suitable for growing? What do you like to grow? And therefore what vegetables should the shareholder expect during which months?
- Will there be any pick-your-own crops?
- Would you provide product strictly from your own farm or include add-ons such as fruit from other local farms in order to diversify the share?
- How much food will the shareholder be receiving? Think about range of pounds, one large bag, two crates, etc.
- Will you provide containers (boxes, bags) for shareholders to use?
- Will you require volunteer time from all shareholders?
- What will you do in the event of a crop loss? Will you ask shareholders to understand in all cases? Will you buy product from another farmer to make up a deficit in your share contents?
- How much does the share cost?
- Are shares sold on a first-come, first-serve basis? Do last year’s shareholders get priority?
- Will you offer any reduced price shares? If so, under what conditions?
- Will there be half shares as well as full shares? Can families split a share, and if so, what rules will you create for this arrangement?
- Will you sell shares to businesses (e.g. chefs) as well as individuals/families?
- Should the shareholder pay in full by a certain date?
- What methods of payment are accepted?
- Will you work with shareholders that pay with SNAP benefits?
- Can your shareholder sell their share to a third party?
- What will you offer folks that complain about what's in the box/share?
- What is taxed and not taxed? (there could be tax on wine and flowers, but not food)
- Will the produce be washed and packed for the shareholder or must they pick their share and wash it themselves at home?
- Must the shareholder pick up their share themselves or may they send a friend?
- What happens if a shareholder misses their pick up?
- May the shareholder cancel at anytime?
- What days are pick up? Are you flexible about members changing days?
- Will you use drop-off locations?
- What will be your primary platform of communication with the members? Email? Blog?
Important Elements for CSA Contracts/Harvest Agreement/Handbook

1. Define CSA

Whether you call it a CSA Contract, Harvest Agreement, or Handbook, it’s important to be clear with your shareholders how your farm defines the term ‘CSA’. The following examples are direct quotes from Connecticut farm contracts:

“At the beginning of each season, farmers sell shares in the local harvest. Then each week, people receive a basket of fresh produce during the growing season. This arrangement creates benefits for both farmers and consumers. The reward for consumers is the ability to enjoy ultra-fresh locally grown food as well as learn and appreciate how food is grown. CSA members also have the satisfaction in knowing that part of their food dollar is remaining local and they are helping to keep a local farm in business.” Sun One Organic Farm, Bethlehem, CT

“It’s a simple arrangement where you purchase a 'share' of produce from a farm. In return, farm 'members' receive seasonal produce once a week. CSA brings together community members, farmers and agricultural land in a relationship of mutual support based on an annual commitment to one another.” Boulder Knoll Community Farm, Cheshire, CT

“A CSA (Community Supported Agriculture) is a program where we offer customers fresh-picked USDA certified organic produce by purchasing a share of the season's harvest in advance. By participating in a CSA, customers become dedicated to sustaining the farm by supplying capital for start-up expenses, (farm labor, seeds, potting soil, utilities, greenhouse supplies, stakes, etc.) that need to be paid before the first crop is harvested.” Wild Carrot Farm, Canton, CT

2. Explain the risk

As the farmer, you must decide whether or not your shareholders will share the risk of crop failure with you or not. If so, you must specify in your contract that all shares are non-refundable. However, it is oftentimes helpful to go beyond simply stating your policy. Here are some examples of farms that explained the benefits of sharing risk for all parties involved:

Note: Although this type of risk is different, consider including in your contract that your farm is not responsible for any injury that the shareholder and their party may incur upon pickup of their share at your farm.

“And to some extent, you share the risk of losing a vegetable crop to bad weather conditions, insects, or disease. By entering into this relationship you are preserving working farmland, supporting sustainable agriculture, reducing trucking and packing costs and carbon output, and keeping farmers on the land. CSA works for you, local agriculture, and the environment!” Boulder Knoll Community Farm, Cheshire, CT

“As a shareholder, I understand that I share the bounty and also the risk associated

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with farming at Bishop’s Orchards. As a result, I may receive more volume and/or variety in a good week and less in a challenging week.” Bishop’s Orchards, Guilford, CT

“You commit to us by paying in advance for your produce. This helps us, as we know in advance that we will have a home for our produce, and you benefit, as you are able to enjoy home grown produce and herbs without the hassle of growing the garden. Please know that if crops fail, there is no refund” Renaissance Farm, Burlington, CT

3. Educate shareholders about your CSA share contents

In order to guide expectations, include in your contract a harvest calendar, or chart that shows typical CSA contents throughout the season. This should include information such as timing and varieties of vegetables, as well as quantities. [see example on next page]

4. Clarify to shareholders what agricultural methods you use

CSA businesses are built on reliable and enthusiastic shareholders who implicitly trust the farmer to provide fresh, healthy products in each weekly share. Whatever production methods you use, it is helpful to educate shareholders about the methods you use and your rationale. Keep in mind there is a lot of confusion among consumers about the difference between local, organic, sustainable, biodynamic, agro-ecological, IPM, etc. A clear explanation of how you navigate production decisions and set goals can deepen customer commitment to your operation.
Contents of a CSA share

In order to illustrate how a CSA share can change during the season, it may help to provide information on your website and/or with your sign-up form that describes your ‘typical share contents’ and how it changes through the season. This can help avoid misunderstandings or unrealistic expectations that CSA members might otherwise have about produce quantities and varieties.

The following example illustrates a typical Connecticut CSA share. Develop and modify your own each year based on crops and quantities you plan to grow.

| Sample Share for a week in June: | 1/2 lb salad mix, 1/2 lb spinach, 1 bunch swiss chard, 2 baby bok choi, 1 bunch radishes, 1 bunch salad turnips, 1 qt snap peas |
| Sample Share for a week in July: | 1 bunch beets, 2 slicing cucumbers, 1 head lettuce, 3 summer squash, 1 bunch kale, 1/2 lb green beans, 1 bunch carrots, 1 bunch scallions, 1 bunch herbs |
| Sample Share for a week in August: | 1/2 lb green beans, 1 bunch carrots, 1 bunch kale or chard, 1 watermelon, 2 slicing cucumbers, 2 eggplant, 1 bunch beets, 1 head lettuce, 2 sweet peppers, 1 hot pepper, 2 summer squash, 1 lb tomatoes, 1 pint cherry tomatoes, 1 head garlic, 1 bunch basil |
| Sample Share for a week in September: | 1 bunch kale or chard, 1 head broccoli, 1/2 lb edamame, 1 eggplant, 1 head lettuce, 2 sweet peppers, 1 hot pepper, 1 lb tomatoes, 1 pint cherry tomatoes, 2 onions, 2 lbs potatoes, 1 head garlic, 1 bunch herbs |
| Sample Share for a week in October: | ½ lb arugula, 1 bunch kale, 1 bunch carrots, 1 head cauliflower, 1 bunch leeks, 1 lb parsnips, 2 lbs potatoes, 1-2 winter squash, 1/2 lb spinach, 1 bunch herbs |
CSA - Insurance Options to Consider
By Joseph Bonelli, UConn Cooperative Extension; joseph.bonelli@uconn.edu

If you currently operate a CSA or if you decide to start a CSA, insurance should be part of your risk management strategy. Buying business insurance is among the best ways to prepare for the unexpected.

When looking at insurance options, consider the following questions:

- Could my farm continue if a disaster hit my farm such as a fire?
- Could my farm withstand a liability claim?
- Could my farm continue if my crops failed?
- Could my farm continue if a key person in the business died or became disabled?
- If an employee is hurt on the farm, do I have proper worker’s compensation insurance?
- Have I considered newer risk management concerns such as the risk of someone hacking into my farm’s social media presence and is there insurance to provide protection?

Always be sure to talk with a qualified licensed insurance agent about your insurance needs. You should also talk with your attorney about your risk concerns to review options. Make sure that your agent has all of the facts and always knows what you are doing and if you are making any changes in your operation. Your insurance agent(s) can advise you on the types and proper levels of insurance you need to insure your particular business if they have the required information. Seek out insurance agents with experience assisting farmers. Consider asking your colleagues for a referral to an insurance agent they know and trust. It is wise to compare and shop based on price, service, and coverage provided by the policy but keep in mind that the least expensive policy may not be the best when you file a claim. Remember, the last thing you want to hear your agent say is “That is not covered” when you file a claim.

Also note that not all insurance agents sell all the kinds of insurance you may need. There are a variety of insurance options available to your business. Do not assume that your homeowner’s policy will cover any aspect of your CSA activity. It is critical to understand the insurance options you have and then to decide on what insurance options you need to purchase.

