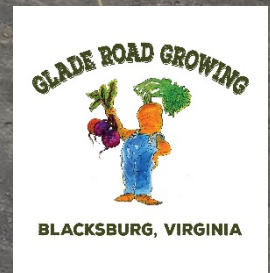


Lean Farming on off the Ground Glade Road Growing for VABF March 2021



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The Lean Farm

Farm smaller and smarter

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March 31

Use code (all caps): MARCH25

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claybottomfarm

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710 posts

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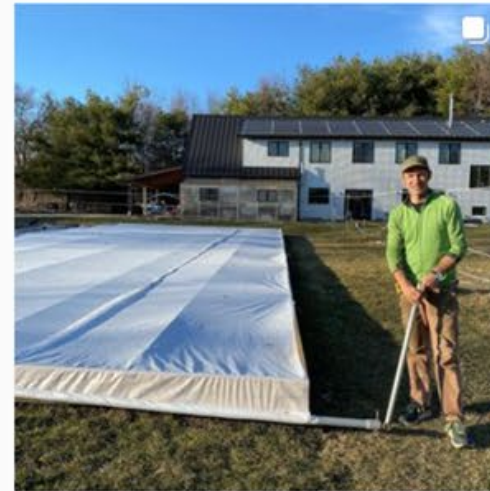
193 following

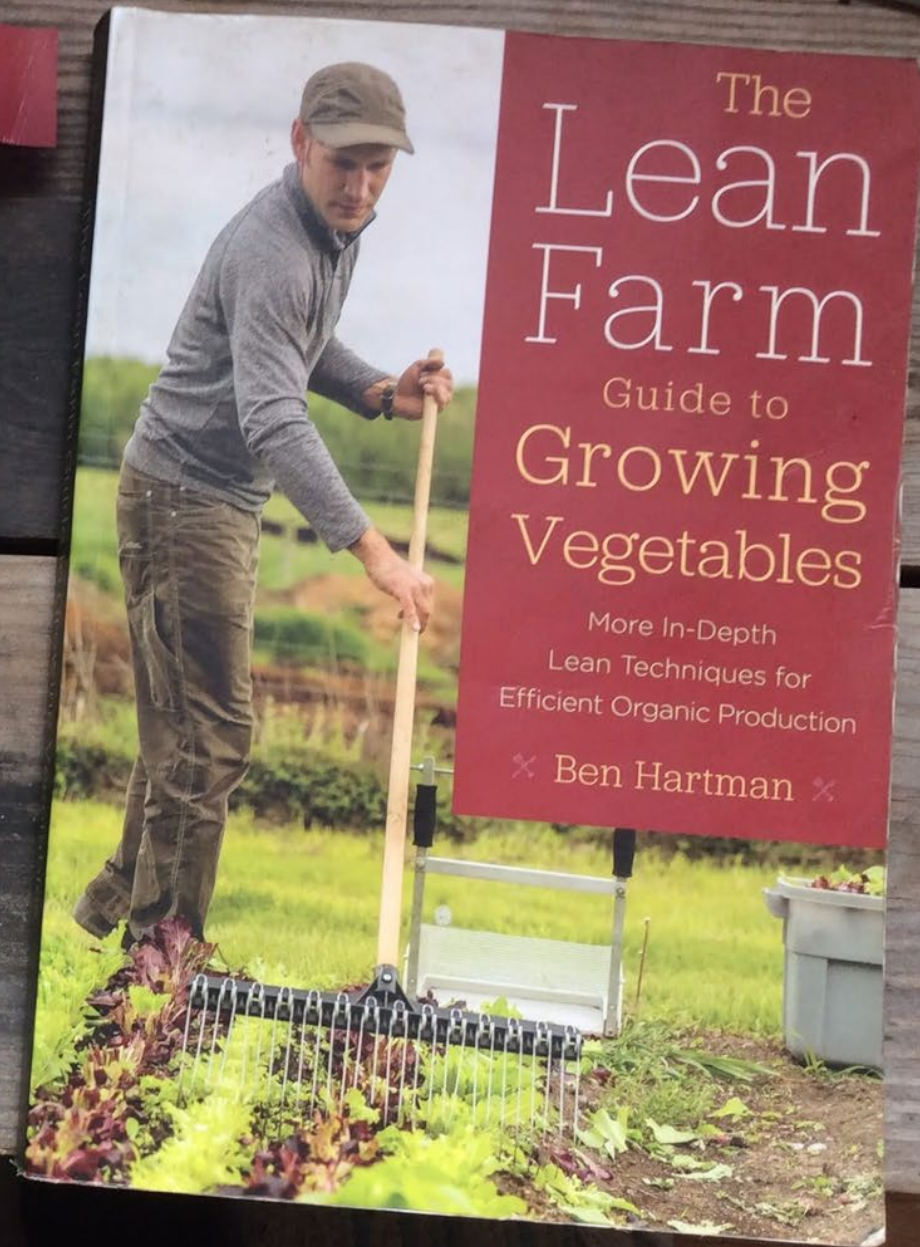
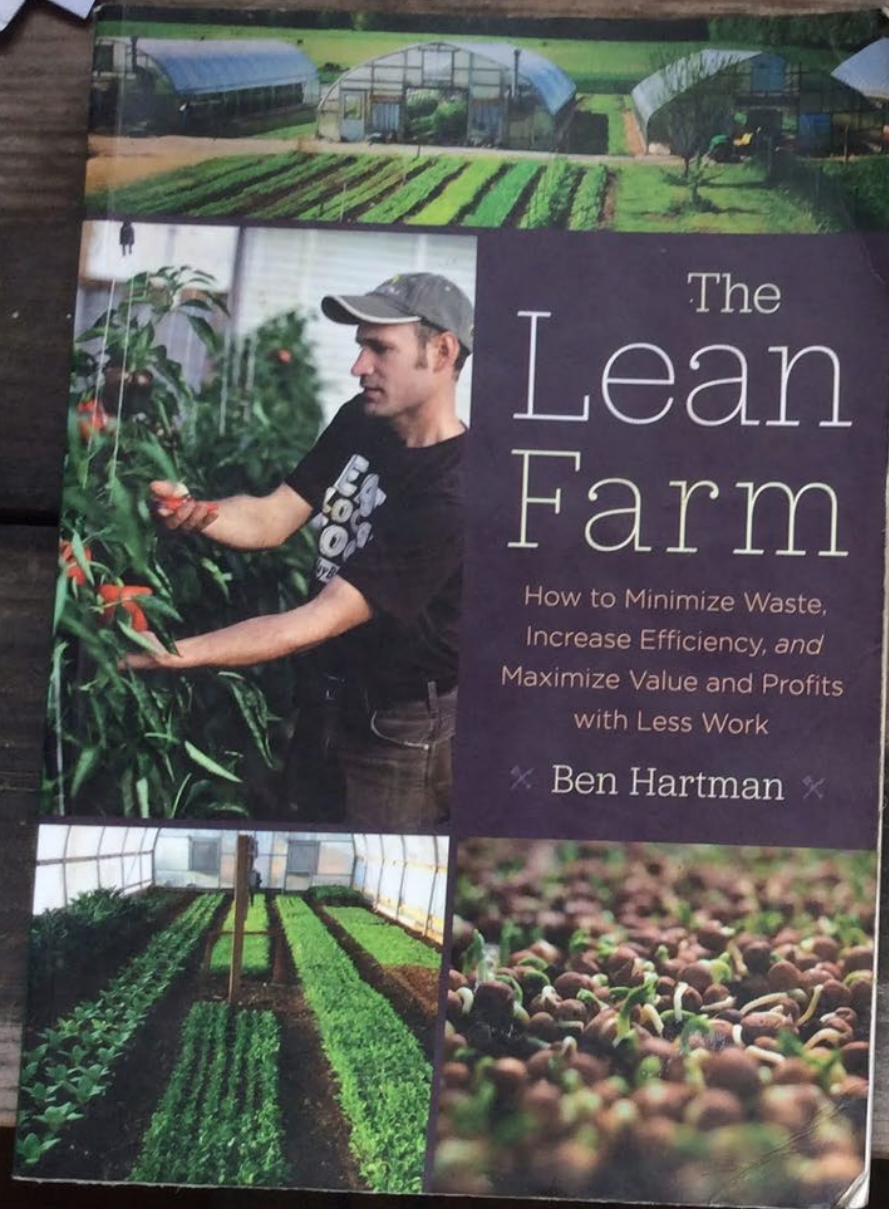
Clay Bottom Farm

