

MEMORANDUM OF AGREEMENT

Contract #301-25-001

Mobile Honey Processing Facility

This Agreement is hereby entered into this 1st day of July 2024 by Albemarle County Economic Development Authority hereinafter referred to as Awardee, and the Virginia Department of Agriculture & Consumer Services, an agency of the Commonwealth of Virginia, hereinafter referred to as Agency.

WITNESSETH that Awardee and Agency, in consideration of the mutual covenants, promises, and agreements contained herein, agree as follows:

1. Scope of Services:

Awardee shall be responsible for developing and delivering those actions and results included in the workplan proposed in its grant application (including any amendments/changes proposed by Agency), which is hereby made a part of this Agreement. The approved workplan is attached as Exhibit A.

2. Period of Performance:

The agreement shall run from July 1st, 2024, through June 30th, 2026, unless a written request to extend the Agreement is submitted by Awardee and approved by Agency. Agency shall not provide reimbursement for any expenses incurred after June 30th, 2026, unless agreed to in writing by Awardee and Agency.

3. Reimbursement:

Agency will provide Awardee a total of up to \$26,000 in reimbursement expenses. Of this amount, 75 percent (\$19,500) will be reimbursed upon receipt of a valid invoice; the Awardee shall use the invoice template, which is attached as Exhibit B. Each invoice from Awardee must include a description as to how the expenditures submitted for reimbursement are related to the approved project workplan. The remaining 25 percent (\$6,500) will be reimbursed upon receipt and approval of the final report and invoice by Agency at the end of the project, unless an alternative reimbursement process is requested in writing by Awardee and agreed to by Agency. Payment by Agency will be made within 30 days of approval of the invoice. In addition, as required in the guidelines established for the Governor's Agriculture and Forestry Industries Development Fund Infrastructure Grant program, which are incorporated by reference into this Agreement, Awardee shall repay to Agency all previously reimbursed funds should Agency determine that Awardee failed to substantially complete those actions and results included in the approved workplan attached as Exhibit A.

4. Budget for Approved Workplan:

Budget Items	AFID funds	Cash from Locality	In-Kind from Locality	Other Cash	Other In-Kind	TOTAL
Personnel						
Fringe						
Travel						
Construction and/or Renovation	\$26,000	\$13,000				\$39,000
Supplies/Materials						
Contractual						
Other						
Totals	\$26,000	\$13,000				\$39,000

Agency retains the authority to audit the source of all matching funds.

5. Travel:

All travel reimbursements requested by Awardee must be in accordance with the current Virginia Department of Accounts State Travel Regulations. The current link to these regulations is:

http://www.doa.virginia.gov/Admin_Services/CAPP/CAPP_Topics_Cardinal/20335-2015-Dec.pdf

6. Audit Requirements:

The contractor shall retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The agency, its authorized agents, and/or state auditors shall have full access to and the right to examine any of said materials during said period.

7. Site Visits:

Agency and/or its authorized representatives have the right, at all reasonable times, to make site visits to review project accomplishments and management control systems, and to provide such technical assistance as may be required.

8. Withholding Payment:

Agency reserves the right, upon written notice to Awardee, to withhold future payments after a specified date if Awardee fails to comply with any of the conditions of this Agreement. Agency also reserves the right, at Agency's discretion, to withhold payment until Awardee

submits additional documentation evidencing how the expenditures submitted relate to the approved workplan.

9. Cancellation of Agreement:

Agency reserves the right, upon written notice to Awardee, to terminate the Agreement at any time if Agency determines that Awardee failed to comply with any of the conditions of this Agreement. Termination of the Agreement by Awardee may occur, but only upon submittal of a written request for termination by Awardee, and approval of such termination by Agency.

10. Reporting Requirements:

Awardee is required to submit an interim report by June 30th, 2025. In addition, Awardee is required to submit a final report and budget close-out form no later than July 31st, 2026. The templates for these documents are attached as Exhibit C.

11. Revision of Scope or Objectives:

Awardee must submit a written request for approval by Agency to modify the workplan attached as Exhibit A. Such written request shall include a justification for the workplan change, a description of the revisions proposed, and any budget revisions, if applicable.

IN WITNESS WHEREOF, the parties have caused this Agreement to be duly executed intending to be bound thereby.

**For: Albemarle County Economic
Development Authority**

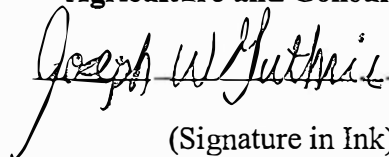
By: _____

(Signature in Ink)

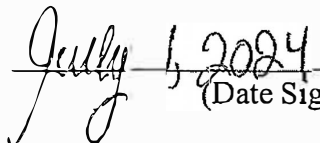
Name/Title

(Date Signed)

**For: Virginia Department of
Agriculture and Consumer Services**

 _____
(Signature in Ink)

Joseph W. Guthrie, Commissioner

 _____
(Date Signed)

**Governor's Agriculture and Forestry Industries Development Fund –
Infrastructure Grant Program
(AFID Infrastructure Program)
Grant Application**

I. Overview

Project Title: Mobile Honey Processing Facility	
Applicant Jurisdiction: Albemarle County	Other localities (for multijurisdictional applications only): Fluvanna County
Project Start Date: July 1, 2024	Anticipated End Date: September 1, 2024
Requested Amount: \$26,000	
Primary Contact Information	
Name: Allison Wickham	
Title: Owner Operator	
Organization: Siller Pollinator Company LLC (SPC)	
Telephone: 434-960-8442	
Email Address: Allison@sillerpollinatorcompany.com	
Mailing Address: PO Box 294	
City, State, Zip: Scottsville, VA 24590	

II. Project Description

Please provide a narrative demonstrating a clear need, a proposed solution, and an explanation of how grant funding will support agriculture and/or forestry industries.

Siller Pollinator Company LLC (SPC) is a growing agribusiness in the Virginia beekeeping industry. Depressingly, Virginia consistently ranks in the bottom 25% of honey producing states in the nation, but we believe this statistic is due, in part, to reporting rather than reality and does not capture the quality of the product we produce. Our project aims to improve compliance and reporting to elevate the status of Virginia as a honey producer by providing an affordable compliance option to growing honey producers.

The USDA's National Agricultural Statistics Service shows the economic value of Virginia honey at over \$1.6 million. Another report prepared by Virginia Tech (VT) Entomology in 2006 found a reporting discrepancy of approximately 100%, indicating the actual current value of the Virginia honey industry is likely closer to \$4 million. For example, the official number of honey bee colonies in the VT report was 7,000, but the report estimates the actual number of colonies in Virginia to be more like 38,000 – showing a large gap in reporting. Why the discrepancy?

