

# SWEET ROWEN FARMSTEAD

## CREAMERY AND COMMUNITY SPACE



FARMSTEAD AND  
CREAMERY

WEST GLOVER, VERMONT

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Sweet Rowen Farmstead in West Glover, VT received a \$50,000 Working Lands Grant to build an on-farm creamery and community space. This new facility will dramatically increase production capacity by reducing time, fuel, and utilities needed to process milk into cheese. With an increase in production capacity, Owner Paul Lisai believes his business will be able to use all of its own milk, rather than shipping it to Agri-Mark, as it is currently doing.

"We could also purchase additional milk from up to five neighboring dairies and form profitable alliances with other neighbors who are interested in making yogurt and cheese in the new space," says Lisai.

Since its establishment in 2011, Sweet Rowen Farmstead, LLC has steadily grown and now supports three full-time employees. Sweet Rowen actively participates in farmers' markets and ships milk and cheese to 45 co-ops, stores, and restaurants around central Vermont, as well as to three national distributors. Gross retail sales of cheese have increased by 58% and for milk by 11% over the last year.

Sweet Rowen estimates the new creamery will increase its gross annual sales by 200%, create three additional jobs, and create a cohesive business that will enhance collaboration among six farms for mutual benefit. The community space will be a venue for neighbors to hold events and workshops. Sweet Rowen anticipates an increase in production of 750,000 pounds of milk and 50,000 pounds of cheese annually.