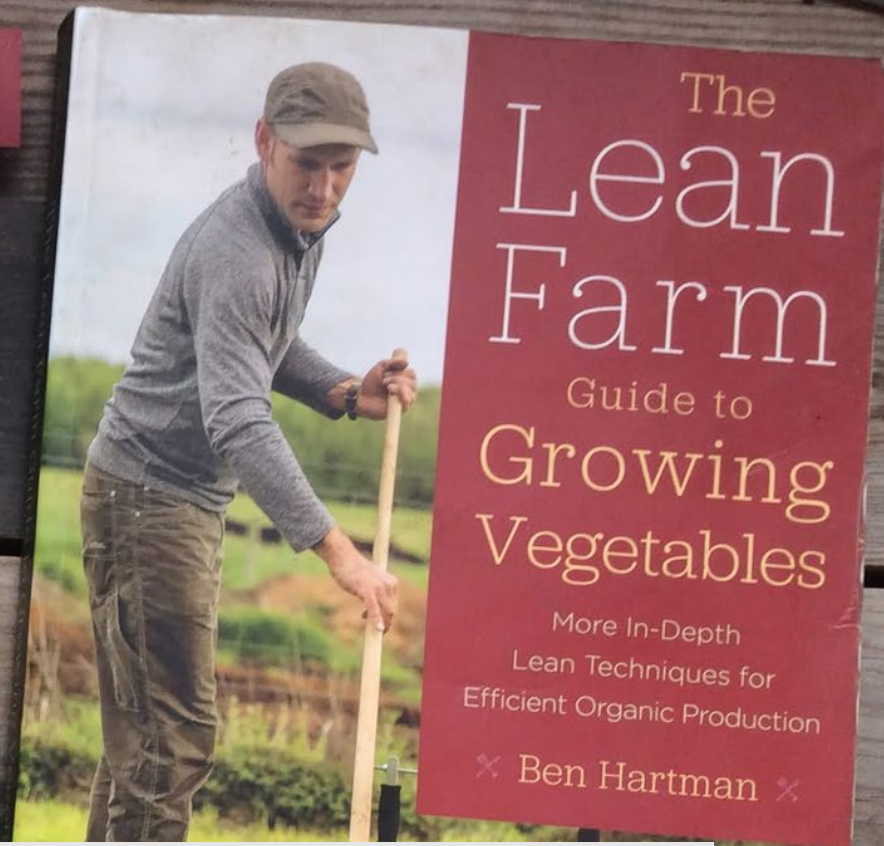
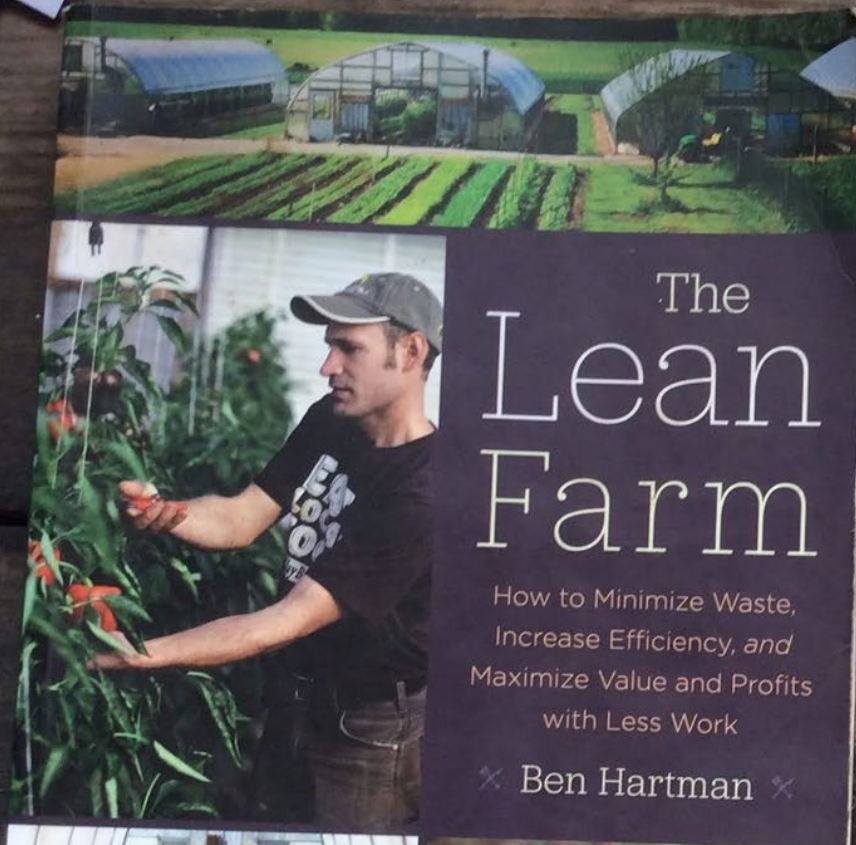
Ben Hartman is the author of The Lean Farm. SPRING SALE THRU MARCH 25% OFF online courses at claybottomfarm.com.