Unlike many western states with large acreages under the management of a single organization, Virginia's farmshed consists of smaller holdings and a larger number of individuals. Similarly, Virginia beekeepers are mostly considered "hobbyists" (less than 25 colonies) and "sideliners" (25-100 colonies) as opposed to the "commercial" beekeepers (over 100 colonies) found in other states. To put this into perspective, in 2022, Virginia reported 1,651 producers managing 10,500 colonies, averaging 6 colonies each. Compare this ratio to California: 1,250,000 colonies managed by 1,221 producers, or 1,023 colonies each. The Commonwealth is on an increasing trend for the number of producers, hives, and honey produced thanks in part to the hive grant program by VDACS.

Virginia honey is renowned for its taste and quality. Because of the high quality of the product, Virginia honey producers can fetch a premium. According to the USDA in 2023, a pound of Virginia honey retails for \$8.58, compared to a national average of \$2.52. That is a 240% price premium for a premium product! Comparing another important statistic, Virginia farmland fetches \$5,700/acre, compared to a national average of \$5,568. That is only a 2% premium for Virginia farmland. The divergence in these two statistics makes a plain argument for increasing honey production in Virginia. The situation is like Virginia wine. Virginia is ranked 10th in the US for production, but just won Wine Region of the year in a global competition due to the high quality of the product.

In Virginia, beekeepers can sell honey locally without a facility inspection under the Virginia home kitchen code until they sell 250 gallons of honey annually. Honey Processing (§ 3.2-5130, Item C.5) Beyond that, they are required to process honey in a VDACS approved food manufacturing facility - almost like a commercial kitchen without the cookery. If they're extremely good marketers, a beekeeper could earn about \$45k for 250 gallons, although less is likely. Typical margins of 25% mean they'll earn \$12k in profits. Asking beekeepers to build a state-approved processing facility on \$12k of income is cumbersome. As a result, many beekeepers find themselves financially incapable of compliance and hobbyist beekeepers may be deterred from growing their agribusiness. Additionally, value added products such as creamed or infused honeys (increasingly popular value-added products), or white-labeled exotic imports are required to be produced in an approved facility. This disallows smaller producers from diversifying their offerings until they can afford to build a production facility.

We realize Virginia is home to thousands of safe food trucks, ice cream trucks, mobile wine bottling facilities, and mobile meat processing facilities. It becomes obvious that Virginia needs a mobile honey processing trailer which is a VDACS compliant food manufacturing facility.

We'd like to work alongside VDACS inspectors to build a compliant trailer for the good of Virginia's honey industry. The trailer will be a turn-key honey processing facility with machinery capable of producing value-added beekeeping products such as creamed honey, infused honey, and wax products. In 2024, we will establish docking hubs in Fluvanna and Albemarle County, followed by a central location in the Valley (Roanoke perhaps) and the Virginia Beach area – as these two parts of Virginia have higher concentrations of beekeepers. Although Fluvanna County and Albemarle County themselves do not qualify as single- or double-distressed communities, it is likely that this mobile service will reach areas that are classified as economically-distressed.

Other hubs will be created as demand increases. We anticipate the trailer to run 24/7 during honey season (April-July) and possibly 9-5 in the off-season, as we can produce value-added products with stored honey in the off-season. A service window in the trailer will allow the trailer to be used as a honey sales unit at farmer's market and fairs.

To process honey, producers will bring their very raw honey, still in frames and in honey supers, to the trailer. In the trailer, the frames will be cut open and the honey will be centrifuged, filtered, and drained. After a settling period, the honey can be jarred. The wax from the process will be pressed and then heated with a solar wax melter on the roof. The wax will then be washed and returned to the producer for further refining. If the honey is to be creamed or infused, it will enter the honey creamer.

Trailer Components:

- 3-basin sink
- hand washing sink
- lights
- heat/ac
- extra heater (honey processing is most efficiently done at about 90 degrees F)
- power outlets
- grey and clean water tanks
- water heater
- two doors and a ramp
- service window
- vents
- aluminum floors
- washable walls and floors
- power washer
- shelving

Equipment added includes; a honey creamer, cappings press, uncapping tank, and honey extractors. The trailer will be able to hook into any standard camper style hookup such as those at campgrounds.

The existence of the Mobile Honey Processing Facility would create at least two new Virginia honey industry jobs. It would potentially serve 1,600 reporting producers, unknown numbers of non-reporting producers, and countless hobbyists. The trailer would lead to increased transparency and compliance and therefore food safety for Virginia consumers. It would increase the accuracy of honey statistics and elevate Virginia's status as a honey state. It will increase the yields of certified "Virginia Grown" and "Virginia's Finest" products. It will encourage Virginia producers to grow their agribusiness as they'll have an affordable compliance option.

This Mobile Honey Processing Facility could travel to county fairs, state fairs, and other agriculture-promoting events in the state so the kids can see how honey is put in a jar. For a reasonably low cost, this could be an absolute champion of a story for the state of Virginia agriculture and the use of the governor's funds to improve the status of Virginia farmers. In addition to helping honey producers such as SPC, this trailer can also act as a billboard for the success of cooperation amongst governmental, non-profit (bee clubs) and producers. The trailer can gleefully carry decals/stickers for VDACS, Albemarle County, Fluvanna County, Virginia Grown, Virginia's Finest, Virginia State Fair, various beekeeping clubs, and more. The trailer will be custom made by a Virginia minority-owned food truck manufacturer in Richmond, VA. All aspects of this project will be completed by Virginians.

Included in this application are the estimated costs of building the Mobile Honey Processing Facility trailer, as well as letters of support from localities, various producers and beekeeping associations.

III. Eligibility

Please briefly describe how your project meets one or more of the following eligible project types:

- *Processing facilities that are primarily locally owned, including commercial kitchens, packaging and labeling facilities, animal slaughtering facilities, or other facilities, and that are primarily utilized for the processing of meats, dairy products, produce, or other products*
- *Farmers' markets*
- *Food hubs and other agricultural aggregation facilities*

The Mobile Honey Processing Facility is a locally owned food processing facility, as well as a food hub and agricultural aggregation facility. The Mobile Honey Processing Facility could potentially serve thousands of small Virginia producers and dozens of beekeeping associations in the state. It can also serve as an educational resource to raise awareness about Virginia honey among the public and generate excitement about Virginia honey as a premium commodity.

Albemarle County and Fluvanna County have increasing numbers of residents in both communities who are considered low income with low access to food. Increasing local honey availability at local markets and legal, safe sales between neighbors can help to reverse that trend.

IV. Match Requirement

Please indicate if your project qualifies for a reduced match requirement as described in the Program Guidelines:

A. Is the project located in an economically-distressed locality Yes: <input type="checkbox"/> No: <input checked="" type="checkbox"/>
B. Is the project a shared-use facility serving multiple small-scale agricultural producers? Yes: <input checked="" type="checkbox"/> No: <input type="checkbox"/>

V. Budget and Budget Narrative

Please use the attached budget form to show total project costs. Provide a budget narrative below; outline specifics on the proposed use of funding and explain the details about the personnel and expenses that are itemized in the budget.

