

# THE MARKET BULLETIN

“TELLING THE STORY OF WEST VIRGINIA AGRICULTURE”

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[www.agriculture.wv.gov](http://www.agriculture.wv.gov)

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## FAMILY ROOTS FARM SAVORS SWEET SUCCESS



Family Roots Farm is truly a family affair. Britney Hervey Farris and Charlie Farris hope their children, Mylah Ann and Grady, will one day take over the business.

Britney Hervey Farris and her husband Charlie Farris own and operate a small farm in Brooke County that dates back to before the Revolutionary War.

“We are an eighth generation farm. I’m seventh generation. My children make it eight,” says Britney. This property was homesteaded in 1775 and passed down through the generations. It’s always been some type of farm, but it has changed over the years.”

The couple, who met through mutual friends while in college, never imagined they’d end up with one of the most successful maple operations in West Virginia.

“I really didn’t have much agriculture background,” stresses Britney. “Charlie and I moved back to the homestead farm (after college). We were blessed with this land and thought, ‘Let’s put it to use!’ We started with an acre of sweet corn and that’s how Family Roots Farm got started.”

Charlie says, “I remember the first year everybody said we weren’t going to make it. The deer were going to eat our corn or there’s no market for us to sell in Brooke County. We started selling it on the side of the road on Route 2.”

That first crop was a success and led to the couple selling the next year at the Brooke County Farmers Market where a few people had heard about Britney’s family project.

“As far as maple syrup, it was a family project. My dad started it as an educational project when I was in high school. We started out in our home kitchen,” Britney explains.

The couple brought a few bottles of that homemade syrup to sell along with their corn at the farmers’ market, and it was so popular people were clamouring to get a taste.

“We had no equipment. We were doing maple syrup on whatever equipment we had. My dad made a 2x3 flat pan for our maple syrup because we were using a turkey cooker to start with. Anyone who’s done that knows you spend more money fueling it than anything,” Britney laughs. “We were just as proud as ever using that pan to make maple syrup.”

The couple soon realized they were doing a lot

of work for very little output and got some help from the experts.

“We started taking classes with the West Virginia Maple Syrup Producers Association and the West Virginia Department of Agriculture. That’s when we learned how to make maple sugar,” says Britney.

The couple entered their maple sugar into the 2015 International Maple Conference on a lark. When the awards were handed out, they won first place.

“That’s when our business really exploded. Overnight it took off. Everybody wanted to come see where it was made and then everybody wanted it,” remembers Britney.

The couple knew they were going to have to expand in order to fill all the requests for maple syrup and sugar.

“We saw it as an opportunity and just went for it,” Britney says.

At the time, the couple were using buckets and then food-grade plastic bags to collect sap from their maple trees. They realized they were going to have to make an upgrade.

“With the buckets and the bags, Charlie and I were the main collectors. We’d be working until 2:00 or 3:00 in the morning with head lamps collecting. We have really fond memories of those days, but I’m glad we’ve upgraded,” Britney says.

The couple now use plastic tubes connected to their taps to take the sap water from the tree to a holding tank.

“We take the sap back to our sugar shack and run it through reverse osmosis. It pretty much cuts our boiling time in half. Running it through reverse osmosis takes the water out of it. Then we just boil it away,” Britney explains. “Our evaporator is wood fired. We actually use sawdust bricks so we can run a real even temperature.”

The couple made the change in part because of some new additions – Grady is three and Mylah Ann is one.

“The last few years with starting a family, we

regrouped and refocused. Now we’ve got a plan that we can all enjoy and continue to grow our business,” says Charlie. “It’s part of our lifestyle.”

It takes anywhere from 40-50 gallons of sap to make one gallon of maple syrup. The couple currently produces around 200 gallons of syrup a year, but it all depends on the weather.

“It’s all controlled by Mother Nature,” explains Britney. “We usually tap the middle of February through March and April. We want the fluctuation in temperatures. We need cold temperatures at night and warm, sunny days to get the sap moving through the trees. It’s the natural hydraulic system in the trees.”

On top of their maple syrup, the couple have added two high tunnels to the farm. They grow tomatoes, peppers and cucumbers in the summer and broccoli, cauliflower and cabbage in the winter. They also have a two-acre u-pick strawberry patch in the spring.

Charlie says what started out as a hobby farm has turned into a full-time business.

“We’ve learned what we can grow and produce and make a profit from it,” he explains. “We’ve got a new game plan and really happy where we are now.”

The couple hopes to double the number of taps they have from 1,000 to 2,000 in the coming years. But they’re not rushing into it. They say it takes a lot of time and a lot of help from others to make it all happen.

“My parents, our friend Gary Rush, we couldn’t do it without them! We have tons of friends and neighbors that all pitch in and help, too,” adds Britney.

On top of maple syrup and sugar, Family Roots Farm also sells maple cream, maple candy, maple nuts, maple fudge and the always popular maple cotton candy. For more information on Family Roots Farm, you can visit, [www.familyrootsfarmwv.com/](http://www.familyrootsfarmwv.com/).