www.claybottomfarm.com

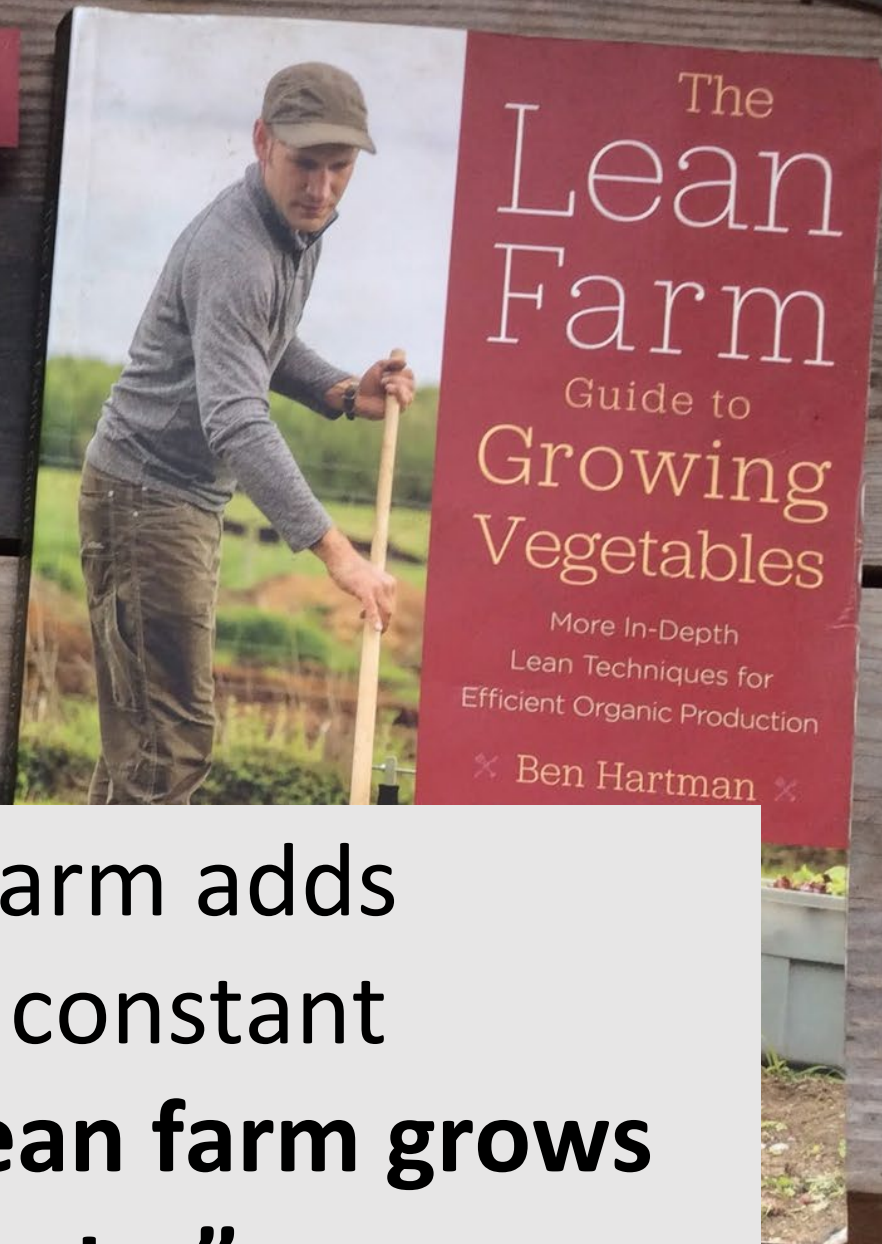
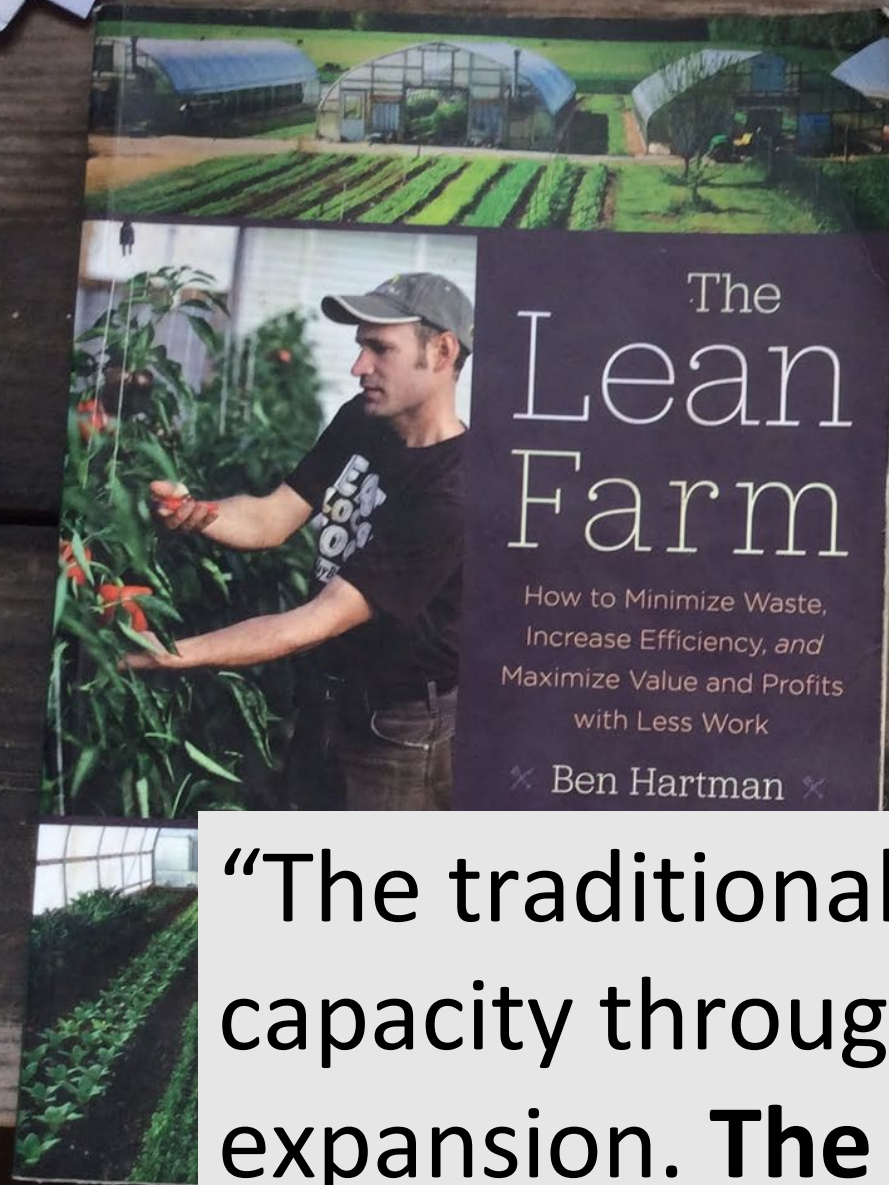
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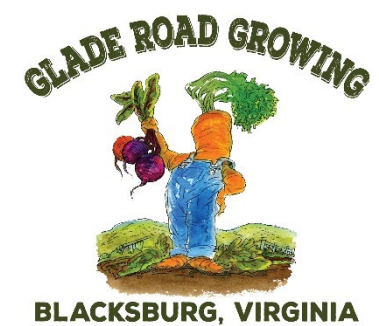