The budget for this project includes the purchase of a turn-key food service trailer without cookery, as well as additional equipment and honey processing equipment not already owned by Siller Pollinator Company. The dollar amount for the total project, ready to hit the road, is \$39,000 plus \$4,027 worth of existing equipment contributed in-kind for a total budget of \$43,027.

This grant request to VDACS is for \$26,000 with local matches of \$6,500 each from Fluvanna and Albemarle Counties.

The cost of the trailer is \$31,350, and the cost of the new interior honey processing equipment needed is \$7,650.

SPC currently possesses many pieces of equipment which will be moved into the trailer to reduce the cost of new needed equipment. SPC will manage the staffing and booking of use of the trailer. \$4,027 worth of existing equipment will be contributed by SPC and added to the trailer. All consumables (paper towels, soap, etc.) will be contributed by SPC after completion.

VI. Work Plan

Project Activity	Who	Timeline (Month / Year)
Pay Deposit to KSM Manufacturing to begin trailer construction.	KSM Manufacturing Richmond, VA	July 2024
Move new and existing equipment into trailer, take trailer to state fair for exhibition	Siller Pollinator Company	September 2024
Begin VDACS inspection process for food manufacturing facility	Siller Pollinator Company/VDACS	October 2024
Acquire permits as food manufacturing facility	Siller Pollinator Company/VDACS	December 2024
Begin coordinating with honey producers and beekeeping organizations to establish 2 other "docking hubs" elsewhere in VA	Siller Pollinator Company	December 2024
Begin full-scale, full-time honey processing in earnest	Siller Pollinator Company	May 2025
Attend fairs, add "docking stations" serve honey co-ops as demand dictates	Siller Pollinator Company	July 2025 and beyond.

VII. Metrics and Outcomes

Please describe what success would mean for the project and how that success will be measured.

By the end of honey season 2025, the Mobile Honey Processing Facility will have produced 8,000 lbs. of honey and/or creamed/infused honey and served at least 8 producers or clubs. The Mobile Honey Processing Facility will have attended at least one county/state fair to exhibit the product.

VIII. Letters of Support/Attachments

Please attach the following documentation:

- Letter for the chief administrative officer of applicant political subdivision(s) expressing support and how they will assist
- Letters of support from the agricultural industry, forestry industry, and/or other affected constituents

List of Attachments:

1. AFID Infrastructure Grant Budget Form
 2. KSM Manufacturing LLC Estimate for Honey Trailer
 3. Trailer Rendering from TFTAtlanta
 4. List of needed equipment and price
 5. List of equipment provided by SPC
 6. Letters of Support
 7. Screenshot References for Agricultural Statistics
-

Email the completed application to:

Genette Harris
Office of Agriculture and Forestry Development
genette.harris@vdacs.virginia.gov

Or submit by mail to:

Genette Harris
Office of Agriculture and Forestry Development
Virginia Department of Agriculture & Consumer Services
102 Governor Street
Richmond, VA 23219

1. AFID Infrastructure Grant Budget Form

AFID INFRASTRUCTURE GRANT PROJECT BUDGET FORM

Locality Name	Albemarle County and Fluvanna County	
Project Title	Mobile Honey Processing Facility	
Requested Award	\$	26,000.00
INCOME SOURCES	AMOUNT	COMMENTS
APPLICANT MATCH		
Local Cash Match	\$ 13,000	5500 each from Albemarle and Fluvanna
Local In-Kind Match	\$ 4,027	\$3,477 in existing equipment from SPC
Subtotal Applicant Match Income	\$ 17,027	
OTHER MATCH		
Foundation/Non-profit		
Cash		
in-kind		
Federal		
Virginia Tobacco Region Revitalization Commission		
Other		
Subtotal Other Match Income	\$.
TOTAL INCOME	\$	17,027

EXPENSES	TOTAL PROJECT BUDGET	AFID REQUEST	CASH MATCH	IN-KIND MATCH	OTHER MATCH
Personnel					
Fringe					
Travel					
Construction and/or Renovation	\$ 31,350	\$ 26,000	\$ 13,000		
Supplies/Materials	\$ 13,677			\$ 4,027	
Contractual					
Other					
TOTAL EXPENSES	\$ 43,027	\$ 26,000	\$ 13,000	\$ 4,027	\$.

BUDGET CATEGORIES

Personnel: Costs for staff that are employees of the locality

Fringe: Costs for FICA and other payroll taxes, health and life insurance for employees

Construction and/or Renovation: Construction and construction related materials.

Travel: Mileage and per diems

Supplies/Materials: Special purpose equipment and supporting materials

Contractual: Costs for project-relevant services, consultants creating feasibility studies, strategic plans, etc.

Other: Any items not covered in the above categories.

2. KSM Manufacturing LLC Estimate for Honey Trailer

Quote to build 16x8x7 white food trailer 2024 good for 30 days

KSM Manufacturing LLC
133 east belt blvd Richmond 23222 Shop S

Name:
LLC: Siller pollinator
Email:
contact number: VIN:
Trailer size: 16x8x7 \$12000

Build out

electric system \$2600
5 Window glass shelve \$2600 add outside shelve \$400
FRP walls \$2500
FRP ceilings \$1500
Water system \$3500 large 14x14 large sink and hand sink 21 gallon fresh 30 waste
aluminum floors \$2500
roof vent x1 \$500
Generator frame setup \$750
ac/heat 1500 btu \$2500 extra
\$19350

