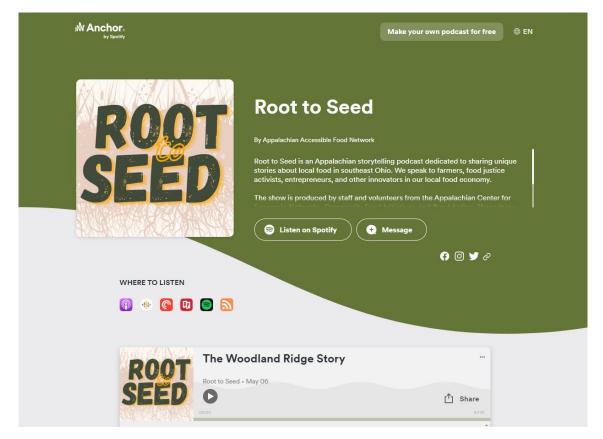
Examples of market access – stories and activities for ACEnet SARE grant

Assistance to Woodland Ridge Farm has included: selling on Graze Cart, promoting farm tours and workshops, blogging to promote events, connecting owner Paul Harper to accounting services provider Big Time Bookkeeping, and featuring Paul and Woodland Ridge on the Root to Seed podcast.



Podcast promotion is on the www.acenetworks.org site as well



Blog post on Woodland Ridge April 2022: https://acenetworks.org/community-updates/the-three-pillars-of-agritourism-at-woodland-ridge/



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THE THREE PILLARS OF AGRITOURISM AT WOODLAND RIDGE

Posted: April 26, 2022



Paul Härper has been involved in agritourism since before it was cool. This August marks the 9th year of the bed and breakfast at <u>Woodland Ridge Farm and Learning Center</u>. Over those 9 years, Paul Harper has gathered numerous stories, most of them positive and some less-than-positive. The guest hoose is solar powered with a hot tub and a gorgeous view from the top of a ridge. The farm is also home to pigs, cows, goats, and chickens, all of whom enjoy foraging and grazing in the forests and pastures (and some eventually become the delicious farm raised local meat products that are sold and served on the farm).

When guests visit Woodland Ridge, Paul hopes they will experience and learn about the three legs of the stool that holds up his lifestyle; farm to table food, regenerative agriculture, and farm inspiration.

The first leg, and perhaps the component that city-dwellers are most familiar with, rests on Paul's belief that people need to be more connected with their food and the farmers that produce it. Whether it's sitting down for a home-cooked funch on the farm, harvesting your own salad from the greenhouse or even participating in a "nose t-cail" workshop where you learn to bucker, process, prepare, and ultimately consume meat from a forest-dwelling heritage pig, there are numerous ways that visitors at Woodland Ridge build a unique connection with their food.



The second leg, regenerative agriculture, focuses on the idea that we should try to imitate nature (or "Marna Nay," as Paul affectionately calls her), When Paul

first bought the fand for Woodland Ridge in 1995, it was a jurkyard – literally. There were broken down cars filling the field where cattle, pigs, and goats now graze. Additionally, parts of the land had been farmed intensively with corn, draining the soil of nutrients. But, over nearly 30 years, nature's way has helped regenerate the land and put nutrients back into the soil. As the animals graze, trample, and poop on the land, they transfer carbon into the soil. This process not only improves the quality of the soil, but also helps reduce the amount of carbon in the air, an important piece of the puzzle in reducing the effects of climate change.

The third leg of the stool is what Paul calls "farm inspiration." Farm inspiration is best explained through Paul's anecdotes about the guests that come to the farm. Many families come every year and have their own routines on the farm, whether it's caring for the animals, hunting, or just reflecting and relaxing. Particularly during the height of the COVID-19 pandemic, when many other businesses were struggling with social distancing and quarantine restrictions, the bed and breakfast at Woodland Ridge had its most successful year ever. People were anxious to get out of the city, but were also limited by travel restrictions and social distancing requirements. What better place to visit than a farm surrounded by natural beauty?





Visiting the farm also allows people to get offline in a time when Zoom is the new way of being. Paul told me about a boy who visited the farm with his family shortly after starting middle school online during the pandemic. He was going through a challenging transition, made all the more difficult by isolation and a subpar learning environment. But at Woodland Ridge, he found satisfaction by taking care of the goats. Every day, he would feed the goats and walk each of them, one by one. That's the crux of farm inspiration. Paul extends this invitation to anyone with a craving for rural life: "If you don't have a farm but you want one, adopt us and we'll be your farm."

Community Update by ACEnet Fresh and Healthy Foods VISTA, Rachel Brunot.

FACEBOOK FEED



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FEATURED TENANT: RED BARN CHILI



ACEnet featured tenant Red Barn Chili is scaling up their operations, hosting STAR Community Justice Center residents, and utilizing Kiva to expand into retail markets.

READ MORE

Photos and Instagram posts from Woodland Ridge Farm tours in fall 2021











Farm Tour Sept. 25th 10am - 4 pm Regenerative Agriculture with Animals at the Center Hosted by Paul Harper





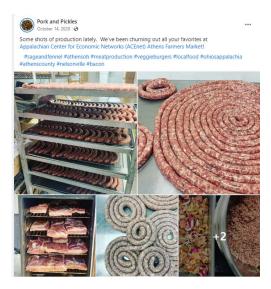
And on-going promotion continues as we have been able to market more in person events



Pork and Pickles promotions 2020-2021

Becky Clark was featured in the January 2021 Ohio Magazine and the Ohio University News in March. Since COVID was still impacting supply chain issues, our meat marketers had more opportunity to grow direct sales. A number of the social media posts are highlighted.









Becky Clark







Becky Clark and her family live for adventure. They're avid hikers, bikers, trail runners, campets and travelers. They also garden and cook, and size and her partner, Chris, recently bought as old ambulance and have been working to convert it into a camper van.

Clark is the owner-operator of local businesses: Pork & Pickles and Tolan Local, executive chef of Little Fish Brewing Company, and a member of Hocking College Agroecology Program Advisory Board. She's also a proud Bobcat alumna, having graduated in 2009 with a degree in geography.

The OHIO alumns lives in Athers with her pariser and their three for babies, dogs Porter and Woody and cat Bernie. Her parents, grandparents, and brother's family all live in the area and they're extremely close.

No bed days are similar for Clark, but they all start out with some coffee and a walk with Porter and Woody. Between calls with her more and Face-Time chaits with her niccos during the week, Clark explores at Selbs Park with her dogs, helps her lamily with errands and projects, catches up on some office work, before going into Pork & Pickles' production room in Nelsonville or the kitchen at Little Fish Brewing.

"I am extremely proud of the journey I have been on for the peof five years since starting Pork & Pickles," Clark explained. "I have grown as a leader, as a chet, as a preferer, daughter, and friend. I am proud that I have chosen the harder, but more fulfilling path in life. I am also extremely proud that I have finally learned from to strike a work-life balance, and I am now working to live rather than living to work. No matter how much you love your job, you can't let it completely consume your life. I am proud I have learned that leason."

Clark loves her job not only for the freedom it brings, but also because she's able to mentor her staff. Her young employees implies hes.

"This red generation of young women are heading into their careers with conviction, motivation, and a take-no-nonsame attitude," she said.

These women will lead our world sconer than we know, and I am imprired by them every day. I am in constant awe of this next
generation's flexibility and acceptance of all people, and I believe they will make the world a better and more just place to live."

For Clark, informational Women's Day is a reminder of how far our world has come, and how much work there is still left to do.