The following is a brief overview of different kinds of insurance. Please keep in mind that this list is not a complete and comprehensive list of all your insurance options.

Crop Insurance

The USDA Risk Management Agency (RMA) offers a federally subsidized crop insurance program through private insurance companies. Crop insurance covers disasters such as drought, hail, frost, hurricanes, excessive moisture, fire, insects & plant disease and wildlife damage. Crops covered in Connecticut include nursery crops, apples, peaches, corn, fresh market sweet
corn, potatoes and tobacco. If you have a crop that is not listed as insurable, you may still be eligible through a written agreement. Revenue insurance plans are also available. Adjusted Gross Revenue (AGR) and Adjusted Gross Revenue-Lite (AGR-Lite) insures the revenue of the entire farm rather than an individual crop by guaranteeing a percentage of the average gross farm revenue.

Regarding crop insurance options for a CSA, crop insurance protection may be available on selected crops (such as sweet corn or apples) or on a whole farm basis using AGR or AGR-Lite. The Non-insured crop Assistance Program (NAP) may be available for individual crops for which crop insurance is not available. Producer eligibility and record keeping requirements must be met for these risk management protection programs to be available. Contact a crop insurance agent for specific policy information and guidelines.

Business Liability Insurance

A CSA farmer is liable if their action or inaction results in personal injury to another person or another’s property. Someone who owns real estate and personal property and/or who conducts business activities assumes responsibility for any liabilities that occur as a result of any use of this property or activity. Many businesses buy general liability or umbrella liability insurance to cover claims of negligence. These help protect against payments as the result of bodily injury or property damage. Liability is usually the highest potential monetary risk for business dealing directly with the public. Consider proper coverage. Regarding product liability, if you are selling food products or raw food from the farm, you will need to have product liability coverage.

Make sure your agent knows and understands:

- What you are selling
- What you are doing
- If you are delivering shares off site
- What shareholders are doing such as u-pick
- The extent that CSA shareholders visit the farm and/or take part in farm activities.

Property Insurance

Property insurance covers losses due to fire and other perils such as windstorms, theft, and water damage. Perils covered or exclusions may differ between policies and carriers. It is important that you decide what to insure and for how much. Ask yourself what would you have to replace if your farm or business was destroyed?

Health Insurance

For CSA operators who buy individual coverage without the advantage of a large group, health insurance is one of the largest costs. Health insurance coverage is needed for accidents or injuries
that occur on the farm as well as illness. In some situations, the spouse of the owner may work off the farm to not only supplement income but also to get health insurance paid or partially paid by the employed spouse’s company.

Worker’s Compensation Insurance

Connecticut requires employers to obtain Worker’s compensation insurance. All employees, whether part-time or full-time, are covered under the Worker’s Compensation Act from the first day of their employment. This type of insurance provides wage replacement benefits and medical treatment for employees who have been injured or who have become ill due to a work-related injury or illness. The amount of insurance employers must carry, rate of payment and the employees that must be covered should be discussed with your insurance agent. If you have interns, students or volunteers working on the farm, make sure to discuss employer obligations with your insurance agent.

Disability Insurance

Disability insurance is designed to cover you and/or your employees. It provides income to you or your employee if you or they cannot work due to a covered event, including illness or injury. This insurance, if purchased, would be in addition to workers compensation and is not mandatory.

Business Life Insurance

Family businesses often use life insurance as part of their continuation, estate and/or succession plan. It is in addition to a written business continuation plan that outlines how the business will maintain operations if a key person dies, has a disability, or retires from the business. Be aware that lenders or investors may require you to reduce the loss of investment in the event of the death of a manager or employee whose contribution to the success of the business is essential. In order to understand your need for this type of insurance and to select an adequate plan, you need to consider term vs. permanent life insurance in addition to why you need the insurance, for how long and what you can afford. Some other important questions include the following:

- What are you trying to accomplish with life insurance?
- Could the same thing be accomplished by other means?
- Will my family be burdened financially by my death?

As of 11/09/12, material subject to change
How to Collect

Food Stamps (SNAP)

at your CSA

Your CSA has the potential to provide nutritious, local food for recipients of the Supplemental Nutrition Assistance Program (SNAP is the current term used in lieu of food stamps). The following two steps will guide you through the process from start to finish:

1. Make sure that your CSA meets the Retail Store Eligibility criteria at:

2. Get your SNAP license here: http://www.fns.usda.gov/snap/ If you prefer to complete a paper application, you can call 1-877-823-4369 toll free. You will receive your SNAP application within 3 to 4 business days.

Please note that SNAP recipients are not required to pay in full at the beginning of the season, as they have limited resources and cannot afford to share the risk. Instead, your SNAP customers pay at each pick up for the food that they receive on that day only. Furthermore, your CSA administrative and membership fees are not covered by SNAP, so please be sure to inform your SNAP customer(s) of this detail ahead of time.

For any questions throughout the process, contact the Food and Nutrition Service office in Albany that serves all CT counties:

Albany Field Office
Food and Nutrition Service, USDA
O'Brien Federal BLDG., Room 752
Clinton Ave. & N. Pearl Street
Albany, NY 12207
518-431-4274
Fax: 518-431-4271

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Fort Hill Farm CSA
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New Milford, CT, 06776
pbucciaglia@yahoo.com
http://www.forthillfarm.com/

Paul Bucciaglia has been operating his own certified organic vegetable CSA for 10 seasons and has a wait list to prove it. Fort Hill Farm has a five year rolling lease on 20 acres of fine sandy loam soils from the Sunny Valley Preserve, a project of Trust for Public Land. In addition to the CSA, Paul maintains a handful of wholesale accounts with chefs and also sells weekly at the Westport Farmers Market.

At one point, the Fort Hill Farm CSA had over 400 members, but Paul recently scaled back his CSA to a size that seems better suited for his farming operation and goals. Initially, Paul's goal was to make a solid middleclass living operating Fort Hill Farm, but lately his goal is to make the same amount of money by working less and also using the farmland sustainably.

Fort Hill Farm CSA has a very organized mix & match system for pick-up. There are four stations: Greens, Herbs & Bunches (e.g. kale, cabbage, bok choy, lettuce head), Roots & Fruits, and sometimes Special Harvest. There also is a PYO board for certain crops like green beans, cut flowers, and herbs.

Paul sees his Fort Hill Farm CSA members as enthusiastic and reliable customers. He also recognizes that CSA members are extremely time constrained, and are sometimes stumped over what to do with their vegetable shares. To help, Fort Hill Farm sometimes provides recipes to help tie together the produce into a meal. Shareholders seem to appreciate this. Paul notes that people often lack a cultural backdrop to eating, so shareholders sometimes have incomplete information about how to prepare or store farm produce, and the nutritional value of different items in their shares.

Paul feels strongly that it is a real advantage for a CSA to have an organic certification (or equivalent - such as Certified Naturally Grown, or CT NOFA Farmer Pledge) because it can communicate so much to shareholders. Being certified organic makes it much easier to help people understand how things are grown, which is something most CSA members are expecting.

Fort Hill Farm CSA
Years doing CSA: 10
Types of shares: Full shares
Shares: 300
Pickups: Tuesday & Thursday 2:30– 6:30 pm
Saturday 8:00 a..m. – 12:30 p.m.
Drop-offs: No
Pre-packed: No
Communication: Weekly e-newsletter
Advertising: 99% word-of-mouth; listing in CT NOFA Farms & Food Guide

Advice for other CSA farms:
• Don't do for 25 shares what you can't do for 200 shares. In other words, be careful about setting expectations too high with your first shareholders. From the beginning, try to design a share that is profitable for you and not overwhelming products for shareholders.
• Offer as much choice as possible within whatever distribution mechanism you choose.
• Concentrate on the favorites - e.g. lettuce, tomatoes, corn, and then go easy on the other stuff like fennel, kale, kohlrabi.
• Find out what people like at least once per year. Try using an online survey to quickly collect their input.

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Fred and Stacia Monahan of Stone Garden Farms have cultivated and perfected a CSA that any farmer would be proud to call their own. Their system is seamless in every way. For those who enjoy a CSA pickup each week with a variety of vegetables can enjoy their Seasonal CSA during the spring, summer, and fall (they may also be starting a winter CSA!). Those who prefer to choose their own vegetables can enjoy the Farm Credit option, in which one can pay ninety dollars and receive a hundred dollar voucher that can be spent at any time at the Stone Gardens Farm Store. Members can also participate in a “Prepare your Share” cooking class, in which a chef from a local restaurant will teach a private cooking classes with the vegetables from a sample share that Stone Gardens Farm supplies.