150 / per
\$1,000^{or} bolt everything down

Sub Total: \$ 31350
Va %6 tax \$ 1881
\$ 33231

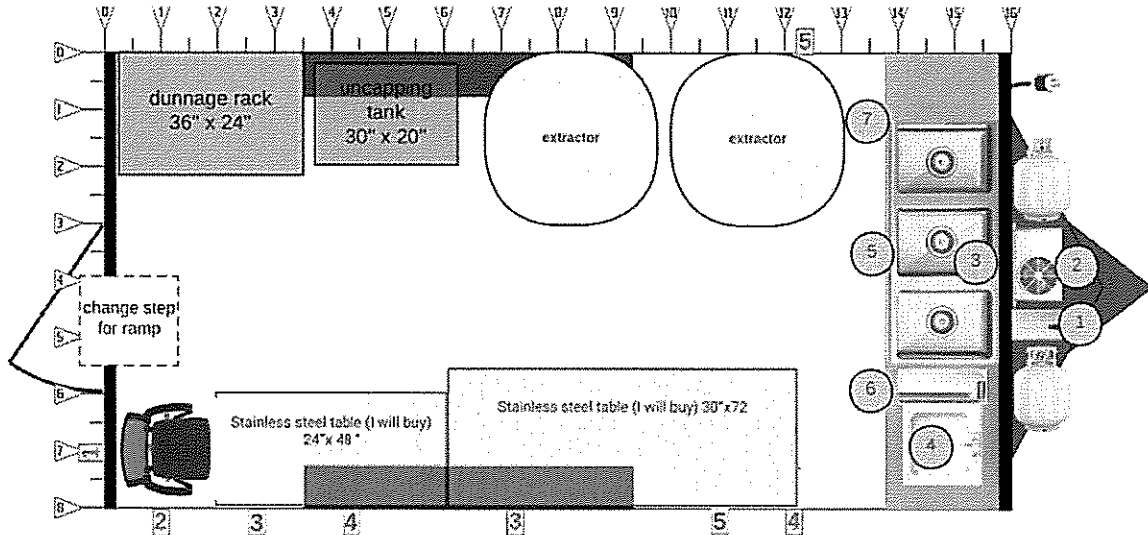
80% down
20% @ completion

KSM CEO / / X
Customer Print / / X

Handwritten notes:
Gabbatha III
Wmmerwmer III
Ceprese-Vegan I
Salad III
chips
of brownie
Invoices
Agmatara
Energox
Sen Sum
Kallomati

Diagonal stamp:
KSM Manufacturing LLC

3. Trailer Rendering from TFTAAtlanta



OUTLETS 58		
1	110v	levington
2	110v	levington
3	110v	levington
4	110v	levington
5	110v	levington

Sales Number		Specifications	
Customer Name		Water Heater	electric 4 gallons 1 TON
		AC UNIT	
Kitchen & Stain Steel		3 Compartment Sink	REGULAR
		Hand Washer Stain Steel & Splash Guard	regular
		Water Pump	PLASTIC
		Clean Water Tank	PLASTIC
		Waste Water Tank	PLASTIC
		Plumbing System	PEX
		Gas Lines	no
		Shelving Rack for Sinks	
Flooring	diamond	Breaks	yes
Venthood	REGULAR	Reinforced Wall	Y/N

4. List of Equipment Needed and Price:

Item	Supplier	Cost
9500 Watt Generator Inverter	Harbor Freight	\$ 2,300.00
Honey Creamer	HillCo	\$ 1,250.00
Uncapping Tank	HillCo	\$ 800.00
Stainless Steel Tables	WebRestaurant	\$ 457.00
Dunnage Racks	WebRestaurant	\$ 96.00
24 Frame Extractor	Hillco	\$ 1,925.00
Cappings Press	eBay	\$ 200.00
Rubber Ergonomics Mats	WebRestaurant	\$ 180.00
Stainless Steel Roasting Pans	Home Depot	\$ 50.00
Mop Bucket Kit	Uline	\$ 220.00
Dehumidifer	Uline	\$ 172.00

5. List of Equipment Provided by SPC

Item	Value
Uncapping knives	\$ 60.00
Uncapping tools	\$ 50.00
Hive Tools	\$ 25.00
Silicone Spatulas	\$ 10.00
Honey Buckets	\$ 400.00
Honey Filters	\$ 300.00
Space Heater	\$ 25.00
Rolling Chair	\$ 200.00
Step Stool	\$ 38.00
Small Pressure Washer	\$ 75.00
Scale	\$ 60.00
9 frame extractor	\$ 939.00
6 frame extractor	\$ 1,295.00
Wax Melter	\$ 250.00
Small Power Washer	\$ 300.00

Also, all consumables the Mobile Honey Processing Facility uses in the future.

6. Letters of Support

(Attached)

7. Screenshot References for Agricultural Statistics

USDA United States Department of Agriculture
National Agricultural Statistics Service

Quick Stats

Double click any cell below to filter the data by that item. Right click on column heading to pin or hide columns

Navigation History Data

Program	Year	Period	Geo Level	State	State ANS	watershed_code	Commodity	Commodity Item	Domain	Domain Category	Value	CV (5)
CENSUS	2022	YEAR	STATE	VIRGINIA	51	0000000	HONEY	HONEY - OPERATIONS WITH PRODUCTION	TOTAL	NOT SPECIFIED	1.051	17.1

Quick Stats

Double click any cell below to filter the data by that item. Right click on column heading to pivot or hide columns.
Navigation: Home Data Domain Category

Program	Year	Period	Geo Level	State	State ANSI	water/mes_code	Comment	Data Item	Domain	Domain Category	Value
SURVEY	2020	MARKETING YEAR	STATE	VIRGINIA	51	00000000	HONEY	HONEY - PRICE RECEIVED MEASURED IN \$/LB	TOTAL	NOT SPECIFIED	8.84
SURVEY	2019	MARKETING YEAR	STATE	VIRGINIA	51	00000000	HONEY	HONEY - PRODUCTION MEASURED IN \$	TOTAL	NOT SPECIFIED	1,673,000
SURVEY	2019	MARKETING YEAR	STATE	VIRGINIA	51	00000000	HONEY	HONEY - PRODUCTION MEASURED IN LB	TOTAL	NOT SPECIFIED	195,000
SURVEY	2019	MARKETING YEAR	STATE	VIRGINIA	51	00000000	HONEY	HONEY - PRODUCTION MEASURED IN LB / COLONY	TOTAL	NOT SPECIFIED	10
SURVEY	2019	MARKETING YEAR	STATE	VIRGINIA	51	00000000	HONEY	HONEY BEE COLONIES - INVENTORY MEASURED IN COLONIES	TOTAL	NOT SPECIFIED	8,000
SURVEY	2019	FIRST OF JAN	STATE	VIRGINIA	51	00000000	HONEY	HONEY BEE COLONIES - INVENTORY MEASURED IN COLONIES	TOTAL	NOT SPECIFIED	8,600
SURVEY	2019	JAN THRU MAR	STATE	VIRGINIA	51	00000000	HONEY	HONEY BEE COLONIES - ADDED & REPLACED MEASURED IN COLONIES	TOTAL	NOT SPECIFIED	470
SURVEY	2019	JAN THRU MAR	STATE	VIRGINIA	51	00000000	HONEY	HONEY BEE COLONIES - INVENTORY MAX MEASURED IN COLONIES	TOTAL	NOT SPECIFIED	10,600

Quick Stats

Double click any cell below to filter the data by that item. Right click on column heading to pivot or hide columns.
Navigation: Home Data

Program	Year	Period	Geo Level	State	State ANSI	water/mes_code	Comment	Data Item	Domain	Domain Category	Value
SURVEY	2020	MARKETING YEAR	NATIONAL	US TOTAL	..	00000000	HONEY	HONEY - PRICE RECEIVED MEASURED IN \$/LB	TOTAL	NOT SPECIFIED	2.82
SURVEY	2020	MARKETING YEAR	NATIONAL	US TOTAL	..	00000000	HONEY	HONEY - PRODUCTION MEASURED IN \$	TOTAL	NOT SPECIFIED	349,199,000
SURVEY	2020	MARKETING YEAR	NATIONAL	US TOTAL	..	00000000	HONEY	HONEY - PRODUCTION MEASURED IN LB	TOTAL	NOT SPECIFIED	135,074,000



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Have Questions?