## 2021: The Path Forward

With a new administration in Washington, the end of the pandemic in sight and one of the toughest years in recent memory behind us, the question for national and state leaders is how do we heal? West Virginia has clearly shown we can respond to a crisis by leading the way on COVID-19 vaccination and testing, but we still face a lot of serious problems in the Mountain State. West Virginia continues to lose population, desperately needs economic diversification and must enhance social services while reducing bloated budgets. That doesn't mean we haven't seen success, such as attracting new-age businesses like the Virgin Hyper Loop or industrial giants such as Proctor and Gamble. What the leaders of our state cannot become is complacent, especially when the world as we know it is changing around us. How we respond coming out of this crisis might determine prosperity for generations to come. If anything, West Virginia cannot and should not return to the "normalcy" as we knew it in March 2020.

As this pandemic reshapes workplaces across the world, we need to think about how this might affect business recruitment and economic development. Many of those who were forced to work from home will not be returning to the same office post-pandemic. This means those workers no longer need to reside close to their employer. For a rural state like West Virginia, attracting that workforce, who wish to escape the metropolis

for a freer and simpler lifestyle, will be key to population growth. At the same time, COVID-19 showcased many flaws in our current distribution channels, especially when it comes to food. To improve resiliency, states must look inward for vital commodities for sustenance, social services and emergency response. Economic development and emergency response become intermingled as we look to decentralize production in the United States.

Social services and utilities also showed flaws under current systems as many of our citizens lacked vital amenities necessary to survive a pandemic. To ensure we are prepared for the next crisis, West Virginia must bolster key social services that invest in our citizens. We can start by offering healthier food choices to school children, as well as struggling families. At the same time, leaders must expand broadband services so no child goes without access to the internet. Our citizens should be able to obtain well-paying jobs by expanding vocational training opportunities, as well as funding for higher education. These are only a few examples, but state leaders, program directors and the citizens of our state must encourage necessary governmental changes to strive for a system that works for the people by the people.

As legislative leaders convene for the first time since the pandemic started, there will be many pressing matters. With an influx of federal funding under the CARES Act, no issue is more important

than the budget for the next fiscal year. That budget should not just focus on the response of the day but how we continue to move West Virginia forward. Evaluating how dollars are spent, as well as the tax structure of our state, will determine how quickly we rebound economically. State leaders need to invest in critical infrastructure vital to emergency response and quickly push funding towards economic development, as well as recovery. Getting people back to work while attracting new job opportunities to the state is the only way to guarantee a healthy budget for the coming years.

To the citizens of West Virginia, I encourage you to be part of the change. Reevaluate what is important to you, make that career change, challenge yourself to improve your life, start planning that next big trip. Most importantly, hold our leaders accountable. For the sake of our state's and country's future, we must move forward together. We know there will be lasting effects to this pandemic, but just as any other hardship, how one responds is important. Support local businesses, love thy neighbor and strive to be a better person. We can clearly see the light at the end of the tunnel. It is time we heal together as one nation.



Kent Leonhardt, Commissioner of Agriculture

## Let the Records Show.... If it's not Documented, it **Never Happened!**

Keeping good records is the backbone of managing one's agribusiness. Efficient management of a farming operation requires that records be maintained to enable the farmer to make informed decisions affecting their profits. Produce safety records are no exception! Produce safety records may be required for certain purposes to show a proactive approach to food safety – regulatory compliance (such as FSMA Produce Safety Rule requirements or National Organic Program (NOP) regulation); third party audits (such as GAPs audits) or specific buyer or insurance provider requests.

But there are so many other benefits to keeping records. Good records allow you to verify that farm practices are being done properly and provides a level of assurance that employees are sticking to required food safety policies. They can also help to spot trends or outliers and help to take corrective actions to eliminate potential problems. Additionally, good records can help to prioritize high risks areas, so that farm resources are directed to areas that need the most attention. Overall, keeping and using your produce safety records will contribute to higher profits by reducing losses due to produce safety issues.

While the recommendations below are generally for keeping records for those needing to comply with the FSMA Produce Safety Rule (PSR), these are otherwise good recommendations for all

produce growers to follow, in case anyone came knocking at your door for a produce safety violation. When keeping records, follow some simple rules. Write it Down! Be sure to include what was done, when was it done, who did it and who checked the record. There are many templates available to help you keep complete, accurate, legible and updated records, so you don't have to start from scratch.

Recordkeeping should be convenient or else it will not get done. Build recordkeeping into normal routines, like at the end of each day, much like you would do with routine farm practices, such as cleaning tools and food contact surfaces. Be sure to assign appropriate employees for record-keeping tasks and hold them accountable for it getting done. Workers should understand which records they are responsible for filling out as well as when and how to do it. Your business may depend on it!

Invest in tools that make it work – placing recordkeeping supplies where tasks are being completed makes completing records more convenient. Use clear plastic sleeves to tape record logs near the site of where the task is being done.

Clipboards (with pens attached) can also be nailed to the wall in a convenient location for workers to fill out. Use technology to your advantage – smart phones, apps, tablets and computer software can make record-keeping easier. You can simply keep photos of your produce safety logs on your computer

or record your logs directly into an appropriate software or computerized templates.