Fred and Stacia decided to start one of the first CSAs in Connecticut because they found the farmers market system to be unfair. As Fred explains it, any person can buy and sell vegetables at the market. In the end, the farmers that are selling their own vegetables ultimately lose out. Thus, a CSA was the perfect alternative. Fred and Stacia enjoy educating their members on what it takes to be a farmer and grow your own food. Therefore, despite the hard labor and careful planning that is required to produce a successful CSA is worth it in the end for Stacia and Fred. They can enjoy the perks of pre-marketing their produce before the season begins and also enjoy working with the members.

Fred and Stacia’s CSA should serve as a model for the rest of the state. It is beyond impressive -- those who don’t believe in perfection should perhaps look no farther than Stone Gardens Farm.
At Bishop’s Orchards, Brad Isnard has kicked off his second year of running a CSA program. What makes Brad’s CSA particularly unique is its diversity and variety. Brad has partnered with Nelson Cecarelli from Cecarelli Farm to provide shareholders with vegetables as well as fruit. Bishop’s Orchards supplies the fruit (such as apples, pears, and peaches) and some vegetables, while Nelson supplies the majority of the vegetables for each week. Bishop’s CSA shareholders also have the option of adding on local wine, eggs, and flowers. Having the farm partnerships as well as the add-on share options allows shareholders to not only support Bishop’s but other local farms and producers as well. It’s no wonder that people will drive as far as 40 minutes for Bishop’s Orchard CSA.

Each week, the CSA’s 500 members come on either Tuesday or Thursday to pick up their shares that have been pre-packed that same morning. Brad explains that one of the most rewarding experiences of operating a CSA is working with the shareholders themselves. People are excited to be receiving high-value produce and supporting local agriculture. They also love the anticipation of what might be in their share for the week. “It’s like Christmas every week for them!” Brad explained.

Brad chose to start a CSA at Bishop’s Orchards to ensure that the food that was grown could ultimately be sold. CSA was the perfect solution, as it provides high value produce for the shareholders and generates revenue for Bishop’s Orchards as well. The CSA’s primary goal from the beginning was to allow people to connect with the farm. Thus far, the CSA has exceeded their expectations. Although last season was a hard one, Bishop’s Orchards has sold out of CSA shares for the 2012 season. Although the market is there for more expansion, Brad believes in the importance of working within your comfort level. Especially when running a CSA that partners with other farms and includes as many local producers as possible, because then you also have to consider the comfort of others contributing to the shares. “All farms need to be on the same page with production needs to assure that a sufficient volume of produce is available,” and for that reason the CSA will not be increasing in number of shares for the 2013 season.

Brad finds the most difficult aspect of his CSA to be deciding what will go into a share each week, and how much of it. Maximizing the amount of content for shareholders is no easy feat. Therefore, Brad finds it wise to aim to please 95% of the shareholders, because no matter what, not everyone will be completely satisfied. To do so, Brad will either purchase vegetables from another farm or bread and pesto from local businesses to diversify the share.

All in all, the CSA at Bishop’s Orchards is successful. Sometimes, one is faced with obstacles such as a bad season, but in the end, it’s worth it for the shareholder, and it’s worth it to Bishop’s Orchards.

Advice for other CSA farms:

- Make sure you’re not giving too much away! Try making a spreadsheet with all cost details to ensure that a profit is gained each week.
- If you decide to provide your members with a list of the vegetables that will be in the share for the week, be sure to note that it is subject to change!!
- Make sure you have plans A, B, C and a back-up plan D. Flexibility is a must.
- Maximize communication with your members.
- Don’t oversell – don’t sell more shares than you can handle.
Steve Munno, otherwise known as “Farmer Steve” of Massaro Community Farm, has been running a successful CSA for the past three years. Massaro was once a dairy farm that had been inactive for nearly twenty years. After the Massaro family deeded the land to the town, it was decided by the town that a farm with a CSA would occupy the nestled inheritance of Woodbridge, CT. The town leased the farm property to Massaro Community Farm (MCF), a non-profit whose mission is: “keep farming, feed people, build a community.” MCF ensures that the land is preserved, donates fresh produce to those in need, and offers on-farm events and programs throughout the year. In addition, MCF sub-leases the farm to Massaro Farm CSA, which operates a 150-member CSA and grows the produce to be donated. Steve Munno has ensured that each of these goals is met, and operating a successful CSA that serves greater New Haven is one of his many accomplishments.

Upon arrival on either Tuesday or Friday, members sign in, armed with their own bag to take their vegetables home in. On a white board is a list of the vegetables that the members will be able to enjoy in their share for the week. A number indicating how many vegetables may be taken is written next to each vegetable name. Additionally, 10 members conveniently pick up their pre-packed produce in New Haven at Green Well Organic Tea and Coffee. The system works brilliantly and the members are thrilled with the CSA.

Steve enjoys the challenge and the commitment of operating a CSA, as well as the relationships that he has forged with his loyal members and the community at large. The CSA is vital to the operation of the farm and its 40+ crops. The upfront payment by the members covers operating costs and helps pay employees.

Steve’s goal is to grow the farm, and he is willing to expand the CSA if that is what it will take. However, he explains the importance of only taking on as many members as you can handle.

It is no wonder that the members walk in for their pick up with a beaming smile on their face. They are excited to be involved with Massaro Community Farm, and it is certain that the feeling is genuinely mutual.

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**Massaro Farm CSA**

| Years doing CSA: | 3 |
| Types of shares: | Full shares |
| Shares: | 150 |
| Pickups: | Tuesday & Friday 2:30 pm – 6:30 pm |
| Drop-offs: | Yes: Green Well Organic Tea and Coffee, New Haven, CT |
| Pre-packed: | No. List of how many vegetables to take form each crate upon arrival. |
| Communication: | Newsletters by email |
| Advertising: | Pre-season Yale Newsletter, flyers, NOFA, City Seed |

**Advice for other CSA farms:**
- Before starting, decide what you want to get out of your CSA. For example, if community is important to you, highlight that in your CSA.
- Start small
- Build a relationship with the members

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Ekonk Hill Turkey Farm
Rick Hermonot
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info@ekonkhillturkeyfarm.com
www.ekonkhillturkeyfarm.com

Rick Hermonot of Ekonk Hill Turkey Farm has been operating a successful meat CSA for the past three years. Members, whom are regarded as “Friends of the Farm,” are incredibly satisfied with the service. Rick provides twenty pounds of meat each month for his members, for either six or twelve months. Members may also opt in for a unique “Taste of CT” share. Rick ensures that his members are provided with only the freshest beef, pork, and poultry by flash freezing the meat and even going as far as to pre-cut and wrap together the whole chicken beforehand. Ekonk Hill Turkey Farm also provides a share in which a member can purchase a six month share, but choose to pick it up every other month for twelve months. This proves to be a flattering option for members who may find twenty pounds of meat to be more than they can eat in a month.

Ekonk Hill Turkey Farm is looking to grow their CSA in the future, especially their poultry shares. It is easier to provide more chickens shares than pork or beef, for a chick can grow into a chicken in a matter of weeks, whereas it may take two years for a cow to be ready.

What Rick loves most about his CSA are his members. It’s no wonder that he considers them true “friends of the farm.” The members are loyal to Ekonk Hill Turkey Farm, and have built a relationship with Rick over the years. Rick also appreciates the predictability of having a CSA. When members sign up in April and May, Rick has a better idea of how many animals he needs to raise for the CSA that will begin in June. It’s also important to note that members receive priority over the supply of the farm store, so a CSA share is likely the most viable option for loyal Ekonk Hill Turkey Farm customers.

Rick is considering participating in a Metropolitan Buying Club, in which Ekonk Hill Turkey Farm would provide custom-ordered meat shares at a drop point in a nearby city, such as Norwich. The customers would pay monthly by credit card online, and can enjoy the convenience of eating locally in their city while also supporting a Connecticut local farm.

It is clear that Ekonk Hill Turkey Farm will continue to provide only the highest quality meat CSA shares for their members. It can only get better.

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Advice for other CSA farms:
- If you’re thinking about starting a CSA, learn about CSAs and how they work. Make a marketing plan and be sure to set a reasonable goal.
- Be aware of the importance of the relationship with the customer.
- If you don’t have a farm store, be sure to balance your production with your CSA memberships.
- Don’t take on more members than you can handle.
- Have a good CSA contract and application that includes the link to your farm website.