Virginia

20 Years

All



Virginia Farmland Prices

Over the last 20 years, the price of farmland per acre in Virginia has risen by an average of 3.4% per year to \$5,700 per acre as of 2019. This represents an increase of \$2,500 per acre of farmland over this time period.

The values shown here only represent farmland appreciation. To view total farmland returns including cash rent and land appreciation see the [Farmland Returns](#) section.

\$5,700 Current Price Per Acre

Value per Acre

U.S. Farmland Prices

Over the last 20 years, the price of farmland per acre in the United States has risen by an average of 4.9% per year to **\$5,586** per acre as of 2019. This represents an increase of **\$3,485** per acre of farmland over this time period.

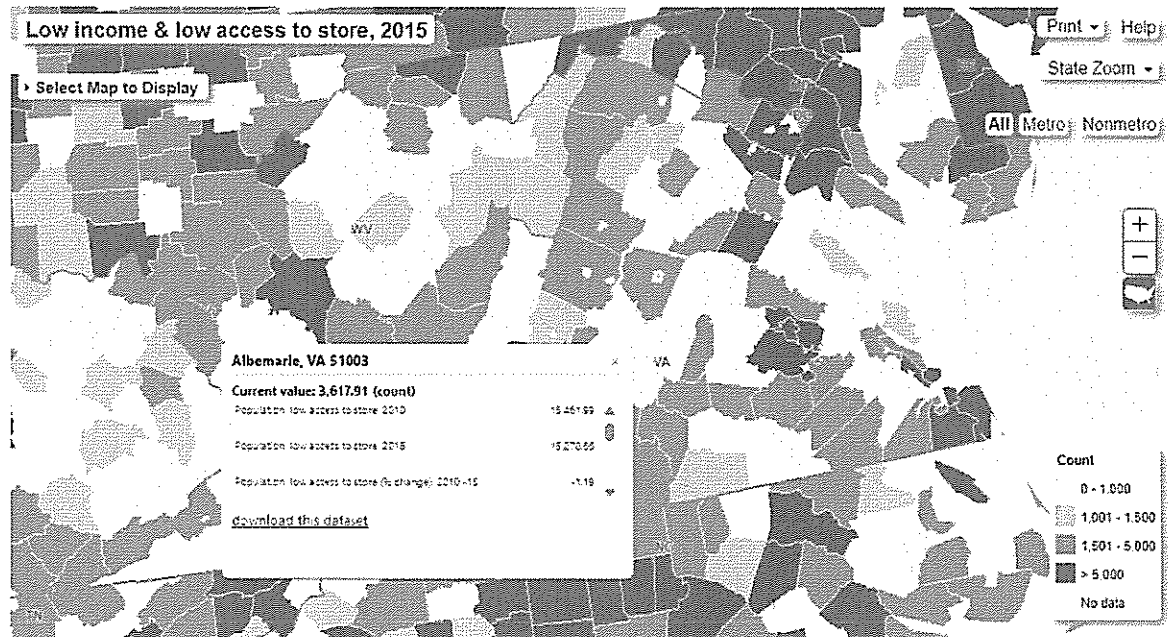
The values shown here only represent farmland appreciation. To view total farmland returns including cash rent and land appreciation, see the [Farmland Returns](#) section.

\$5,586 Current Price Per Acre

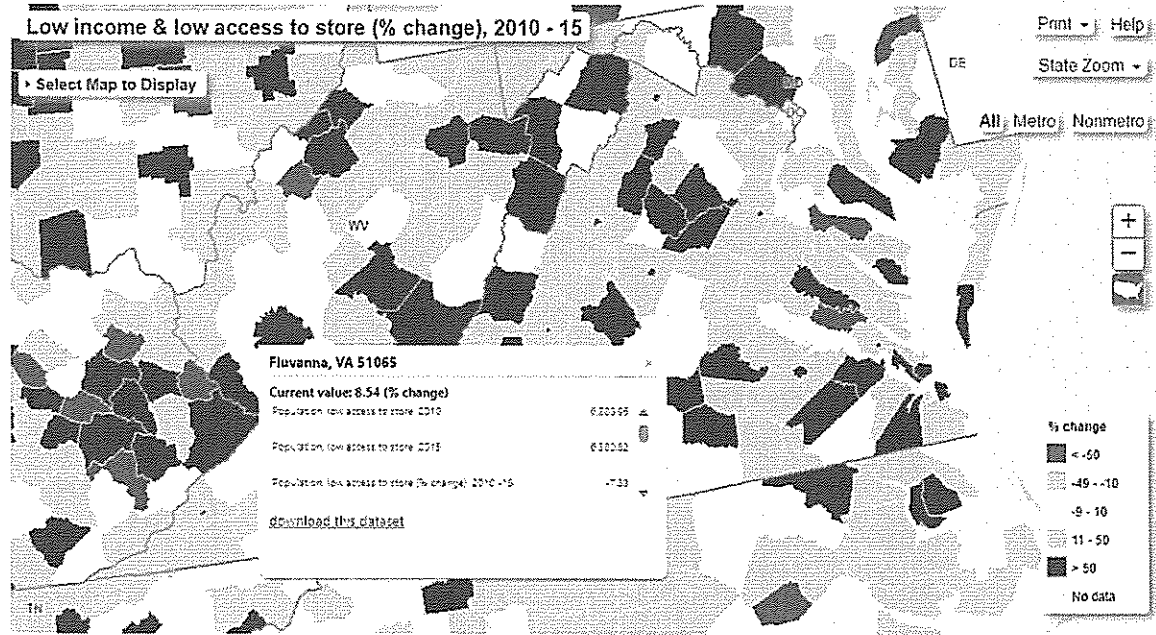
Value Per Acre

Home > Data Products > Food Environment Atlas > Go to the Atlas

Go to the Atlas



Go to the Atlas





County of Albemarle
County Executive Office

Tel: 434-296-5841

April 18, 2024

Genette Harris
Office of Agriculture and Forestry Development
Virginia Department of Agriculture & Consumer Services
102 Governor Street, Richmond, VA 23219
genette.harris@vdacs.virginia.gov

RE: AFID INFRASTRUCTURE GRANT - SILLER POLLINATOR COMPANY

Dear Ms. Harris,

I am writing to express the County of Albemarle's full support of the AFID Infrastructure Grant application for the expansion of Siller Pollinator Company.