Recordkeeping includes documenting food safety practices with supporting documents, monitoring activities and any corrective actions taken to remedy a situation. For examples, farm activity records may include an annual water distribution system inspection, with supporting documentation records such as well water test results that the farm gets from the lab. Each record must be reviewed by an appropriate employee, such as a supervisor, and signed and dated after they are reviewed. Records can be kept electronically or hand-written and should be easily retrievable when needed (generally within 24 hours). The retention time for most records is two years.

While the specific types of records required to be kept by each farm is different based on differences in the farm themselves, some recommendations are offered below to give you an idea of some typical records kept.

The NOP requires records to document compliance with practices described in the farm's

Let the Records Show...if it's not Documented, it **Never Happened!**, cont. on page 3

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# WVU Students *Grow Basil* For Campus Use

In education, students are always looking for ways they can introduce what they learned into the real world. At West Virginia University's Davis College, students are doing just that as they grow crops to be used in the dining halls for a movement that is truly farm to table.

"What if we created a program to where students could grow their own food? How would that impact the students?" asked Morgan Haas, Program Coordinator for Academic Affairs at WVU's Davis College. "I think it'd be monumental. It gives students an opportunity to try something new that is fulfilling and benefits the local community in terms of the campus."

The idea for students of the Davis College to grow food that can be used across the university was originally intended to be on a much smaller scale. Through WVU's Transform This! Challenge, Haas and her colleagues were awarded a \$1,500 grant designed to help revitalize the garden area behind the WVU president's house.

"Originally it was going to be in that little garden plot outside of Towers in the president's house. We had planned and I applied to the grant. Students are going to be working on it as well as faculty, supervisors, and we're going to provide food to Sodexo," said Haas.

Sodexo is a French food service and facility management company that began overseeing WVU's dining services in 2018.

"Specifically, we were thinking small scale through the president's house for catering events, things like that, but then the pandemic happened," stated Haas.

Due to developing COVID-19 guidelines at the time, students who did not already have a summer role on campus were not able to be on campus. As the world wrestled with how to handle a pandemic, Haas and the Davis College found themselves with an opportunity to grow larger quantities via students working as farm interns.

"I reached out to Plant Soil Sciences with Dr. Sven Verlinden and we brainstormed. Let's just use the farm intern program because they're going to be at the farm every day. They can plant the basil," Haas mentioned. "And they were all just like, yep, we can do this, and they ordered seeds. Then they had the whole summer to plant it, to grow from seed."

With this plan now in motion, the farm interns were able to implement what they had been studying in the classroom into practical use at both the Animal Science and Organic Farms. Not only were they using the knowledge they learned to grow basil on a large scale, the interns were able to have a direct impact on the local campus community.

"It's important for students to understand in this day and age how and where their food comes from. How it gets to where it is and how it gets to their table and what better opportunity to understand that other than doing it themselves," Haas noted.

In August, the interns began harvesting the basil they'd been growing all summer and delivered it to dining halls across campus to be used in various meals. Though growing basil may seem like the small fish in a big pond, the initiative is the first step in the bigger picture of sustainability and campus involvement.

"They're contributing to campus, which at a big university, you sometimes lack that feeling. Sometimes you feel like you get lost in the crowd when you try to see change on campus," said Haas. "And so, having students go into their cafeteria and be like, 'Oh, I grew that last week,' and now they're seeing all of their peers eat it. That's a really powerful thing you can provide to a student."



Fred Gifford, a farm worker at WVU's Organic Farm, picks fresh basil.

**Let the Records Show...if it's not Documented, it Never Happened!, cont. from page 2**

Organic System Plan (OSP). These records cover: materials used, sales, harvest, input purchase receipts, post-harvest handling, input application, crop production and rotation and natural resources and biodiversity conservation efforts.

The FDA requires that farms needing to comply with the FSMA Produce Safety Rule keep records on: Worker Training – dates, attendance and topics covered; Water System Inspection record; Water Test Results – results from an authorized facility, water treatment monitoring (if applicable) and any corrective actions to manage water quality; Soil Amendment – if purchased, what amendments were purchased and a Certificate of Conformance from supplier certifying product meets FSMA PSR standards or if amendments were made on-farm, records to show time, temperature and turning requirements were met; Cleaning and Sanitizing Equipment - date and method of cleaning and sanitizing all growing, harvesting and packaging equipment used in production and post-harvest.

Additionally, your buyer or insurance agent may require other specific records be kept. Be sure to seek advice from your local food safety advisor (WVU Extension or WV Department of Agriculture) for the records most appropriate to your farm.

Contact Dee Singh-Knights at 304-293-7606 or dosingh-knights@mail.wvu.edu if you have any questions or to register for a Grower Produce Safety Training Course to learn more about this and other trainings on how to comply with the FSMA PSR food safety requirements.

## 2021 WV Equine Events Calendar

The West Virginia Department of Agriculture publishes a statewide Equine Events Calendar during the show season. To list your club or organization's event(s), please fill out the listing form and return it by March 1, 2021. Any entries received after the deadline will not appear in the Equine Events Calendar. This deadline will ensure calendar availability by April 1.