“How to **minimize waste**, increase efficiency, and maximize value and profits with less work”



“The traditional farm adds capacity through constant expansion. **The lean farm grows by cutting out waste.**”



**We Accept
SNAP
Benefits**



gladeroadgrowing



Glade Road Growing

4.7 ★★★★★ 17 reviews

Farm

You manage this Business Profile

3,791 views this month

Directions

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Send to your phone

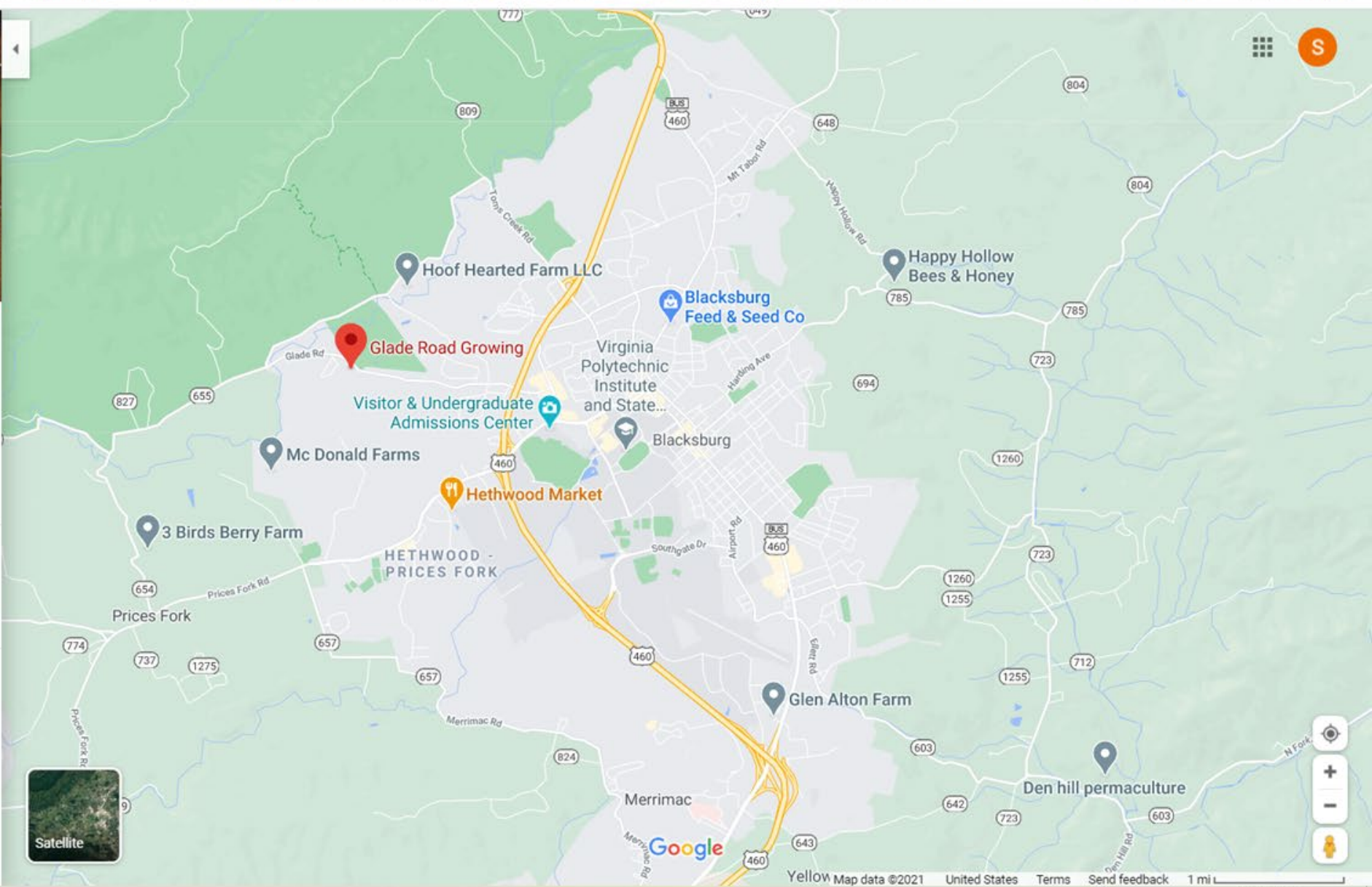
Share

2351 Glade Rd, Blacksburg, VA 24060

gladeroadgrowing.com

(540) 808-0672

6GQQ+25 Blacksburg, Virginia





1985

Imagery Date: 11/3/2019 37°14'10.51" N 80°27'42.75" W elev 1985 ft eye alt 4072 ft



















Vegetables

Our own certified naturally grown produce raised by us right here in Blacksburg, Va. We only sell produce that we grow ourselves. Flavorful and nutrient-dense.

Click on the individual products to see typical weights per pack and description.

Default sorting ▼

Showing all 30 results



Asian greens, Bok Choy

\$3.85

Add to cart



Asian greens, Mizuna

\$3.85

Add to cart



Asian Greens, Tokyo Bekana

\$3.85

Add to cart



Carrot Soups

\$12.75

Select options



Carrot, Bulk

\$10.75

Add to cart



Carrots



Greens Arugula



Greens Collards



Greens



Greens Pea Shoots

Sign up for our farm's newsletter!