Through County funds appropriated to the Albemarle County Economic Development Authority for grant match purposes, the County supports a \$6,500 cash match, along with a \$6,500 cash match by neighboring Fluvanna County for the requested \$39,000 AFID Infrastructure Grant. These funds will enable Siller Pollinator Company to purchase and upfit a Mobile Honey Processing Facility to increase regional access to a safe and compliant processing facility for honey producers in Central Virginia.

The Albemarle County Board of Supervisors and its Economic Development Authority are enthusiastic about this opportunity to work alongside the Virginia Department of Agriculture and Consumer Services to support our agribusiness community.

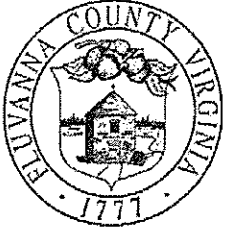
Please contact me or Barry Albrecht, Director of Economic Development if any additional information is needed to support this application's success.

Sincerely,

A handwritten signature in black ink, appearing to read "Jeff B. Richardson", is written over a large, stylized, light-colored scribble or watermark.

Jeffrey B. Richardson
County Executive

cc: Don Long, Chair, Economic Development Authority
Trevor Henry, Deputy County Executive
Barry Albrecht, Director of Economic Development
Jennifer Schmack, Director of Economic Development, Fluvanna County
Ashley Hernandez, Business Development Manager



COUNTY OF FLUVANNA

"Responsive & Responsible Government"

132 Main Street
P.O. Box 540
Palmyra, VA 22963
(434) 591-1910
Fax (434) 591-1911
www.fluvannacounty.org

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Eric M. Dahl
County Administrator

Caitlin Solis
Clerk to the Board

March 29, 2024

Genette Harris
Office of Agriculture and Forestry Development
Virginia Department of Agriculture & Consumer Services
102 Governor Street
Richmond, VA 2321

Dear Ms. Harris:

I am writing on behalf of Fluvanna County to express our support for the establishment of a mobile honey-processing trailer, as proposed by Siller Pollinator.

The honey industry in Virginia holds significant economic value, as highlighted in the USDA's 2022 honey industry report, with over \$2 million attributed to Virginia honey production. With 1,250 producers reporting in 2017, and likely double that considering hobbyists operating under the Virginia home kitchen food processing exemption, Virginia's honey industry is on an upward trajectory.

However, current regulations pose challenges for beekeepers looking to scale beyond the hobbyist threshold of 250 gallons annually. The requirement for processing honey in a VDACS approved facility presents a financial burden for many beekeepers, hindering their ability to comply and grow their agribusinesses. Additionally, restrictions on value-added products further limit diversification opportunities for smaller producers.

Recognizing the need for a solution, Siller Pollinator's proposal for a VDACS-compliant mobile honey-processing trailer is both innovative and practical. This trailer would provide beekeepers with a cost-effective means to achieve compliance, enabling them to expand their operations and offer a wider range of products.

The benefits of this initiative are far-reaching. Not only would it create new jobs within the beekeeping industry and serve a large number of producers and hobbyists, but it would also enhance transparency, compliance, and food safety for Virginia consumers. Furthermore, it would contribute to the accuracy of honey statistics and elevate Virginia's reputation as a honey-producing state.

In light of the potential impact of this project, Fluvanna County is committed to supporting it financially, contributing up to \$6,500 towards the local match requirement. We believe that this investment aligns with our goals of promoting agricultural innovation, supporting local businesses, and fostering economic growth within our community.

We commend Siller Pollinator for their initiative and stand ready to collaborate with VDACS and other stakeholders to bring this project to fruition.

Thank you for considering our support for this important initiative.

Sincerely,

A handwritten signature in black ink, appearing to read "Eric Dahl".

Eric Dahl

Fluvanna County Administrator



April 21, 2024

To Whom it May Concern,

My name is Erika Proctor. My title is Director of Green Dogs Unleashed located in Fluvanna County. I am writing in support of the mobile honey processing trailer project applied for by Albemarle County with support from Fluvanna County and Siller Pollinator Company.

We produce bees, honey, and products of the hive. A resource like the honey trailer would benefit our operation. This trailer would be like a commercial kitchen that could dock in various places and specialize in honey, which will decrease the cost of use compared to renting or building a commercial kitchen to produce beekeeping products.

It is true that many "sideliner" and "commercial" beekeepers in Virginia find themselves in a difficult situation financially once they reach 250 gallons, as renting a commercial kitchen and building a VDACS approved facility are both costly. With this trailer being on wheels and shareable, it would reduce the financial burden on the producer. Honey and bee production is already a low margin agricultural activity, so anything helps! We should, as a commonwealth and beekeeping community, be doing everything we can to help to elevate the amazing product that is Virginia honey.

Virginia honey is a high-quality product. Virginia beekeepers are many small, high-quality producers who welcome this new option for food safety compliance. This resource would directly support the Virginia beekeeping community.

Sincerely,

A handwritten signature in black ink that reads "Erika Proctor". The signature is written in a cursive, flowing style.

Erika Proctor
Director, Green Dogs Unleashed

April 22, 2024

To Whom it May Concern,

My name is Sue McKown. My title is Membership coordinator for Shenandoah Valley Beekeepers Association. I am writing in support of the mobile honey processing trailer project applied for by Albemarle County with support from Fluvanna County and Siller Pollinator Company.

A resource like the honey trailer would benefit our organization and our members. Our organization could organize to rent the trailer for honey processing, and our members could use the trailer to produce value added beekeeping products in a VDACS approved space. We would also welcome the educational aspect of the trailer and would love to see the trailer and teach our members about honey processing in such a unique space. This trailer would be like a commercial kitchen that could dock in various place and specialize in honey, which will decrease the cost of use compared to renting or building a commercial kitchen to produce beekeeping products.

It is true that many "sideliner" and "commercial" beekeepers in Virginia find themselves in a difficult situation financially once they reach 250 gallons, as renting a commercial kitchen and building a VDACS approved facility are both costly. With this trailer being on wheels and shareable, it would reduce the financial burden on the producer. Honey and bee production is already a low margin agricultural activity, so anything helps! We should, as a commonwealth and organization, be doing everything we can to help to elevate the amazing product that is Virginia honey.

Virginia honey is a high-quality product. Virginia beekeepers are many small, high-quality producers who welcome this new option for food safety compliance. This resource would directly support the beekeeping community.

Sincerely

Sue McKown

SVBA Membership Coordinator

April 21, 2024

To Whom it May Concern,

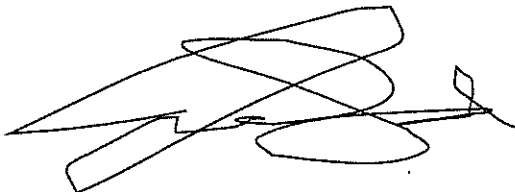
My name is Jennifer Sword, Owner of Honey Springs Bees. I am writing in support of the mobile honey processing trailer project applied for by Albemarle County with support from Fluvanna County and Siller Pollinator Company.