✂ **Only one event listing per form;** if additional forms are necessary, please duplicate. Fill listing form out completely (we must have a complete and accurate address and telephone number). Only the name of the contact person and phone number will be published. **All event listings must be held in WV, unless the event is sponsored by a WV Equine Organization. (PLEASE PRINT)**

Date: \_\_\_\_\_ Time: \_\_\_\_\_

Event: \_\_\_\_\_

Sponsor: \_\_\_\_\_

Place/Location: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

**You can also fill out the form online: [https://agriculture.wv.gov/wp-content/uploads/2021/01/equine-events\\_form\\_2021.pdf](https://agriculture.wv.gov/wp-content/uploads/2021/01/equine-events_form_2021.pdf)**

**Note:** If your event date or location changes, please notify us at (304) 538-2397 at least 60 days in advance, so the correct information will appear in the appropriate issue of the Market Bulletin.

**Return by March 1, 2021 to:**

West Virginia Dept. of Agriculture, Andy Yost, Livestock Marketing Specialist  
Animal Health Division, 60B Industrial Park Road, Moorefield, West Virginia 26836  
(304) 538-2397; Fax (304) 538-7088; ayost@wvda.us

# Cold Weather Cooking

Are you tired of your own cooking during the pandemic? Been making the same recipes time and time again? Here are three new comfort food recipes to try this month! They'll hit the spot on cold winter days. If you have a recipe you'd like to share with the Market Bulletin, send it to [marketbulletin@wvda.us](mailto:marketbulletin@wvda.us).

## Stuffed Cabbage Rolls

- 2/3 cup water
- 1/3 cup uncooked white rice
- 8 cabbage leaves
- 1 pound lean ground beef
- 1/4 cup chopped onion
- 1 egg, slightly beaten
- 1 teaspoon salt
- 1/4 teaspoon ground black pepper
- 1 (10.75 ounce) can condensed tomato soup

### Step 1

In a medium saucepan, bring water to a boil. Add rice and stir. Reduce heat, cover and simmer for 20 minutes.

### Step 2

Bring a large, wide saucepan of lightly salted water to a boil. Add cabbage leaves and cook for 2 to 4 minutes or until softened; drain.

### Step 3

In a medium mixing bowl, combine the ground beef, 1 cup cooked rice, onion, egg, salt and pepper, along with 2 tablespoons of tomato soup. Mix thoroughly.

### Step 4

Divide the beef mixture evenly among the cabbage leaves. Roll and secure them with toothpicks or string.

### Step 4

In a large skillet over medium heat, place the cabbage rolls and pour the remaining tomato soup over the top. Cover and bring to a boil. Reduce heat to low and simmer for about 40 minutes, stirring and basting with the liquid often.

## Stew Meat Chili

- 1 1/2 tablespoons vegetable oil
- 3/4 pound cubed beef stew meat
- 2 tablespoons chili powder
- 1 teaspoon ground cumin
- 2 tablespoons all-purpose flour
- 1 (28 ounce) can diced tomatoes
- 1 (16 ounce) can black beans, rinsed and drained
- 1 (16 ounce) can kidney beans, rinsed and drained
- 1 3/4 cups beef broth, divided
- 1 large onion, chopped
- 1 small green or red bell pepper, chopped
- 1/4 cup chopped fresh parsley
- 2 tablespoons barbecue sauce
- 1 1/2 tablespoons brown sugar
- 2 cloves garlic, or more to taste, minced
- 3/4 teaspoon salt

### Step 1

Heat oil in a large skillet over medium-high heat. Add stew meat and brown for 2 minutes, stirring often. Add chili powder and cumin; cook and stir until fragrant, about 1 minute. Stir in flour and cook for 1 minute more. Transfer meat to a large slow cooker.

### Step 2

Add diced tomatoes, black beans, kidney beans, 1 1/2 cups beef broth, onion, bell pepper, parsley, barbecue sauce, brown sugar, garlic, and salt to the slow cooker; stir until well combined.

### Step 3

Cover and cook on Low, stirring occasionally, until beef is tender, 6 to 8 hours. Thin the chili with remaining beef broth as it cooks, if consistency is too thick.



## Buttermilk Cornbread

- 1/2 cup butter
- 2/3 cup white sugar
- 2 large eggs
- 1 cup buttermilk
- 1/2 teaspoon baking soda
- 1 cup cornmeal
- 1 cup all-purpose flour
- 1/4 teaspoon salt

### Step 1

Preheat oven to 375 degrees F. Grease an 8 inch square pan.

### Step 2

Melt butter in large skillet. Remove from heat and stir in sugar. Quickly add eggs and beat until well blended. Combine buttermilk with baking soda and stir into mixture in pan. Stir in cornmeal, flour and salt until well blended and few lumps remain. Pour batter into the prepared pan.

### Step 3

Bake in the preheated oven for 30 to 40 minutes, or until a toothpick inserted in the center comes out clean.