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Ekonk Hill Turkey Farm
Years doing CSA: 3
Types of shares: 6 or 12 month poultry or meat share
Add-ons: 6 or 12 month “Taste of CT” share
(maple syrup, honey, farmstead cheese, preserves, eggs, yogurt, and black currant juice)
Shares: 30
Pickups: Once a month
Drop-offs: Not at this time
Pre-packed: Yes
Communication: “Friends of the Farm” email
Advertising: Ads on WCTY 97.7

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Prepared by UConn Cooperative Extension for CSA School – November 28, 2012
Fair Weather Acres CSA
Michele Collins
1146 Cromwell Avenue
Rocky Hill, CT 06067
CSA@FairWeatherAcres.com
www.fairweatheracres.com

The largest green bean grower in New England, Fair Weather Acres, is into their fifth week of their first year doing a CSA – and they’re off to a great start! Shareholders have the option of purchasing a full or half share consisting of vegetables picked straight from Fair Weather Acres and fruit from nearby Connecticut farms. With each share comes a helpful handout with a list of the vegetables in the share, as well as recipes to accompany the stranger variety of vegetables - or even green beans! If a recipe calls for feta cheese, the farm store will conveniently sell feta cheese in their farm store. The recipe system works well and shareholders are even exchanging recipes on Facebook.

Michele Collins manages the CSA, and says that she is happy with their new CSA, and from what the shareholders are telling her, they’re elated as well. Michele would like to see the CSA expand to more than 500 shares in the future, and is even willing to alter what and how much is grown per acre in order to accommodate a larger CSA. Fair Weather Acres is in fact aiming to replace the majority of their wholesale business with CSA. Michele explains that CSAs are great, in that they teach people which vegetables grow when and also pushes the shareholders to try new foods. However, Michele admits that if one is especially picky, it may not be worth participating in a CSA. In fact, the varying vegetable preferences between shareholders have proven to be one of the hardest parts of having a CSA for Fair Weather Acres. Shareholders also don’t like receiving more food than they can eat. Michele has learned that it is impossible to please each shareholder, and in the end, you have to make a decision.

In regard to big changes for next year, Michele will ensure that all shareholders pay before their first pick up and also offer them a discounted price if they pay by December 1st. That way, Fair Weather Acres doesn’t need to take on another loan, and they can pass on some of the savings to the shareholder. Fair Weather Acres has an impressive CSA and are certainly prepared to expand in the future!

Fair Weather Acres
Years doing CSA: 1
Types of shares: Full shares and half shares
Shares: 130
Pickups: Tuesdays and Wednesdays 2pm-7pm
Drop-offs: Yes
Pre-packed: Yes
Communication: Blog on website, weekly newsletter
Advertising: localharvest.org, Facebook, Channel 3 announcement, signs at their corn maze

Advice for other CSA farms:
• If you’re thinking about starting a CSA, talk to other CSA farmers and ask them what has gone right and wrong with them. But don’t be afraid to try out your own thing too!
• Don’t be afraid to put in what you have. For instance, if you need to do three weeks of squash, then do three weeks of squash. It’s impossible to please everyone!
• Wax cardboard boxes are not very durable. Go with a plastic crate. They’ll last longer and they’re less expensive.
Gresczyk Farms has begun their second week of their first year doing a CSA, and the way Bruce Gresczyk Jr. explains it, there’s no turning back now! Bruce Jr. envisions only growth of Gresczyk Farms’ CSA from here on out.

The shareholders have only positive things to say about the CSA. Each week, the members enjoy their share of vegetables, eggs, and sometimes fruit bought from another Connecticut farm to ensure diversity in the share. Bruce Jr. will even include a recipe card with the share to accompany vegetables that might be strange or intimidating to customers. Taking on a CSA was attractive to Gresczyk Farms, for it provided the farm with an alternative method to marketing their food. For instance, Gresczyk Farms has a farm store at their farm location in New Hartford in addition to fourteen farmers markets throughout the state. Bruce Jr. explains that the CSA, in a way, is like having one more farmers market. In regard to obstacles that Gresczyk Farms has faced with their CSA, Bruce Jr. explained that it can be difficult at times to accommodate shareholders when they decide to change their pickup day without a moment’s notice or perhaps forget to pick up their share. Additionally, organizing the many details that come with having a CSA has proven to be a challenge.

Despite some inevitable obstacles, however, Gresczyk Farms is pleased with their CSA, as well as the shareholders. Some will drive as far as an hour! In fact, these shareholders get the added benefit of a 5% discount membership card that is valid at the Gresczyk Farms farm store as well as any of their fourteen farmers markets.

What makes Gresczyk Farms unique in regard to their “Share the Risk” policy - is that there isn’t one. Shareholders are guaranteed the value of their share each week, despite how well the harvesting season is that year. Bruce Jr. explains that Greszyck Farms has made a commitment to their shareholders, and they’ll go as far as to buy local food from another farm in order to meet that commitment.

Within the coming weeks, Gresczyk Farms will be placing their pickups alongside their fields and greenhouses as opposed to the farm store in order to ensure that shareholders can truly connect with their local farm. Gresczyk Farms is also looking to have CSA pickups located at some of their farmers’ markets in other parts of the state to aid their CSA expansion in the future.

Gresczyk Farms will likely continue to have a CSA for years to come, and it is no wonder, for the farm and the shareholders alike couldn’t be more satisfied.

**Gresczyk Farms CSA**

<table>
<thead>
<tr>
<th>Years doing CSA:</th>
<th>1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Types of shares:</td>
<td>Full shares and half shares</td>
</tr>
<tr>
<td>Shares:</td>
<td>110</td>
</tr>
<tr>
<td>Pickups:</td>
<td>Monday, Tuesday, Wednesday 11:00 am – 7:00 pm</td>
</tr>
<tr>
<td>Drop-offs:</td>
<td>Not at this time</td>
</tr>
<tr>
<td>Pre-packed:</td>
<td>Yes</td>
</tr>
<tr>
<td>Communication:</td>
<td>Email</td>
</tr>
<tr>
<td>Advertising:</td>
<td>LocalHarvest.org, Facebook, a sign on the road</td>
</tr>
</tbody>
</table>
Ideas for CSAs

Listing your CSA online:
- LocalHarvest.org
- BuyCTGrown.com
- Farmigo.com
- FarmFresh.org
- harvesttohand.com (for mobile app)

CSA management software tools (all are fee-based):
- CSAware.com – (from LocalHarvest.org)
- farms.farmigo.com
- Smallfarmcentral.com/memberassembler

Workplace CSA
- Look for businesses with wellness or sustainability initiatives.
- Ask for the business to have at least five employees (or whatever number works for you) to sign up for a box. Deliver food straight to the business each week.
- Ask if the business would consider paying a portion of the share for their CSA members.
- The CSA members could pay you directly, or instead, the business might consider directly paying you and deducting the payroll of the CSA members.
- Don’t overlook opportunities at daycare centers and afterschool programs where parents can be invited to sign up to create a group drop off
- Benefits: Maximizes produce sales, one convenient drop-off point, employees spread the word to other businesses, the business can more thoughtfully consider their role in the food system and educate their employees about the importance of local agriculture.

Community Supported Markets
- In a challenging farmers market, can the market coordinator assemble product from farmer vendors for CSA distribution? (example of CSM of CitySeed in New Haven)

CSA for low income communities
- Is it possible to accepting SNAP benefits?
- Is it possible to partner with a third party funder to have subsidized share prices for food pantry clients or other food insecure families?
- Senior Share – for low income seniors

Prepared by Jiff Martin, UConn Cooperative Extension for CSA School – 11/28/12
CSA for Restaurants/Cafeterias

Your produce can be provided to restaurants and or cafeterias (hospitals, schools, etc). However, make sure the restaurant or cafeteria can commit to following guidelines before making a decision:

- Is their staff trained to cook from scratch, or are they able to preserve unused produce?
- Does their menu change according to the seasons/ are they open and willing to change their menu weekly based on what’s in season?
- Will the farm business be indicated on the menu? And then, will the farm’s name be removed as soon as the product is out of season or no longer an ingredient?
- Can they accept a weekly drop-off at their restaurant or able send a truck to pick up a share from your farm or market stall to collect their share(s) each week during season?
- Make sure they do their math! Have them explore the cost of an upfront investment for 1 or more shares as opposed to weekly invoicing.
- Could there be a special arrangement for CSA shareholders to attend a cooking class that features how to prepare a CSA share?

Multi-Farm CSAs:

Models
1. Host farm purchases product from other farm(s) and adds it to the shares or offers for sale to shareholders for a commission
2. CSA is coordinated by an anchor farm (or non-profit) that acts as a central broker, aggregates product and customers
3. Cooperatively owned, organized, managed CSA, equal profit sharing.