We produce bees, honey, and products of the hive. A resource like the honey trailer would benefit our operation. This trailer would be like a commercial kitchen that could dock in various places and specialize in honey, which will decrease the cost of use compared to renting or building a commercial kitchen to produce beekeeping products.

It is true that many "sideliner" and "commercial" beekeepers in Virginia find themselves in a difficult situation financially once they reach 250 gallons, as renting a commercial kitchen and building a VDACS approved facility are both costly. With this trailer being on wheels and shareable, it would reduce the financial burden on the producer. Honey and bee production is already a low margin agricultural activity, so anything helps! We should, as a commonwealth and beekeeping community, be doing everything we can to help to elevate the amazing product that is Virginia honey.

Virginia honey is a high-quality product. Virginia beekeepers are many small, high-quality producers who welcome this new option for food safety compliance. This resource would directly support the Virginia beekeeping community.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jenn Sword', with a stylized flourish at the end.

Jenn Sword | Beekeeper
Honey Springs Bees, LLC

April 23, 2024

To Whom it May Concern,

My name is Barbara Miller. I am the owner of Edgewood Miller Farm. I am writing in support of the mobile honey processing trailer project applied for by Albemarle County with support from Fluvanna County and Siller Pollinator Company.

We produce bees, honey, and products of the hive. A resource like the honey trailer would benefit our operation. This trailer would be like a commercial kitchen that could dock in various places and specialize in honey, which will decrease the cost of use compared to renting or building a commercial kitchen to produce beekeeping products.

It is true that many "sideliner" and "commercial" beekeepers in Virginia find themselves in a difficult situation financially once they reach 250 gallons, as renting a commercial kitchen and building a VDACS approved facility are both costly. With this trailer being on wheels and shareable, it would reduce the financial burden on the producer. Honey and bee production is already a low margin agricultural activity, so anything helps! We should, as a commonwealth and beekeeping community, be doing everything we can to help to elevate the amazing product that is Virginia honey.

Virginia honey is a high-quality product. Virginia beekeepers are many small, high-quality producers who welcome this new option for food safety compliance. This resource would directly support the Virginia beekeeping community.

Sincerely,

A handwritten signature in black ink, appearing to read 'Barbara Miller', written in a cursive style.

Owner, Edgewood Miller Farm

April 22, 2024

To Whom it May Concern,

My name is Anna Lobianco-Sims and I am the Farm Associate at Tufton Farm. I am writing in support of the mobile honey processing trailer project applied for by Albemarle County with support from Fluvanna County and Siller Pollinator Company.

We produce bees, honey, and products of the hive. A resource like the honey trailer would benefit our operation. This trailer would be like a commercial kitchen that could dock in various places and specialize in honey, which will decrease the cost of use compared to renting or building a commercial kitchen to produce beekeeping products.

It is true that many "sideliner" and "commercial" beekeepers in Virginia find themselves in a difficult situation financially once they reach 250 gallons, as renting a commercial kitchen and building a VDACS approved facility are both costly. With this trailer being on wheels and shareable, it would reduce the financial burden on the producer. Honey and bee production is already a low margin agricultural activity, so anything helps! We should, as a commonwealth and beekeeping community, be doing everything we can to help to elevate the amazing product that is Virginia honey.

Virginia honey is a high-quality product. Virginia beekeepers are many small, high-quality producers who welcome this new option for food safety compliance. This resource would directly support the Virginia beekeeping community.

Sincerely,

Anna Lobianco-Sims

Farm Associate



Anna Lobianco-Sims <alsims@monticello.org>

To: Allison Wickham

Reply Reply all Forward

Mon 4/22/2024 7:49 AM

honey trailer producer (1).docx
0 bytes

Sounds great, Allison. Looks like this would be a huge boost to local honey producers especially with some more specialized equipment aboard. I'm attaching the letter here - hope the grant comes through!

Anna

extraction trailer

smbvest@aol.com

To: Allison Wickham

📧 ⏪ Reply ⏩ Reply all ➡ Forward 🗑️ ...

Mon 4/22/2024 2:54 PM

Hi, Allison.

I don't know my voice would count. I am a backyard beekeeper who belongs to two associations. No title or other pluses. Only have a couple hives and have the equipment to do it at home since selling is not our goal.

This just seems it would fit the niche for non-commercial keepers who find themselves with more hives and honey than they want to do in their kitchen or who have outgrown their own extraction equipment.

Lots of unanswered questions as to costs and scheduling but seems too early in the process to answer those, yet.

Wishing you success.

Sharon

Sent from the all new AOL app for iOS

April 23 2024 (Date)

To Whom it May Concern,

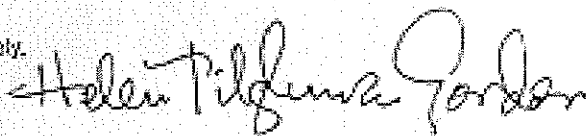
My name is Helen Tighman Gordon. My title is owner/operator Quiet Entry Farm in North Garden Va. I am writing in support of the mobile honey processing trailer project applied for by Albemarle County with support from Fluvanna County and Sator Pollinator Company.

We produce bees, honey, and products of the hive. A resource like the honey trailer would benefit our operation. This trailer would be like a commercial kitchen that could dock in various places and specialize in honey, which will decrease the cost of use compared to renting or building a commercial kitchen to produce beekeeping products.

It is true that many "sideliner" and "commercial" beekeepers in Virginia find themselves in a difficult situation financially once they reach 250 gallons, as renting a commercial kitchen and building a VDACS approved facility are both costly. With this trailer being on wheels and shareable, it would reduce the financial burden on the producer. Honey and bee production is already a low margin agricultural activity, so anything helps! We should, as a commonwealth and beekeeping community, be doing everything we can to help to elevate the amazing product that is Virginia honey.

Virginia honey is a high-quality product. Virginia beekeepers are many small, high-quality producers who welcome this new option for food safety compliance. This resource would directly support the Virginia beekeeping community.

Sincerely,



Helen Tighman Gordon

Quiet Entry Farm/Owner

Karla Eisen
Prince William Regional Beekeepers and ApiSolutions Consortium
6311 Catharpin Road
Gainesville, VA 20155

4/23/2024

To Whom it May Concern,

My name is Karla Eisen. I am currently the treasurer of the Prince William Regional Beekeepers Association, having served on the board for over 15 years, former Director of two VDACS Crop Specialty grants and an USDA SSARE grant, the Northern Virginia Regional Representative for the Virginia State Beekeepers Association, the secretary and a teacher in the Virginia Beekeeping Consortium, Director of ApiSolutions Consortium, a not for profit focused on honey and hive products, the Chair of the Eastern Apicultural Society Honey Advisory Committee, and well as a certified honey show judge (American Honey Show Training Council). As a State and National leader with a focus on excellence in honey and hive products, I write to support the mobile honey processing trailer project applied for by Albemarle County with support from Fluvanna County and Siller Pollinator Company.