## All About Rabies

Rabies is a fatal but preventable viral disease that affects the spinal cord and the brain. It can spread to people, pets or livestock if they are bitten or scratched by a rabid animal. In the United States, rabies is mostly found in wild animals such as bats, racoons, skunks and foxes. Occasional cases of rabies have occurred in West Virginia in less common species such as cattle and goats. There are two typical forms of rabies: "dumb rabies" and "furious rabies." Animals with dumb rabies show signs like aimless wandering, stumbling and appearing disoriented. Animals with furious rabies engage in aggressive behavior without being provoked. Increased salivation, seizures and coma are common signs of the later stages of the disease. Approximately 5,000 animal rabies cases are reported annually in the United States, and more than 90% of them occur in wildlife. The number of rabies-related US human deaths has gone from more than 100 annually in the early 1900's to just one or two per year since 1960. This decline can be credited to successful pet vaccination and animal control programs, public health surveillance and testing, as well as to the availability of post-exposure prophylaxis (PEP) for rabies. There are several ways that rabies can be prevented, which include vaccinating pets, staying away from wildlife and seeking medical care after potential exposures before symptoms start. For more information, please follow the link: <https://www.cdc.gov/rabies/>.



## SEE A POTENTIAL INVASIVE PEST?

Send us a photo of pest with your name and contact info to [bugbusters@wvda.us](mailto:bugbusters@wvda.us) or 304-558-2212.





## Veteran of the Month: Eric Grandon

If you spend any time delving into West Virginia agriculture, chances are you'll come across the name Sugar Bottom Farms and its enthusiastic owner Eric Grandon. For beekeepers and members of the Veterans and Heroes to Agriculture program across the state, Grandon's name is synonymous with passion and aid to others. He was one of the initial members of the WVDA's Veterans and Heroes to Agriculture program, and when he isn't tending to his own farm and business in Clay County, he spends his time educating veterans experiencing post-traumatic stress disorder (PTSD) about beekeeping and the benefits it can gift to one's well-being.

"It's that opportunity to forget, to quit experiencing certain symptoms, whatever they might be. Whether mental, physical or what have you, it takes your mind off of everything. And for that little bit of time that you get to spend with the bees, you're well, at least myself, I'm in peace," says Grandon.

Grandon served six tours of duty including two combat tours in Desert Storm and Operation Iraqi Freedom. After 20 years of service with the United States Army, Grandon was searching for his next step. In 2011 Grandon suffered a flashback that would leave him permanently disabled. However, as fate would have it (along with a few chance encounters), this would be the catalyst for him to find agriculture and beekeeping.

"I started farming in 2013. It just changed my whole outlook on life. I, once again, had that identity. I had a purpose in life again. Whereas before, you know, I was this, I was that, but after that flashback, I was nothing. And I spent two years, you know, doing that and just feeling like committing suicide," Grandon reflects.

Grandon points out that the rehabilitation work he does isn't strictly limited to veterans. According to the U.S. Department of Veterans Affairs, PTSD affects nearly eight million adults in a given year within the United States. Additionally, statistics show that seven out of every 100 people will have PTSD at some point in their lives. Grandon believes that beekeeping can help anyone no matter their background.

"It takes everything away from me, it's not just veterans you know, I have just as many civilian people that have the same experience that I do.

It's so widely known nowadays. For me, and a lot of other people, the bees have been amazing," states Grandon. "I mean, they've kept us on their side of the grass just because, you know, there's something out there that can make it better. I think the key is knowing that there is a light at the end of the tunnel."

Since 2013, Grandon has embarked on a successful agriculture journey that has led to countless interviews and recognitions from National Public Radio, A Pentagon Summit, Inside Appalachia and in the WVDA's very own Market Bulletin, just to name a few. On top of that, Sugar Bottom Farms is set to have its most profitable year to date in 2021. Although a lot has changed since our first interview with Grandon in 2015, his desire to help others has stayed the same.

"I don't want the accolade," Grandon says. "I just want to help somebody."



Gary Vance, owner and manager of the South Branch Livestock Market, says the market and those who buy and sell there are much different from when he started in the mid-70's.

## Market Focus: South Branch Livestock Market

This is the third in a series of articles focusing on West Virginia's licensed livestock markets that are official tagging sites.

Gary Vance, the owner and market manager of the South Branch Livestock Market in Moorefield, operates one of the busiest markets in West Virginia.

"Last year we saw 22,820 head of cattle move through this market," he explains. "Ninety percent of our cattle that we sell are West Virginia cattle. We have some that come from Maryland, some that come from Virginia, but the bulk are West Virginia cattle."

The South Branch Livestock Market was established in 1935. Vance came to work there in 1974. He says times have changed.

"It used to be the Wednesday weekly sales were big events. You sold little lots of cattle. Those days have changed. Now we deal with bigger lots of cattle. People want to load big trucks," he says. "That's made us become more of a feeder cattle sale in the spring and the fall where we can sell larger groups of cattle and co-mingle them together to make good load lots. And that's the way

the business is going all around. You have to have numbers to sell cattle."

On an average Wednesday, Vance says you'll see maybe 20 people sitting in the stands. Most of those are local farmers. The real money is made over the phone.