First Name:

Your first name

Last Name:

Your last name

Email address:

Your email address

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Glade Road Growing

Need a ham for Easter? We have whole



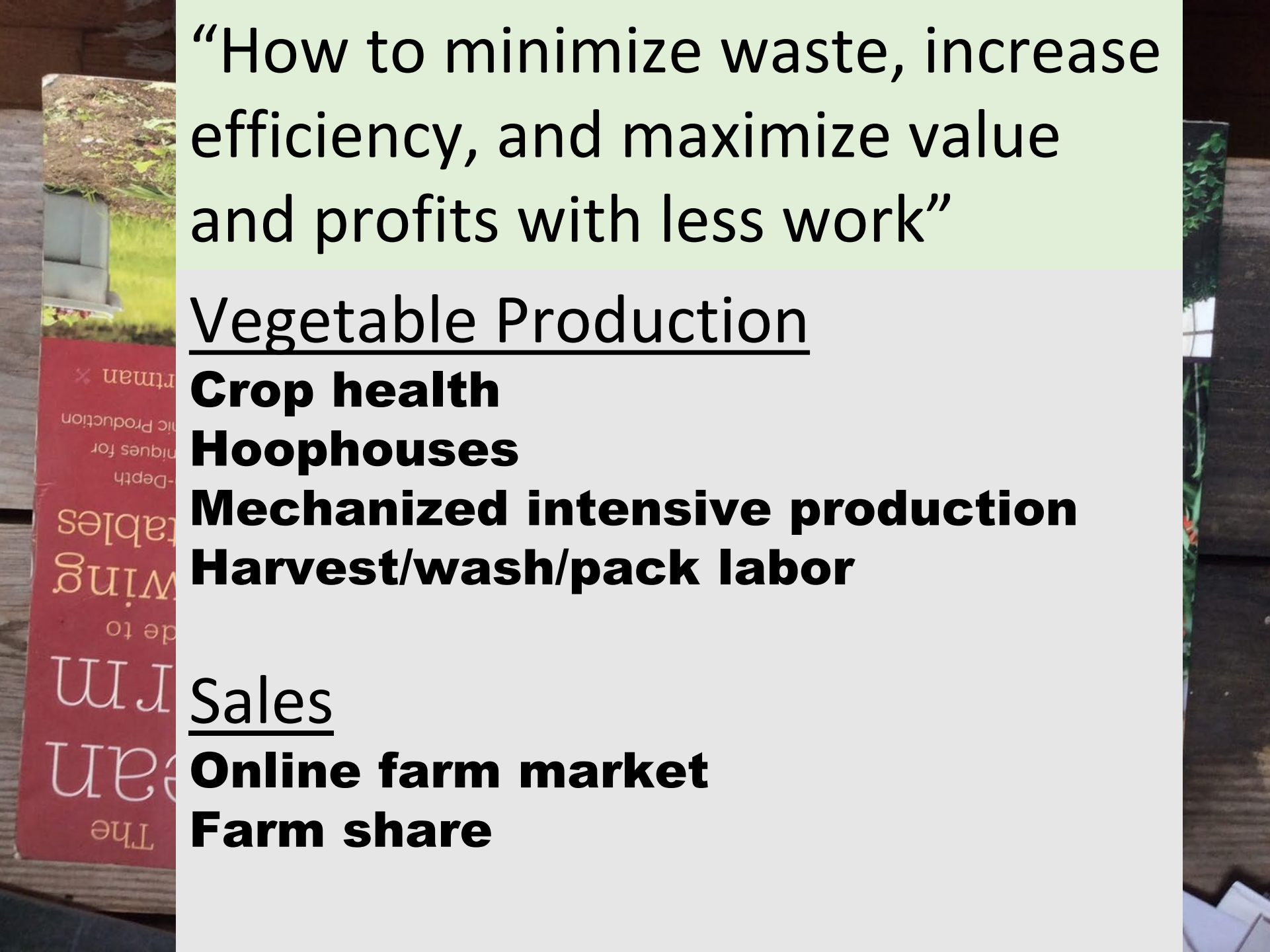










The background of the slide features a vertical image of a book cover. The top half shows a photograph of a garden with green plants and a grey container. The bottom half is a solid red color with white and yellow text. The text is oriented vertically and includes phrases like "The", "an", "de to", "ing", "ables", "Depth", "niques for", "ic Production", and "rtman".

“How to minimize waste, increase efficiency, and maximize value and profits with less work”

Vegetable Production

Crop health

Hoophouses

Mechanized intensive production

Harvest/wash/pack labor

Sales

Online farm market

Farm share



Lean Techniques in Vegetable Production



Crop health
Hoophouses
Mechanized intensive production
Harvest/wash/pack labor

Crop health

Crop health



Why is crop health part of a lean talk?

Crop health



Crop health



Crop health



Crop Management

Resources

John Kempf

About

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800-495-6603

Helping growers make more money with regenerative agriculture since 2006.

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Tree Fruit



Berries



Vegetables



Brassicas



Cucurbits



Greens



Citrus



Soybeans/W...



Corn

AEA Standard Vegetable Program

This example AEA program is representative of the products and rates that continually result in improved crop production for growers of vegetable growers across the country and is appropriate for the majority of garden produce. For the small grower, these product applications are an excellent start to regenerative management. There is no one size fits all solution, though. Programs should be modified based on soil and sap reports, crop advisor recommendations, actual plant performance, and where appropriate, organic certification requirements. AEA can arrange for customized consulting to better maximize performance on your acreage.

AEA's crop nutrition management program can bring higher yields and improved resistance to insects and disease through optimized nutrition resulting in greater economic returns.

Standard Mixed Vegetable Program for Personal and Market Growers

Standard Potato Program

Crop health

 NovaCropControl

postbus 2218 - 5001 CE - Tilburg
www.novacropcontrol.nl

From May 2019, optimum ranges are provided
 CROPHHEALTH
LABS

Plant sap-sample ¹ 202007131278
 ² 202007131279
Name: Glade Road Growing
Address: 2204 Glade Rd
 24060 Blacksburg, VA
 USA

Sample date: 12-7-2020
Location/plot: Greenhouse
Cultivation: Tomato
Crop: Tomato
Plant part: ¹ Leaf (young) ² Leaf (old)

Remarks

Mineral		Current level	Optimum			
Total Sugars	%	0,4	0,7 - 2,1	¹	<div></div>	
	%	0,2		²	<div></div>	
pH		6,5	6,2 - 6,6	¹	<div></div>	
		6,7		²	<div></div>	
EC	mS/cm	12,7	12,5 - 15,5	¹	<div></div>	
	mS/cm	15,6		²	<div></div>	
K - Potassium	ppm	3950	3393 - 4407	¹	<div></div>	
	ppm	4099		²	<div></div>	
Ca - Calcium	ppm	1023	2485 - 4515	¹	<div></div>	
	ppm	3381		²	<div></div>	
K / Ca		3,86		¹	<div></div>	
		1,21		²	<div></div>	
Mg - Magnesium	ppm	483	560 - 840	¹	<div></div>	
	ppm	721		²	<div></div>	
Na - Sodium	ppm	17	28 - 62	¹	<div></div>	
	ppm	9		²	<div></div>	
NH4 - Ammonium	ppm	805		¹	<div></div>	
	ppm	805		²	<div></div>	
NO3 - Nitrate	ppm	931	70 - 210	¹	<div></div>	
	ppm	243		²	<div></div>	
N in Nitrate	ppm	210	16 - 47	¹	<div></div>	
	ppm	55		²	<div></div>	
N - Total Nitrogen	ppm	1966	1147 - 1552	¹	<div></div>	
	ppm	1401		²	<div></div>	
Cl - Chloride	ppm	702	620 - 1230	¹	<div></div>	
	ppm	592		²	<div></div>	
S - Sulfur	ppm	849	1235 - 2015	¹	<div></div>	
	ppm	1707		²	<div></div>	
P - Phosphorus	ppm	270	180 - 420	¹	<div></div>	