Local Harvest, A Multifarm CSA Handbook by Jill Perry and Scott Franzblau. This 120 page book was produced with SARE funding. Free download at www.sare.org
CT NOFA is

- an independent non-profit organization dedicated to strengthening the practices of ecologically sound farming and gardening, and to the development of local sustainable agriculture
- a growing community of farmers, gardeners, land care professionals, businesses and consumers that encourages a healthy relationship to the natural world

Organic is

an ecological production management system that promotes and enhances biodiversity, biological cycles and soil biological activity. It is based on minimal use of off-farm inputs and on management practices that restore, maintain and enhance ecological harmony.

The Benefits of Organic

- Limit your own exposure to harmful pesticides
- Improve soil, reduce soil erosion, promote biodiversity and aid natural pest control
- Growing demand for organic caused 9.8% increase in organic production in 2011 and the demand is still greater than the supply
- In 30 year-trials, organic crops had a comparable or greater yield than conventional crops
- The CT Department of Agriculture works with the USDA National Organic Program to reimburse Connecticut’s Certified Organic Growers & Processors for up to 75% of their certification fee (up to $750.00)

Commit to Sustainability with the Farmers Pledge!

- Commit to farming and marketing in accordance with sound ecological and economic principles.
  - This is not a certification—we do not inspect farms or make a guarantee that an individual farmer is complying with the Farmer’s Pledge.
- To participate: become a member, sign a copy of the Pledge and return it to CT NOFA.
- We’ll return an initialed, dated and laminated copy to you for display at your farm, farm stand, farmers’ markets and anywhere else where folks care about good food.
- The Farmer’s Pledge must be renewed each year, (we will remind you each winter!)
CT NOFA’s Resources for:

CSAs

- E-mail ctnofa@ctnofa.org with basic information about your CSA to be in our online CSA-listings
- 3 CSA Fairs in 2013: Fairs are an opportunity to distribute information about your CSA, interact directly with consumers, and sign up new members! Confirmed fair in Wilton on March 3 in conjunction with CT NOFA’s Winter Conference (which attracts hundreds of local food consumers!)

Tell us about your CSA and help us develop our program with this brief survey: https://ctnofa.wufoo.com/forms/z7x3x5/

Beginning Farmers

Visiting ctnofa.org/Beginning_Farmers.html to:

- Join the Farmer eNews
- Learn about our upcoming on-farm workshops (held from late March to September), Getting Started in Organic Farming Conference (every year in January) and our Winter Conference (every year in March).
- Apply for the journeyperson program to support those farming independently for the first time
- Use our apprentice and host farm matching site to find an employee or position (new in 2013)

CT NOFA Members

- Listing in the annual Connecticut Farm & Food Guide (distribution of 10,000) and the online farm directory
- Reduced admission to CT NOFA events & the NOFA Summer Conference
- Receive The Natural Farmer, published quarterly, containing news and features on organic agriculture from the entire seven-state NOFA region
- CT NOFA promotes and makes announcements for its member CSAs with social media, blog posts, press releases and mentions in the Gleanings eNews (sent to over 4500 people)
- Farm memberships are $35—Join Today!

Get Connected: ctnofa.org • facebook.com/ctnofa • Twitter: ctnofa
ctnofa1982.blogspot.com • Farmer eNews • Gleanings eNews

Funding for the CSAs, Community Farms and Specialty Crops project has been provided by the Specialty Crop Block Grant Program of the Agricultural Marketing Service, USDA, awarded and administered by the Connecticut Department of Agriculture.
You’re launching a CSA. You’ve got the seeds, the equipment, interest from a few customers, the marketing plan. What else do you need?

**Connecticut Farm Bureau.**

Connecticut Farm Bureau Association staffs an agricultural expert who is available to help farmers with one-one-one support and assistance for their agricultural businesses.

This includes the considerations about your CSA you may not expect such as:

- All farm related tax reduction programs including PA 490 Farmland classification, farmer’s tax exemption certificates, municipal optional tax programs for farms, and state-mandated tax programs.
- Farm related state and federal motor vehicle regulations.
- Local land use and wetlands regulations.
- Farm labor questions.
- Marketing and food safety.
- Plus more.

<table>
<thead>
<tr>
<th>Savings</th>
<th>Advocacy</th>
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<tbody>
<tr>
<td><img src="image1.png" alt="Image" /></td>
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<td>Local</td>
<td>Experience</td>
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<td>Networking</td>
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<td><img src="image6.png" alt="Image" /></td>
</tr>
<tr>
<td>Education</td>
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</tr>
</tbody>
</table>
Farm Bureau formed to provide the grassroots support farmers and farm families need to optimize business viability and profitability.

Therefore Connecticut Farm Bureau also offers:

—*Educational programs on the state and county level*

—*Networking opportunities.*

—*Benefits to help your business save money on the services and supplies you use every day.*

—*Updates on issues and news affecting Connecticut farmers.*

*Visit www.cfba.org to learn more, or call 860-768-1100*

**Who We Are:** Connecticut Farm Bureau is a non-profit, membership organization dedicated to farming and the future of Connecticut agriculture.

**What We Do:** CFBA advocates and educates on issues that keep farm families producing by focusing on economic viability, land use, labor, taxation and the protection of farmland.

**Why We Do It:** CFBA’s work is vital to providing safe, locally grown, farm-fresh products and a high quality of life for all Connecticut residents.

**Why We’re Different:** As an independent, non-governmental general agriculture organization, CFBA is the voice of agricultural producers at all levels.

**Membership Options for CSA Farms:**

*Full-Time Farmer:* A person who makes their livelihood by farming, or a farmer requiring at least one full-time worker, or

*Part-Time Farmer:* A person who farms as a secondary occupation

Farmer members enjoy full benefits including voting privileges, consultation with our government relations specialist, access to insurance programs and CFBA’s news magazine.

**Associate Member:** Non-farming individual or business who joins to support CFBA’s work. Receives benefits, but is not afforded one-on-one staff support.
Community Supported Agriculture (CSA), an arrangement whereby customers pay growers in advance of the growing season for a guaranteed share of the season’s harvest.

Background: Between June-July 2012 we investigated pricing that farm operations advertised for purchasing a CSA share. Our goal was to have a better understanding of average price/week that Connecticut farmers were charging for a standard summer vegetable share. Data on 63 CSA farm operations was gathered primarily using farm business websites and producer association listings. We did not attempt to compare the contents of CSA shares, nor did we analyze pricing for specialty CSA shares such as winter shares, flower shares, meat shares, etc. See Appendix B for a more comprehensive list of all CSAs in the state.

Based on our research, we found the following:

Average price of 2012 Summer Vegetable CSA = $28
Maximum price = $50
Minimum price = $15

Pricing data for 2012 Summer CSA Shares in Connecticut:

**Fairfield County**

<table>
<thead>
<tr>
<th>Farm Name</th>
<th>Price</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Belta’s Farm</td>
<td>$25/week</td>
<td>Westport, CT</td>
</tr>
<tr>
<td>Garden Of Ideas, LLC</td>
<td>$29/week</td>
<td>Ridgefield, CT</td>
</tr>
<tr>
<td>Simpaug Farm</td>
<td>$31/week</td>
<td>Ridgefield, CT</td>
</tr>
<tr>
<td>Stone Garden Farm</td>
<td>$27/week</td>
<td>Shelton, CT</td>
</tr>
<tr>
<td>The Hickories</td>
<td>$31/week</td>
<td>Ridgefield, CT</td>
</tr>
<tr>
<td>Warrups Farm</td>
<td>$25/week</td>
<td>West Redding, CT</td>
</tr>
</tbody>
</table>