"There might be one person in the crowd bidding on the cattle, everything else is done through the telephone. It works good because, for instance, a man in Iowa is going to be on the sale today. There's no way he could drive in here for two loads of cattle, but he can get on the telephone and he can bid on those cattle," explained Vance. "That's one of the biggest changes I've seen in the business in the years since I first started. There was no such thing as a telephone bid back in 1974. It's evolved where you sell a lot of cattle over the phone. The buyer can sit in his office and he can buy 23-30 loads of cattle a day and never leave his office."

The stockyard had been added on to and

overhauled in the years since it started. Vance prides himself on the modifications he's made in the last few years.

"I've made a lot of feed and water pens. I'm very proud of the way I take care of my cattle. Head-wise, on those sales when we have 2,000 cattle, I'd say 85 percent of those cattle have access to hay and water overnight. There's no other sale barn that takes care of those cattle the way I do," stresses Vance. "I like taking care of the cattle. That's what they need. We try to make the cattle as comfortable as I can because the more the buyer likes them, the more he's going to come back. That's doing the local farmers justice and giving them a chance to get their cattle sold, and at the same time, the man that buys them, hopefully he's going to have less trouble and he'll come back and buy again."

The South Branch Livestock Market has a weekly sale on Wednesdays throughout the year, as well as Fall Feeder and Spring Feeder sales.



# West Virginia Grown

*Rooted in the Mountain State*



## BARBOUR

- Sickler Farm
- Emerald Farms LLC
- Layne's Farm
- Kindred Hollow Farms
- Cellar House Harvest

## BERKELEY

- Appalachian Orchard Company
- Cox Family Winery
- Geezer Ridge Farm
- Kitchen's Orchard & Kitchens Farm Market LLC
- Mountaineer Brand LLC
- Raw Natural
- Sister Sue's
- Sulphur Springs Stables - Orsini Farms LLC dba Warbirds Cattle & Farm
- Taylor's Farm Market
- US Veteran Produced
- Walnut Hill Farm
- West Virginia Pure Maple Syrup
- West Virginia Veteran Produced
- Wildflower

## BRAXTON

- Mary's K9 Bakery LLC
- Oh Edith/Little Fork Farm
- Rose Petal Soaps

## BROOKE

- Bethany College Apiary
- Eric Freeland Farm
- Family Roots Farm

## CABELL

- Appalachian Apiculture
- Auburn & East
- Good Horse Scents
- R&R Products dba Down Home Salads

## CLAY

- Legacy Foods
- Ordinary Evelyn's
- Sparks Hilltop Orchard
- Sugar Bottom Farm

## DODDRIDGE

- Sweet Wind Farm
- Ryan Farms

## FAYETTE

- Appalachian Botanical Co LLC
- Deep Mountain Farm
- Five Springs Farm
- Five Springs Farm Guesthouse
- Wild Mountain Soap Company
- Butcher's Apiary
- Greenbrier Dairy LLC dba Almost Heaven Specialties dba Up the Creek

## GREENBRIER

- Arbaugh Farm
- Caring Acres Farm
- Daniels Maple Syrup
- Hero Honey - Valley View Farm
- Mountain State Maple & Farm Co.
- Sloping Acres
- T L Fruits & Vegetables

## HAMPSHIRE

- Kismet Acres Farm
- Powder Keg Farms

- Quicken Farm
- Brushy Ridge Farm

## HARDY

- Buena Vista Farm
- Happy Ranch Farm LLC
- Lonesome Ridge Farm Inc.
- Wardensville Garden Market
- Weese Farm

## HARRISON

- Native Holistics
- Sourwood Farms
- Honey Glen LLC
- Rimfire Apiary

## JACKSON

- A J's Goats 'N Soaps
- Sassy Gals Gourmet Treats
- Out of This World Salsa
- Boggess Farm
- Dean's Apiary
- Maddox Hollow Treasures LP

## JEFFERSON

- Shalgo Farm
- Appalachian Greens

## KANAWHA

- Angelos Food Products LLC
- Country Road House and Berries
- Hamilton Farms, LLC
- Happy Hens Farm
- Hernshaw Farms LLC
- Jordan Ridge Farm
- Larry's Apiaries
- Lem's Meat Varnish
- T & T Honey
- Vandalia Inc.
- We B Fryin Snacks

## LEWIS

- Garton Farms
- Lone Hickory Farm
- Novak Farms
- Smoke Camp Craft

## LINCOLN

- Anna Bell Farms
- Hill n' Hollow Farm & Sugarworks
- Estep Branch Pure Maple Syrup
- Berry Farms
- J & J Bee Farm
- Wilkerson Christmas Tree Farm
- Ware Farms
- Simply Hickory

## MARION

- Clutter Farms LLC
- Holcomb's Honey
- Rozy's Peppers in Sauce

## MARSHALL

- ECO-Vrindaban Inc.
- Gopi Meadows
- Hazel Dell Farm
- NJ's Kettle Corn

## MASON

- Black Oak Holler Farm LLC
- Hope's Harvest Farm LLC
- Moran Farms

## MERCER

- Hillbilly Farms

## MINERAL

- Green Family Farm
- Indian Water Maple Company

## MONONGALIA

- Neighborhood Kombuchery
- The Kitchen
- WVU

## MONROE

- Bee Green
- Spangler's Family Farm

## MORGAN

- Glascock's Produce
- Mock's Greenhouse and Farm

## NICHOLAS

- Dave's Backyard Sugarin'
- Kirkwood Winery
- White Oak Acres
- Woodbine Jams and Jellies, Inc.