I can clearly see how this would serve as an invaluable resource benefitting beekeeping organizations and beekeepers. Our organization could organize to rent the trailer for honey processing, and our members could use the trailer to produce value added beekeeping products in a VDACS approved space. We would also welcome any additional educational aspects of the trailer and would love to see the trailer and teach our members about safe and hygienic honey processing in such a unique space. This trailer would be like a commercial kitchen that is mobile- travelling to various places and specialize in honey. This could also decrease the cost of use compared to beekeepers needing to rent or build a commercial kitchen to produce beekeeping products. I know of no other mobile unit like this anywhere in the State.

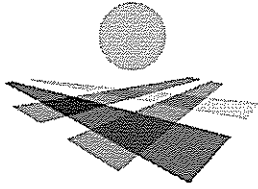
The real value I see is for the hobby beekeeper- this mobile extraction unit could increase the education and abilities of beekeepers to produce a quality product and market Virginia Grown hive and honey products to the consumer. Additionally, many "sideliner" beekeepers in Virginia find themselves in a challenging situation once they reach over the 250 gallons, as renting a commercial kitchen or building a VDACS approved facility are very costly. With this trailer being on wheels and shareable, it would reduce the financial burden on the producer. This mobile extracting trailer can help to elevate the amazing product that is Virginia honey.

Virginia honey is a high-quality product. Virginia beekeepers are eager to become producers of a high-quality Virginia grown products who would welcome this new option for food safety compliance. This resource would directly support the beekeeping community and secondarily educate the consumer to be better able to provide a quality Virginia Grown product.

Sincerely,

Karla Eisen, MSW, MPH

EAS Mater Beekeeper; Prince William Regional Beekeeper Association; ApiSolutions Consortium



FOODSHED CAPITAL

Subject: Letter of Support for Siller Pollinator Company's Mobile Honey Processing Facility AFID Grant Application

Dear VA Department of Agricultural and Consumer Services,

I am writing to express Foodshed Capital's strong support for Siller Pollinator Company and their AFID grant application for funding to develop a Mobile Honey Processing Facility. As the Lending Coordinator at Foodshed Capital, I have had the pleasure of observing first hand Siller Pollinator Company's outstanding impact on Albemarle, Fluvanna, and surrounding counties.

Siller Pollinator Co has been a borrower in FoodCap's portfolio since 2021, and has remained a borrower in good standing throughout that time. They actively sought out and participated in FoodCap's Business Support programming in 2022 to improve their bookkeeping and managerial accounting practices, and in 2023 took out a second loan to support the expansion of their growing business. Throughout this professional relationship, SPC has continually impressed the FoodCap team with their responsiveness, business savvy, and dedication to pollinators and the role they play in agriculture.

SPC provides a unique and invaluable service which benefits not only their customers but also the ecosystems around them. I am confident that with the support of the AFID grant funding, they will continue to make a significant impact on pollinators, people, and local agriculture. The Mobile Honey Processing Facility will fill a niche role and support beekeeping widely throughout central VA.

Thank you for considering my support of Siller Pollinator Co in their application for AFID grant funding. Please feel free to contact me if I can provide any additional information; I am happy to assist in any way I can.

Sincerely,

Emily Tybur
Lending Coordinator
Foodshed Capital
emily@foodcap.org
480-567-8873

AFID Infrastructure Grant Reimbursement Request

Date
 MOU #
 Request #

Company	<input style="width: 95%; height: 15px;" type="text"/>
Street	<input style="width: 95%; height: 15px;" type="text"/>
City, State, Zip	<input style="width: 95%; height: 15px;" type="text"/>
Phone & Email	<input style="width: 95%; height: 15px;" type="text"/>
Federal ID	<input style="width: 95%; height: 15px;" type="text"/>

Item #	Total Project Budget	AFID Budget	AFID Balance	This Request	New Balance
Personnel *					\$0.00
Fringe *					\$0.00
Travel					\$0.00
Construction and/or Renovation					
Supplies & Materials					\$0.00
Contractual **					\$0.00
Other					\$0.00
Total	\$0.00	\$0.00			\$0.00

* For reimbursements containing personnel/fringe requests, the following is necessary:

- payrolls documented in accordance with generally accepted practices with official approval
- where multiple grants are involved, timesheets must delineate hours spent per grant and account for the total activity for which the employee is compensated - and include the supervisor's signature

** For reimbursements containing contractual reimbursement requests, the following is necessary:

- (1) the name of the consultant and (2) the nature of the services provided
- (3) the relevance of the services to the project or program, and
- (4) Whichever of the following is applicable:
 - The rate & dates and/or hours worked (if fee is based on such)
 - The # of units of service provided, and the beginning and ending dates of overall period of service (if the fee is based on such)
 - The basis for determining fee and the beginning and ending dates of the period in which services were provided (if the fee is based on such)

AFID Infrastructure Grant Reporting Requirements

Progress Report Format

Interim Report Format

The interim report shall be completed using the following format:

I. Activities Performed

- Briefly summarize activities performed, targets, and/or performance goals achieved during the reporting period. Whenever possible, describe the work accomplished in both quantitative and qualitative terms. Include the significant results, accomplishments, conclusions and recommendations. Include favorable, unexpected or unusual developments.
- Provide a comparison of actual accomplishments with the goals and timeline described in the approved workplan.
- Present the significant contributions and role of project partners in the project.

II. Problems and Delays

- Note unexpected delays, impediments, and challenges that have been confronted in order to complete the goals for each project. Explain why these challenges arose and describe actions taken to address them.
- Review measurable outcomes to determine if targets are realistic and attainable. An objective that is too stringent should be scaled back and identified in the performance report.
- In the event that the work plan, outcomes, budget, and/or methodology needs to be adjusted, provide an outline of those changes.
- Describe any changes that are anticipated in the project.

III. Funding Expended To Date

- Provide information regarding the level of grant funds expended to date in the table below, using the format provided:

Budget Items	AFID funds	Cash from Locality	In-Kind from Locality	Other Cash	Other In-Kind	TOTAL
Personnel						
Fringe						
Travel						
Supplies/Materials						
Contractual						
Other						
Totals						

- Provide an itemized list of each expenditure, providing the following information for each: expenditure description, amount, date, source of funds (AFID, Local Cash, Local In-Kind, Other Cash, Other In-Kind), and how the expenditure relates to the activities outlined in the approved project workplan.

IV. Additional Information

- Provide additional information available (i.e. publications, websites, photographs) that is not applicable to any of the prior sections.