NovaCropControl



UX-6724

Glade Road Growing
2204 Glade Rd
24060 Blacksburg, VA
USA

Location/plot: Greenhouse

Cultivation: Cucumber

Crop-cultivar: cucumber

Analysis: ☒ Plant sap

Plantpart: ☒ Leaf (old)

Remarks

Label 2 of 4 of 2020.1

Valid until: 25-6-2021

NovaCropControl



UX-6723

Glade Road Growing
2204 Glade Rd
24060 Blacksburg, VA
USA

Location/plot: Greenhouse

Cultivation: Cucumber

Crop-cultivar: cucumber

Analysis: ☒ Plant sap

Plantpart: ☒ Leaf (young)

Remarks

Label 1 of 4 of 2020.1

Crop health



Crop health



Hoophouses

Hoophouses



Hoophouses



Hoophouses



Hoophouses



Hoophouses



Hoophouses



Hoophouses



Hoophouses



Hoophouses



Mechanized intensive system

Mechanized intensive system



Mechanized intensive system



Mechanized intensive system



Mechanized intensive system



Mechanized intensive system



Mechanized intensive system



Mechanized intensive system



Mechanized intensive system



Mechanized intensive system



Mechanized intensive system



Mechanized intensive system



Mechanized intensive system



Mechanized intensive system



Mechanized intensive system



Harvest/wash/pack labor

Harvest/wash/pack labor



Harvest/wash/pack labor



Harvest/wash/pack labor



Harvest/wash/pack labor



Harvest/wash/pack labor



Harvest wash/pack/cooler



Harvest/wash/pack labor



Harvest wash/pack/cooler



Harvest/wash/pack labor



Harvest/wash/pack labor

All of our positions require the following:

- Can work independently and in a team
- Positive and respectful attitude
- Responsible and reliable
- Teachable
- Committed
- Good communication skills
- Adaptable and flexible with necessary plan changes due to weather, market, crew dynamics, etc
- Physical strength to lift 50 lbs without injury to yourself
- Can maintain your own physical and mental health; awareness for safety of self and others
- Physically able to deal with adverse weather conditions
- Can work fast to set a standard for others

Benefits to working here (besides starting wages listed) include:

- Home-made lunch provided
- Free produce for you/your family's home consumption
- Discounted farm meats available in staff freezer
- Discounted meals and drinks at Rising Silo Brewery
- Unpaid personal time off available when prearranged
- Unscheduled cash bonus

- Position: Seasonal crew member, introductory position, starts at \$11/hr
 - o May- November; 3 month minimum, 30-40 hrs/week, M-F, 8:15 am until 5 pm or 6 pm

Tasks include

- o Bulk harvesting
- o Daily harvesting needs
- o Washing
- o Packing



Lean Techniques in Selling



**Online farm market
Farm Share**

Online Farm Market

AD GROWING
RG, VIRGINIA



OUR OWN
RADISH \$2.50

OUR OWN
GARLIC \$2.00



OUR OWN
KALE \$3.00

OUR OWN
DINOSAUR KALE \$3.00



OUR OWN
SALAD TURNIPS \$2.00

OUR OWN
GOLDEN BEETS \$3.00/bunch



OUR OWN
LITTLE BEETS \$2.00/lb

OUR OWN
CARROTS \$3.00/lb

Blackburg
Farmers Market













Online Farm Market

Vegetables

Sign up for our farm's
newsletter!

'What they want, when they want it, and how much they

Default sorting ▾ Showing all 30 results

				
Asian greens, Bok Choy \$3.85 Add to cart	Asian greens, Mizuna \$3.85 Add to cart	Asian Greens, Tokyo Bekana \$3.85 Add to cart	Carrot Soups \$12.75 Select options	Carrot, Bulk \$10.75 Add to cart
				
Carrots	Greens Arugula	Greens Collards	Greens	Greens Pea Shoots

Last Name:


Email address:

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Online Farm Market

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- Comments 1
- Leaflet Maps Marker
- Galleries
- Recipes
- WooCommerce
- Products**
- All Products
- Add New
- Categories
- Tags
- Attributes
- Analytics
- Marketing
- Appearance
- Plugins 2

Products

Products

[Add New](#)[Import](#)[Export](#)

Exported file orders-export-2021_03_22_03_34_02.csv is ready! You can download the exported file from the [Export List](#).

All (275) | Published (262) | Drafts (11) | Private (2) | Sorting

Bulk actions

Apply

Vegetables (140)