## OHIO

- Beeholding Acres/Roth Apiaries
- Fowler Farm
- Grow Ohio Valley
- Moss Farms Winery
- Rock Valley Farm
- The Blended Homestead
- Windswept Farm
- Zeb's Barky Bites

## PENDLETON

- Brushy Mountain Tree Farm LLC
- Cool Hollow Maple Farm
- M & S Maple Farm
- Rocky Knob Christmas Tree Farm

## POCAHONTAS

- Brightside Acres, LLC
- Brush Country Bees
- Frostmore Farm

## PRESTON

- Me & My Bees LLC
- Maryland Line Farm
- Mountindale Apiaries
- Possum Tail Farm
- Riffle Farms LLC
- Ringer Farms
- Taylor Grow LLC
- The Vegetable Garden
- Valley Farm Inc.
- Vested Heirs Farm

## PUTNAM

- Gritt's Farm
- Gritt's Midway Greenhouse
- Sycamore Farms & Primitives
- Taste of Country Candles

## RALEIGH

- Appalachian Kettle Corn
- Bailey Bees
- Daniel Vineyards LLC
- Shrewsbury Farm
- The Farm on Paint Creek/ Sweet Sweeneysburg Honey

## RANDOLPH

- Poe Run Craft & Provisions Inc.
- The Bryer Patch
- WV Wilderness Apiaries

## RITCHIE

- Turtle Run Farm

## ROANE

- Christian Farm
- Grandma's Rockin' Recipes
- Missy's Produce

## SUMMERS

- Cheyenne Farm
- Sprouting Farms

## TAYLOR

- A Plus Meat Processing
- Triple L Farms

## TUCKER

- Mountain State Honey Co. LLC
- R&A Honey Bees LLC
- Seven Islands Farm

## TYLER

- Cedar Run Farm
- Creekside Farms
- Uncle Bunk's

## UPSHUR

- Appalachian Acres Inc.
- Lucky Lucy Farm
- Mountain Pride Farms LLC
- Mountain Roaster Coffee
- Old Oak Farms
- Zul's Frozen Lemonade, Inc.

## WAYNE

- Elmcrest Farm
- LC Smith LLC dba Lovely Creations Handmade Soaps and More
- Stiltner's Apiaries

## WEBSTER

- Custard Stand Food Products
- Spillman Mountain Farm Products, Inc.
- Williams River Farm

## WETZEL

- Thistle Dew Farm Inc.
- Wetzel County Farmers Market

## WIRT

- Appalachian Willows
- Riverbend Farms & Gardens
- White Picket Farm LLC
- Stone Road Vineyard
- White Picket Farm LLC

## WOOD

- IN A JAM! LLC
- Minner Family Maple Farm LLC
- Oldham Sugar Works
- Stomp-n-Grounds Craft Coffees

## WYOMING

- Appalachian Tradition
- Tarbilly's BBQ

## JOIN OUR LIST!

☎ 304-558-2210

✉ wvgrown@wvda.us

🌐 <https://agriculture.wv.gov/ag-business/west-virginia-grown/>







**BUZZ FOOD SERVICE WEBINAR**

Farmers and meat producers in West Virginia are about to breath a sigh of relief as Buzz Food Service moves towards finishing their brand new livestock slaughter and meat processing facility.

"We want to be able to provide a high quality cut service to local producers. All of the product that we do at the facility will be USDA inspected. As things scale up, what we really hope to have is a steady stream of local products that can enter the Buzz Food Service distribution route and actually start some local West Virginia product lines," says Annie Stroud, Project Manager, for Buzz Food Services.

Along with offering local producers a USDA inspected plant, the aptly named, Appalachian Abattoir, will offer USDA grading services, high-quality packaging, labeling, and an on-site smokehouse among other useful amenities.

The facility, located in Rand, West Virginia, is a welcomed addition for producers in the area who have bore the burden of not having steady access to a processing facility.

"I have producers calling me to get on the books for next year already," mentioned Stroud.

A facility of this magnitude is expected to bring about many questions and inquires. To meet that demand Buzz Food Service and the WVDA are hosting a webinar via the WVDA's Homesteading Series on February 16th at 6PM where they'll be discussing services offered, equipment, and expectations.