**Hartford County**

<table>
<thead>
<tr>
<th>Farm Name</th>
<th>Price</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beckett Farms, LLC</td>
<td>$33/week</td>
<td>Glastonbury, CT</td>
</tr>
<tr>
<td>Bright Yellow Farm</td>
<td>$20/week</td>
<td>Bloomfield, CT</td>
</tr>
<tr>
<td>Bristol’s Farm</td>
<td>$25/week</td>
<td>Canton, CT</td>
</tr>
<tr>
<td>Chicoine Family Farms, LLC</td>
<td>$20/week</td>
<td>East Windsor, CT</td>
</tr>
<tr>
<td>Deercrest Farm</td>
<td>$20/week</td>
<td>Glastonbury, CT</td>
</tr>
<tr>
<td>Easy Pickin’s Orchard</td>
<td>$26/week</td>
<td>Enfield, CT</td>
</tr>
<tr>
<td>Farm Name</td>
<td>Week Price</td>
<td>Location</td>
</tr>
<tr>
<td>-----------------------------------------------</td>
<td>------------</td>
<td>-------------------</td>
</tr>
<tr>
<td><strong>Fair Weather Acres</strong></td>
<td>$33/week</td>
<td>Rocky Hill, CT</td>
</tr>
<tr>
<td><strong>Futttner’s Family Farm</strong></td>
<td>$15/week</td>
<td>East Hartford, CT</td>
</tr>
<tr>
<td><strong>George Hall Farm</strong></td>
<td>$24/week</td>
<td>Simsbury, CT</td>
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<tr>
<td><strong>Grow Hartford CSA</strong></td>
<td>$30/week</td>
<td>Hartford, CT</td>
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<tr>
<td><strong>Holcomb Farm</strong></td>
<td>$25/week</td>
<td>West Granby, CT</td>
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<tr>
<td><strong>Oxen Hill Farm CSA</strong></td>
<td>$37/week</td>
<td>Suffield, CT</td>
</tr>
<tr>
<td><strong>Renaissance Farm</strong></td>
<td>$30/week</td>
<td>Burlington, CT</td>
</tr>
<tr>
<td><strong>Rosedale Farm and Vineyards</strong></td>
<td>$33/week</td>
<td>Simsbury, CT</td>
</tr>
<tr>
<td><strong>Tulmeadow Farm</strong></td>
<td>$20/week</td>
<td>West Simsbury, CT</td>
</tr>
<tr>
<td><strong>Urban Oaks Organic Farm</strong></td>
<td>$50/week</td>
<td>New Britain, CT</td>
</tr>
<tr>
<td><strong>Windham Gardens</strong></td>
<td>$25/week</td>
<td>Granby, CT</td>
</tr>
<tr>
<td><strong>Adamah Farm</strong></td>
<td>$29/week</td>
<td>Falls Village, CT</td>
</tr>
<tr>
<td><strong>Barden Farm</strong></td>
<td>$23/week</td>
<td>New Hartford, CT</td>
</tr>
<tr>
<td><strong>Beaver Meadow</strong></td>
<td>$30/week</td>
<td>Litchfield, CT</td>
</tr>
<tr>
<td><strong>Clatter Valley Farm</strong></td>
<td>$28/week</td>
<td>New Milford, CT</td>
</tr>
<tr>
<td><strong>Fort Hill Farm</strong></td>
<td>$28/week</td>
<td>New Milford, CT</td>
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<tr>
<td><strong>Greszczyk Farms</strong></td>
<td>$25/week</td>
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<tr>
<td><strong>Maple View Farm</strong></td>
<td>$25/week</td>
<td>Harwinton, CT</td>
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<td><strong>Marble Valley Farm</strong></td>
<td>$25/week</td>
<td>Kent, CT</td>
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<tr>
<td><strong>Sun One Organic Farm</strong></td>
<td>$29/week</td>
<td>Bethlehem, CT</td>
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<tr>
<td><strong>Waldingfield Farm</strong></td>
<td>$33/week</td>
<td>Washington, CT</td>
</tr>
<tr>
<td><strong>Wright Farm</strong></td>
<td>$23/week</td>
<td>Goshen, CT</td>
</tr>
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</table>

**Middlesex County**

<table>
<thead>
<tr>
<th>Farm Name</th>
<th>Week Price</th>
<th>Location</th>
<th>Summer Share Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Bitta Blue</strong></td>
<td>$18/week</td>
<td>East Haddam, CT</td>
<td>20 weeks, $350</td>
</tr>
<tr>
<td><strong>Smith Farm/AVP</strong></td>
<td>$25/week</td>
<td>East Haddam, CT</td>
<td>10 weeks, $250</td>
</tr>
<tr>
<td><strong>Star Light Gardens</strong></td>
<td>$30/week</td>
<td>Durham, CT</td>
<td>22 weeks</td>
</tr>
<tr>
<td><strong>Wellstone Farm</strong></td>
<td>$30/week</td>
<td>Higganum, CT</td>
<td>19 weeks, $575</td>
</tr>
</tbody>
</table>

**New Haven County**

<table>
<thead>
<tr>
<th>Farm Name</th>
<th>Week Price</th>
<th>Location</th>
<th>Summer Share Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Bishop’s Orchards</strong></td>
<td>$30/week</td>
<td>Guilford, CT</td>
<td>20 weeks, $600</td>
</tr>
<tr>
<td>Farm Name</td>
<td>Price/week</td>
<td>Location</td>
<td>Summer full share:</td>
</tr>
<tr>
<td>-----------------------------------</td>
<td>------------</td>
<td>--------------</td>
<td>--------------------</td>
</tr>
<tr>
<td>Bodhichitta Farms</td>
<td>$32/week</td>
<td>Prospect, CT</td>
<td>17 baskets, $550</td>
</tr>
<tr>
<td>Boulder Knoll Community Farm CSA</td>
<td>$50/week</td>
<td>Cheshire, CT</td>
<td>10 baskets, $500</td>
</tr>
<tr>
<td>Eve’s Corner Garden CSA</td>
<td>$28/week</td>
<td>Bethany, CT</td>
<td>15 weeks, $425</td>
</tr>
<tr>
<td>Farmer Joe’s Gardens</td>
<td>$25/week</td>
<td>Wallingford, CT</td>
<td>15 weeks, $375</td>
</tr>
<tr>
<td>Gazy Brothers Farm</td>
<td>$25/week</td>
<td>Oxford, CT</td>
<td>16 weeks, $400</td>
</tr>
<tr>
<td>High Hill Orchard</td>
<td>$17/week</td>
<td>Meriden, CT</td>
<td>16 weeks, $275</td>
</tr>
<tr>
<td>Hindinger Farm</td>
<td>$22/week</td>
<td>Hamden, CT</td>
<td>24 weeks, $525</td>
</tr>
<tr>
<td>Massaro Farm CSA, Inc.</td>
<td>$31/week</td>
<td>Woodbridge, CT</td>
<td>18 weeks, $550</td>
</tr>
<tr>
<td>River Crest Farm, LLC</td>
<td>$31/week</td>
<td>Milford, CT</td>
<td>14 weeks, $425</td>
</tr>
<tr>
<td>Robert Treat Farm</td>
<td>$35/week</td>
<td>Milford, CT</td>
<td>20 weeks, $700</td>
</tr>
<tr>
<td>Turtle Ridge Cooperative</td>
<td>$31/week</td>
<td>North Haven, CT</td>
<td>18 weeks, $550</td>
</tr>
<tr>
<td>Brown Paper Bag Harry’s Farm</td>
<td>$37/week</td>
<td>North Franklin, CT</td>
<td>15 weeks, $550</td>
</tr>
<tr>
<td>FRESH New London CSA</td>
<td>$28/week</td>
<td>New London, CT</td>
<td>20 weeks, $550</td>
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<td>Frim Fram Farm</td>
<td>$28/week</td>
<td>Salem, CT</td>
<td>20 weeks, $550</td>
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<tr>
<td>Pruning Hill Farm</td>
<td>$35/week</td>
<td>North Windham, CT</td>
<td>18 weeks, $656</td>
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<tr>
<td>River Bend Farm</td>
<td>$34/week</td>
<td>Lebanon, CT</td>
<td>20 weeks, $600</td>
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<tr>
<td>Shun andai Farm</td>
<td>$20/week</td>
<td>Mansfield, CT</td>
<td>26 weeks, $525</td>
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<td>Windham County</td>
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<tr>
<td>Brown Farm</td>
<td>$30/week</td>
<td>Scotland, CT</td>
<td>20 weeks, $600</td>
</tr>
<tr>
<td>Devon Point Farm</td>
<td>$36/week</td>
<td>Woodstock, CT</td>
<td>18 weeks, $656</td>
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<tr>
<td>Raspberry Knoll Farm</td>
<td>$27/week</td>
<td>North Windham, CT</td>
<td>15 weeks, $400</td>
</tr>
<tr>
<td>Wayne’s Organic Farm</td>
<td>$24/week</td>
<td>Oneco, CT</td>
<td>14 weeks, $329</td>
</tr>
</tbody>
</table>
Appendix B

CSAs in Connecticut

The following listings were gathered from the following sources: CT NOFA Farm & Food Guide 2012; buyctgrown.com; localharvest.org; and Edible Nutmeg. If you operate a CSA or know of a CSA that is not included below, please contact jiff.martin@uconn.edu to add your name to this list.