Filter by product type

In stock

Filter

Search products

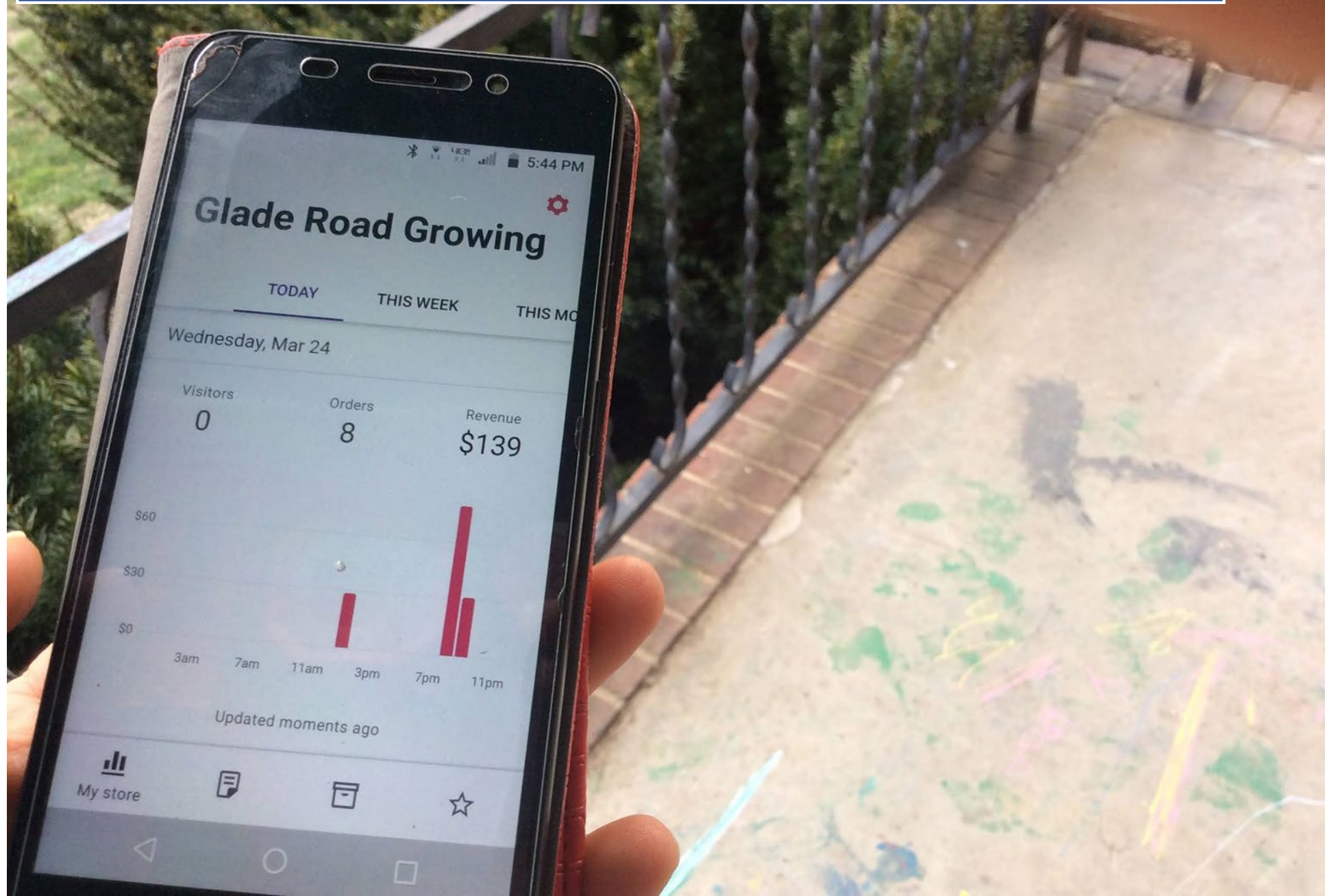
34 items

<input type="checkbox"/>		Name	Stock	Price	Categories	Tags	★	Date
<input type="checkbox"/>		Greens, Spinach (Baby)	In stock (16)	\$4.00	Vegetables	—	☆	Published 2021/03/17 at 4:56 pm
<input type="checkbox"/>		Carrot Soups	In stock	\$12.75	Prepared foods, Vegetables	—	☆	Published 2021/02/09 at 8:29 pm
<input type="checkbox"/>		Carrot, Bulk	In stock (74)	\$10.75	Vegetables	—	☆	Published 2020/10/30 at 6:34 pm
<input type="checkbox"/>		Asian Greens, Tokyo Bekana	In stock (2)	\$3.85	Vegetables	—	☆	Published 2020/10/26 at 6:03 pm
<input type="checkbox"/>		Herbs, Rosemary	In stock (10)	\$2.95	Vegetables	—	☆	Published 2020/10/25 at 9:00 pm
<input type="checkbox"/>		Potato, Kennebec	In stock (2)	\$5.00	Vegetables	—	☆	Published 2020/10/07 at 6:36 pm
<input type="checkbox"/>		Lettuce, Baby Head Lettuce Variety Bag	In stock (3)	\$4.15	Vegetables	—	☆	Published 2020/05/25 at 5:45 pm
<input type="checkbox"/>		Radish, Purple Daikon	In stock (413)	\$3.35	Vegetables	—	☆	Published