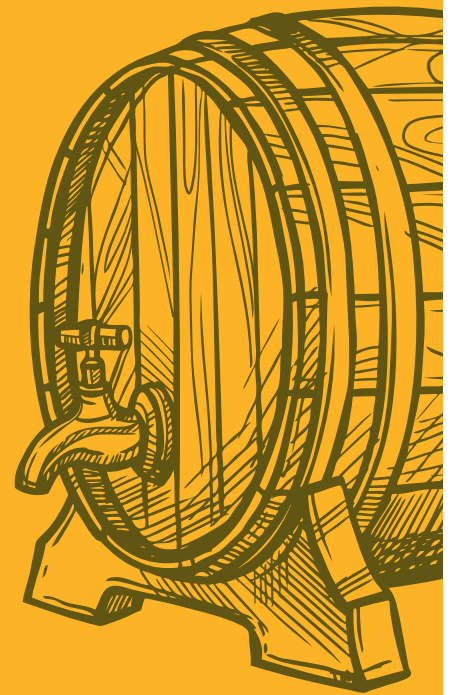
WV STATE AGRIBUSINESS  
**DISTILLERIES**



- **Hatfield & McCoy Moonshine** - *Gilbert*
- **Mountain State Distillery** - *Charleston*
- **Appalachian Distillery** - *Ripley*
- **Bloomery Plantation Distillery** - *Charles Town*
- **The Sweeter Side of the Feud** - *Spencer*
- **Isaiah Morgan Distillery** - *Summersville*
- **MannCave Distilling** - *Weston*
- **Smooth Ambler Spirits** - *Maxwelton*
- **Flying Buck Distillery** - *Augusta*
- **Flying Squirrel** - *Rada*
- **Still Hollow Spirits** - *Harman*
- **Black Draft Distillery** - *Martinsburg*
- **Swilled Dog** - *Franklin*

Want to be added to our list?  
**Contact** [Agritourism@wvda.us](mailto:Agritourism@wvda.us) | [wvgrown@wvda.us](mailto:wvgrown@wvda.us) or  
 304-558-2210

The West Virginia Department of Agriculture is currently working on updating contact information for West Virginia agribusinesses. Therefore, this list is not all-inclusive, but an effort to highlight what we currently have while gathering additional information moving forward. To be included in future advertising, please join West Virginia Grown, the state branding program for agriculture products/businesses.



**CLASSIFIED ANNOUNCEMENTS CONTINUED**

**Hay** 1st cut 4x5 round bales, in barn, \$35/bale or \$30/bale/10+. Walter Stalnaker, 915 Grass Run Rd., Weston, 26452; 838-2112.

**Hay** 1st cut 4x4 round bales, field kept, mixed grass, \$20/bale; repurposed lumber salvaged

from old barn, red oak, various sizes, up to 20', can send pics, \$3-\$12. Joel Stauffer, 182 Double Oak Dr., Oakvale, 24739; 682-365-4543.

**Hay** 4x5 round bales, net wrapped, \$25/bale. Larry Supple, 17124 Kanawha Valley Rd., Southside, 25187; 675-2098.

**Miscellaneous Wants**

**Rabbits.** Lisa Sheets, Rt. 1, Box 2, Dunmore, 24934; 456-4071.

**Looking** for a free Blue or Red Heeler. John Thompson, 41 Andy's Dr., Harts, 25524; 855-4051.

**HORSE TRAINING, RIDING LESSONS & BORDING**  
 Honeysuckle Farm, HC 65, Box 366,  
 Tornado WV  
 Gary Medley, 395-3998.

**18TH ANNUAL GENETIC ALLIANCE BULL SALE**  
 March 13; 1 p.m.  
 Pendleton Co. Comm. Bldg, Franklin WV, Selling 70 perf. tested, Angus & Simmental Bulls  
 John McCoY, 668-1751;  
 Tom Simmons, 668-0647.

Source: WVU Extension Service Garden Calendar

**GARDEN CALENDAR**  
**FEBRUARY 2021**

**FEBRUARY 1** Harvest overwintered vegetables.

**FEBRUARY 2** Order herb seeds.

**FEBRUARY 3** Apply lime and fertilizer.  
 Order fruit trees.

**FEBRUARY 4** Build a high tunnel.

**FEBRUARY 5** Seed head lettuce (indoors).

Order blackberry and raspberry plants.

**FEBRUARY 6** Build a low tunnel or cold frame.

**FEBRUARY 8** Seed leeks (indoors).  
 Seed cauliflower (indoors).

**FEBRUARY 9** Clean dust from houseplants with damp cloth.

**FEBRUARY 10** Seed celery (indoors).

**FEBRUARY 11** Seed leafy salad greens in high tunnel.

**FEBRUARY 12** Start a kitchen herb garden.

Prune grapes.

**FEBRUARY 13** Seed broccoli (indoors).

**FEBRUARY 15** Seed collards (indoors).

**FEBRUARY 16** Order seed potatoes.

Seed peas (outdoors) south of U.S. Rt. 60

**FEBRUARY 17** Prune blueberries, raspberries, blackberries and fruit trees.

**FEBRUARY 18** Seed cabbage (indoors).  
 Plant Irish potatoes in high tunnel.

**FEBRUARY 19** Seed onions and greens in cold frame or low tunnel.

**FEBRUARY 20** Apply lime sulfur to blueberries.  
 Prune blueberries.

**FEBRUARY 22** Apply dormant oil spray to fruit trees.

**FEBRUARY 23** Prune deciduous trees and shrubs.

**FEBRUARY 24** Mow asparagus ferns.

**FEBRUARY 25** Propagate grapes and blueberries from hardwood cuttings.

**FEBRUARY 26** Presprout seed potatoes.  
 Build a raised bed garden.