Fairfield County

Belta’s Farm; 128 Bayberry Lane; Westport, CT, 06880; 203-454-2293; www.beltasfarm.org

Garden Of Ideas, LLC; Ilsa Svendsen & Joseph Keller; 647 North Salem Road; Ridgefield, CT, 06877; 203-431-9914; www.gardenofideas.com

Lake Avenue Farm; Alan Gorkin; 668 Lake Avenue; Greenwich, CT 06831; 203-340-2191

Millstone Farm; 180 Millstone Road; Wilton, CT 06897; 203-834-2605; www.millstonefarm.org

New Pond Farm; Kristen Allore; 101 Marchant Rd.; West Redding, CT 06896; 203-938-2117; www.newpondfarm.org

Shortt’s Farm and Garden Center; Sue Shortt; 52A Riverside Road; Sandy Hook, CT 06482; (203) 426-9283; www.Shorttsfarmandgarden.com

Simpaug Farm; Jennifer Trillo; 23 Catoonah Street, Ridgefield, CT, 06877; 203-431-7188; www.simpaugfarms.com

Sport Hill Farm; 596 Sport Hill Rd; Easton, CT; www.sporthillfarm.com

Stone Gardens Farm; Fred and Stacia Monahan; 83 Saw Mill City Road; Shelton, CT, 06484; 203-929-2003; www.stonegardensfarm.com

The Hickories; Dina Brewster; 126 Lounsbury Road; Ridgefield, CT, 06877; 203-894-1851; www.thehickories.org
Warrups Farm; Laura Selleck & William Hill; 11 John Read Road; West Redding, CT, 06896; 203-938-9403; www.warrupsfarm.com

Hartford County

Beckett Farms, LLC; 1269 Main Street; Glastonbury, CT, 06033; 860-659-0848; www.beckettfarms.com

Bright Yellow Farm; Caitlin Henzler; 15 Juniper Road; Bloomfield, CT, 06002; 860-810-6459; www.brightyellowfarm.com

Chicoine Family Farms, LLC; Dave and Val Chicoine; 24 Holcomb Terrace; E. Windsor, CT, 06088; 860-292-1742; www.chichfarm.com

Cupola Hollow Farm LLC; Kathy and Donna Dunai; 1510 North Stone Street, West Suffield, CT 06093; 860-668-0859; www.cupolahollowfarm.com

Deercrest Farm; Jon Bronzi; 3499 Hebron Avenue; Glastonbury, CT, 06033; 860-633-4407; www.deercrestfarm.net

Earhtone Farms; Kim Rukas; Palisado Ave., Windsor, CT 06095; 860-752-4428; www.earthtonefarms.com

Easy Pickin’s Orchard; Brian Kelliher; 46 Bailey Road; Enfield, CT, 06082; 860-763-3276; www.easypickinsorchard.com

Fair Weather Acres; Michele Collins; 1146 Cromwell Avenue; Rocky Hill, CT, 06067; 860-529-6755; www.fairweatheracres.com

Futtner’s Family Farm; Jim and Honora Futtner; 910 Silver Lane; East Hartford, CT, 06118; 860-569-4138; www.futtnerfarm.com

Garlic Farm; Gary Cirullo; 76 Simsbury Road; West Granby, CT 06090; 860-653-0291; www.garlicfarmct.com

George Hall Farm; George Hall; 180 Old Farms Road; Simsbury, CT, 06070; 860-658-9297; www.georgehallfarm.com

Grow Hartford CSA; Rodger Phillips; 86 Park Street, 2nd Floor; Hartford, CT, 06106; 860-296-9325; www.hartfordfood.org

Holcomb Farm CSA; 111 Simsbury Road; West Granby, CT, 06090; 860-653-5554; www.holcombfarmscsa.org

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Just Grow With It; Joey Listro; 77 Bridle Path; Newington, CT 06111; (812) 229-9008

Killam & Bassette Farmstead, LLC; Chris Bassette; 14 Tryon Street; South Glastonbury, CT 06073; 860-633-1067; www.KandBFarmstead.com

M.T. Rutkowski Farm; Mark Rutkowski; 73 Wolcott Rd.; Simsbury, CT 06070; 860.378.4735; www.mtrfarm.com

Newgate Farms; Judi Sedor; 740 Prospect Hill Road; Windsor, CT 06095; (860) 653-4758; www.newgatefarms.com

Oxen Hill Farm CSA; 1434 Hill Street; Suffield, CT, 06078; 860-214-5104; www.oxenhillfarm.com

Renaissance Farm; Linda Graham; 280 Speilman Highway; Burlington, CT, 06013; 860-673-3550; www.facebook.com/RenaissanceFarmCT

Rosedale Farm and Vineyards; 25 East Weatogue Street; Simsbury, CT, 06070; 860-651-3926; www.rosedale1920.com

Tulmeadow Farm; Don Tuller; 255 Farms Village Road; West Simsbury, CT, 06092; 860-658-1430; www.tulmeadowfarmstore.com

Urban Oaks Organic Farm; Mike Kandefer; 225 Oak Street; New Britain, CT, 06051-1225; 860-223-6200; urboaks@earthlink.net

Wild Carrot Farm, LLC; Mark Palladino and Joanie Guglielmino; 541 Albany Tpke, PO Box 418; Canton, CT, 06019; 860-977-6948; http://www.wildcarrotfarm.com/pages/csa.html

Windham Gardens; Erin Windham and Doug Baggott; 87 Notch Road; Granby, CT, 06035; 860-798-7989; www.windhamgardensonline.com

Litchfield County

Adamah Farm at Isabella Freedman; 116 Johnson Road; Falls Village, CT, 06031; 860-824-3003; www.isabellafreedman.org/adamah/csa

Barden Farm; Ed and Anita Barden; 45 Burgoyne Heights; New Hartford, CT, 06057; 860-379-8803; www.bardenfarm.com

Beaver Meadow; Barbara Putnam; 73 Clark Road; Litchfield, CT, 06759; 860-567-4465; www.beavermeadow.biz

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Chubby Bunny Farm, Tracy & Dan Hayhurst; 35 Cobble Rd., Falls Village, CT 06031; 860-824-4362; www.chubbybunnyfarm.com

Clatter Valley Farm; 125 Town Farm Road; New Milford, CT, 06776; 203-994-1285; www.clattervalleyfarm.com

Fort Hill Farm; Paul Bucciaglia; 18 Fort Hill Road; New Milford, CT, 06776; 860-350-3158; www.forthillfarm.com

Gresczyk Farms LLC; Bruce Gresczyk; 860 Litchfield Turnpike; New Hartford, CT, 06057; 860-482-3925; www.gresczykfarms.com

Local Farm; Debra Tyler; 22 Popple Swamp Road; Cornwall Bridge, CT 06754; 860-672-0229; www.rlocalfarm.com

Maple View Farm; Mark and Carole Gauger; 276 Locust Road; Harwinton, CT, 06791; 860-485-0815; www.mapleviewfarmct.com

Marble Valley Farm; Megan Haney; 170 Kent Road; Kent, CT, 06757; 860-592-0020

Percy Thomson Meadows; Kenny & Dana Assard; 78 Thomson Rd.; Bethlehem, CT 06751; (203) 598-9701; www.percythomsonmeadows.com

Sun One Organic Farm; Robert Maddox; 104 Deerwood Drive; Bethlehem, CT, 06751; 203-266-7973

Waldingfield Farm; Quincy and Patrick Horan; 24 East Street; Washington, CT, 06793; 860-868-7270; www.waldingfieldfarm.com

Wright Farm; Marissa Wright; 226 Sharon Turnpike; Goshen, CT, 06756; 860-491-9868; www.wrightfarmorganic.com

Middlesex County

Bitta Blue; Susan Willis; 228 River Road; Killingworth, CT, 06419; 860-663-2428; www.bittabluefarm.com

Fire Ring Farm; Nancy L. Livensparger; 247 Middle Haddam Road; Portland CT 06480-1765; 860-819-9097; www.fireringfarm.com

Smith Farm/AVP; Susan Perrotti; 60 Smith Road; East Haddam, CT, 06423; 860-510-6724

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Star Light Gardens; Ty and David Zemelsky; 54 Fowler Avenue; Durham, CT, 06422; 860-463-0166; www.starlightgardensct.com

The Hay House Farm; David Brown; 155 Ingham Hill Road; Old Saybrook, CT 06475-1109; 860-575-2387

Upper Forty Farm; Kathryn Caruso; 86 Nooks Hill Road; Cromwell, CT 06416; 860-632-9029

Wellstone Farm; Melissa Gibson; 356 Candlewood Hill Road; Higganum, CT, 06441-4276; 860-345-3183; wellstonefarm@yahoo.com

New Haven County

Barberry Hill Farm; Kingsley and Kelly Goddard; 353 Boston Post Road, Madison, CT 06443; 203-245-2373; www.BarberyHillFarm.com

Bishop’s Orchards; Brad Isnard; 1355 Boston Post Road; Guilford, CT, 06437; 203-453-2338; www.bishopsorchards.com

Bodhichitta Farms; Whitney Miller Caporaso; 176 Straitsville Road; Prospect, CT, 06712; 203-758-0768 or 860-285-0167; www.prospectspurest.net

Boulder Knoll Community Farm; Brenda Caldwell; P.O. Box 1329; Cheshire, CT, 06410; 203-393-1245; www.boulderknollfarm.com

Eve’s Corner Garden CSA; Liz Cecarelli; 93 Peck Road; Bethany, CT, 06524; 203-393-1383; www.evescsa.com

Farmer Joe’s Gardens; 109 Leigus Road; Wallingford, CT; 06492; 203-265-0696; www.farmerjoesgardens.com

Frankie's Fruit & Vegetables; 1940 Hartford Turnpike; North Haven, CT; 203-376-0407

Gazy Brothers Farm; 391 Chestnut Tree Hill Road; Oxford, CT, 06478; 203-723-8885; www.gazybrothersfarm.net

High Hill Orchard; Wayne Young; 170 Fleming Road; Meriden, CT; 06450; 203-294-0276; www.highhillorchard.info/

Hindinger Farm; Liz Hindinger; 835 Dunbar Hill Road; Hamden, CT, 06514; 203-288-0700; www.hindingerfarm.com
Massaro Farm CSA, Inc.; Steve Munno; 41 Ford Road; Woodbridge, CT, 06525; 203-387-0527; www.massarofarmcsa.org/

River Crest Farm, LLC; Maria and Andy Macri; 534 Oronoque Road; Milford, CT, 06461; 203-876-9786; www.rivercrestfarm.com

Robert Treat Farm; 1339 New Haven Avenue; Milford, CT, 06460; 203-878-4270; www.roberttreatfarm.com

Thimble Islands Oyster Co.; Brendan Smith; Indian Pt Rd.; Stony Creek, CT 06405; 203-931-5912; www.thimbleislandoysters.com

Turtle Ridge Cooperative/Mill River Valley Gardens CSA; Mary Ann Nelson; 3600 Ridge Road; North Haven, CT, 06473; 203-715-5472; www.turtleridgecooperative.org

New London County

Brown Paper Bag Harry’s Farm; Harry and Debi Childs; 102 Kahn Road; N. Franklin, CT, 06254; 860-642-6778; hchilds@snet.net;

Ekonk Hill Turkey Farm; Rick, Elena, Jon, Ashley, Katie, Chris & Susan Hermonot; 227 Ekonk Hill Rd., Sterling, CT, 06354; 860-564-0248; www.ekonkturkeyhillfarm.com

FRESH New London CSA; Arthur Lerner; 374 Broad Street; P.O. Box 429; New London, CT, 06320; 860-444-8050 ext. 14; www.freshnewlondon.org

Frim Fram Farm; Zoe Ward; 248 Norwich Road; Salem, CT, 06420; 860-859-1012; www.frimframfarm.com

Full Heart Farm; Ledyard, CT; Allyson Angelini; www.fullheartfarm.com

Hunts Brook Farm; Teresa and Rob Schacht; 108 Hunts Brook Road; Quaker Hill, CT, 06375; 860-443-1770; www.huntsbrookfarm.wordpress.com

Pease Brook Farms; Leigh Melia; 231 Hoxie Rd; Lebanon, CT 06249; 860-710-3616; www.peasebrookfarms.com

Philomel Gardens; Will McGee and Gretchen Oat; 142 River Road; Preston, CT, 06365; 860-887-6898; www.philomelgardens.blogspot.com
Provider Farm; Max and Kerry Taylor; 30 Woodbridge Road; Salem, CT, 06420; 860-222-5582; [www.providerfarm.com](http://www.providerfarm.com)

Scott’s Yankee Farmer; Karen Scott; 436 Boston Post Road; East Lyme, CT 06333; 860-739-5209; [www.scottsyankeefarmer.net](http://www.scottsyankeefarmer.net)

Spring Lake Gardens; Andy Meek; 63 Spring Lake Rd; Sterling, CT 06377; 860-705-1838; [www.springlakegardens.com](http://www.springlakegardens.com)

Studio Farm Products; Richard and Dorothy Wingate and Belinda Learned; 5 Sandy Hill Road; Voluntown, CT, 06384; 860-591-4172; [www.studiofarmproducts.com](http://www.studiofarmproducts.com)

Valchris Farm; Don & Nancy Hess; 400 Ridge Hill Rd., Oakdale, CT; 860-848-2635

Voluntown Peace Trust; Danny Malec; 539 Beach Pond Road; Voluntown, CT 06384; 860-376-9970; [www.voluntownpeacetrust.org](http://www.voluntownpeacetrust.org)

West Green Farm; Steve and Jen Preli; 119 West Town Street; Lebanon, CT, 06249; 860-642-6745; [www.westgreenfarm.com](http://www.westgreenfarm.com)

Tolland County

Down to Earth CSA; Laura Judd; 5 Michalec Rd., Stafford Springs, CT 06076; 860-684-2124; [www.getdowntoearth.org](http://www.getdowntoearth.org)

Hurst Family Farm; Shari Hurst; 746 East St., Andover, CT 06232; 860-646-6536

Longview Hill Farm; Alexis Carmichael; 4 Longview St., Ellington, CT 06029; 860-508-4887; [www.longviewhillfarm.com](http://www.longviewhillfarm.com)

Shundahai Farm; Edward Wazer and Raluca Mocanu; 253 Maple Road; Mansfield, CT, 06268; 860-429-0695; [www.shundahaifarm.com](http://www.shundahaifarm.com)

Windham County

321 Rocky Hill Road Garden; Ken Whitten; 321 Rocky Hill Road, Woodstock, CT 06281; 860-928-4375

ACME Bliss Farm; Eric Penkauskas; 399 Windham Rd., Brooklyn, CT 06234; 860-681-8303; [www.acmeblissfarm.com](http://www.acmeblissfarm.com)

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Brown Farm; Sarah Pappenheimer; 537 Devotion Rd.; Scotland, CT, 06264; 860-423-0533

Devon Point Farm; Patty and Erick Taylor; 93 Pulpit Rock Road; Woodstock, CT, 06281; 860-974-9004; [www.devonpointfarm.com](http://www.devonpointfarm.com)

Hurricane Farm; Christopher and Erica Andrews; 65 Kasacek Rd., Scotland, CT 06264; 860-465-9934; [www.facebook.com/hurricanefarm](http://www.facebook.com/hurricanefarm)

McV Farm; Christina Fensley; 153 N. Canterbury Rd.; Canterbury, CT 06331; 860-884-2342

Raspberry Knoll Farm; 163 North Windham Road; North Windham, CT, 06256; 860-786-7486; [www.raspberryknoll.com](http://www.raspberryknoll.com)

Redtail Farm; Briana Powchak; Brooklyn Tpke; Windham, CT 06280; 860-576-3035; [www.redtailfarm06280.com](http://www.redtailfarm06280.com)

Wayne’s Organic Garden; Wayne M. Hansen; 1080 Plainfield Pike; PO Box 154; Oneco, CT, 06373; 860-564-7987; [www.waynesorganicgarden.com](http://www.waynesorganicgarden.com)
## CSA Online Resources

<table>
<thead>
<tr>
<th><strong>Just Food</strong></th>
<th>A practical website for NYC area CSAs where you can access a variety of resources, including video tutorials, tip sheets, information on starting a CSA, setting up a core group, organizing a CSA, recipes, etc.</th>
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<tr>
<td><a href="http://www.justfood.org/csa">www.justfood.org/csa</a></td>
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<tr>
<th><strong>Alternative Farming Systems Information Center</strong></th>
<th>USDA supported website excels in collecting CSA information scattered around the web. Includes a list of local, state and regional organizations that may be good resources for those interested in starting a CSA. There is an extensive resource list of print materials available on running a CSA operation.</th>
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<tr>
<th><strong>Robyn VanEn Center</strong></th>
<th>A long established resource at a center named after one of the pioneers of CSAs in America. There are several publications covering basic CSA concepts and also promotional materials designed to help recruit CSA members for sale.</th>
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<tr>
<td><a href="http://www.csacenter.org">www.csacenter.org</a></td>
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