Online Farm Market



Online Farm Market



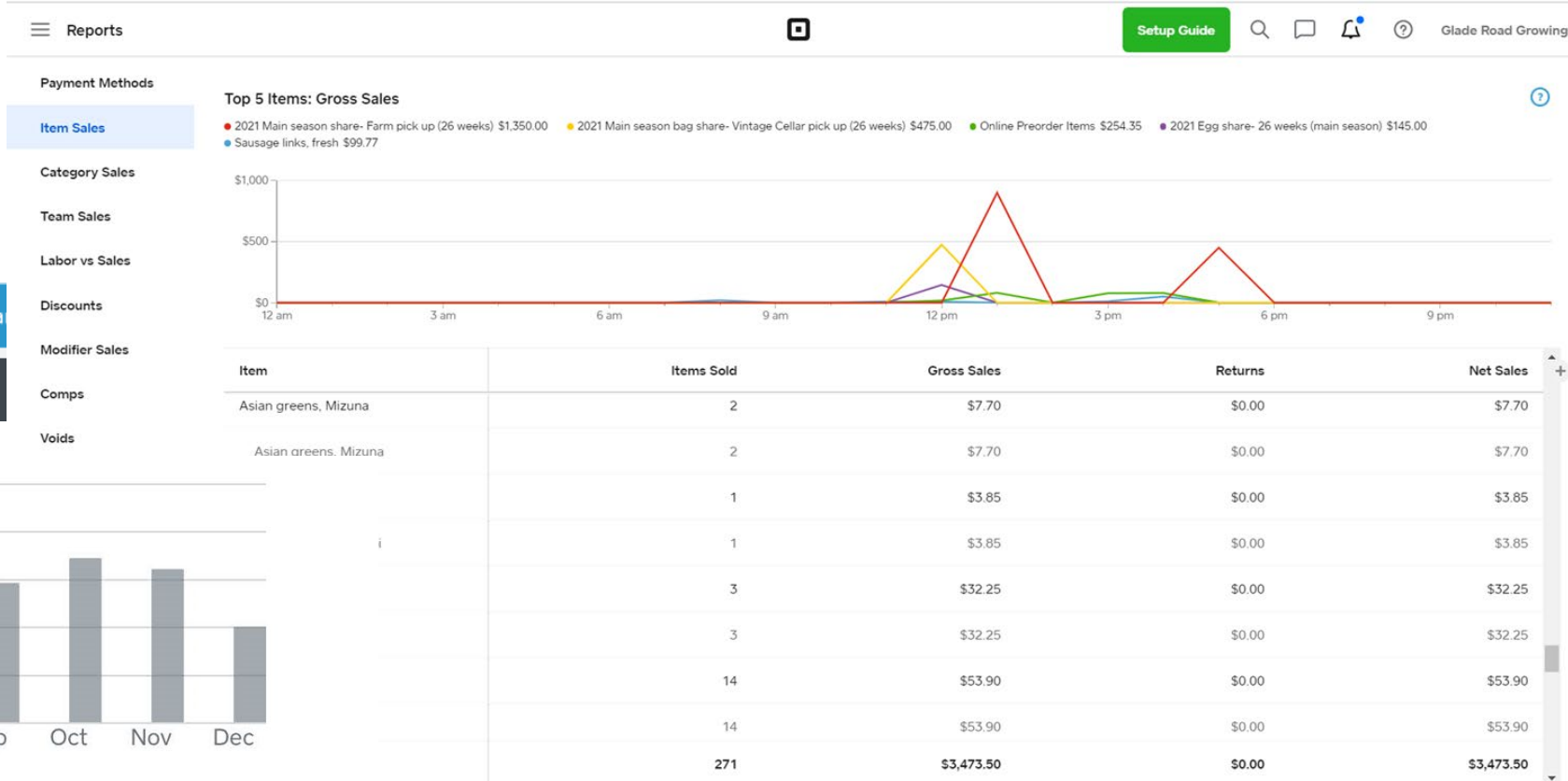
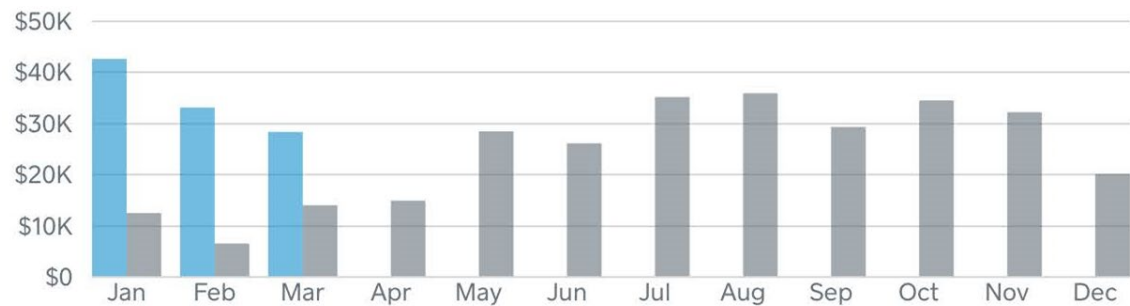
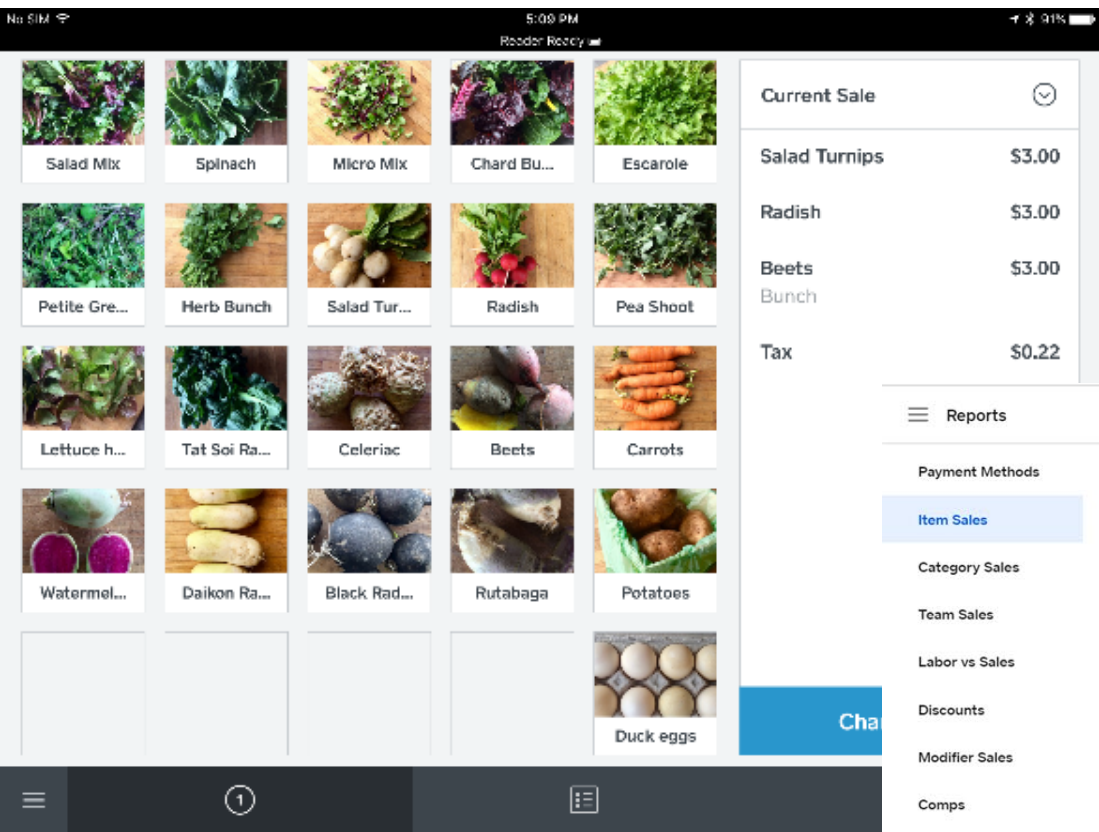
Online Farm Market



Online Farm Market



Track sales



Online Farm Market



Weekly veggie sales ☆ ☁

File Edit View Insert Format Data Tools Add-ons Help Last edit was 2 days ago



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S

Working...

100% \$ % .0 .00 123 Default (Ari... 10 B I S A

A1 3/13/21-3/21/21

	A	B	C	D	E	F	G	H	I	J	K	L	M	N
1	3/13/21-3/21/21													
2	Row Labels	Sum of item_	Row Labels	Sum of item_quantity										
3	Asian greens, Bok Choy	29	Greens, Spinach (bagged)	48										
4	Asian greens, Mizuna	7	Lettuce, Lettuce mix - 0.33 pound	47										
5	Asian greens, Tat Soi	3	Carrots	45										
6	Asian Greens, Tokyo Bekana	5	Greens, Tender Spring Mix	38										
7	Carrot, Bulk	10	Kale, Red Russian	32										
8	Carrots	45	Asian greens, Bok Choy	29										
9	Greens, Arugula	11	Greens, Microgreens Mix	28										
10	Greens, Collards	3	Herbs, Cilantro	21										
11	Greens, Microgreens Mix	28	Turnips, Hakurei	15										
12	Greens, Pea Shoots	7	Greens, Spinach (Baby)	14										
13	Greens, Spinach (Baby)	14	Herbs, Dill	12										
14	Greens, Spinach (bagged)	48	Greens, Arugula	11										
15	Greens, Tender Spring Mix	38	Carrot, Bulk	10										
16	Happy Hollow Honey	3	Herbs, Rosemary	10										
17	Herbs, Cilantro	21	Lettuce, Baby Head Lettuce Varie	10										
18	Herbs, Dill	12	Radish, Watermelon	10										
19	Herbs, Rosemary	10	Onion, Green (Scallions)	8										
20	Kale, Red Russian	32	Asian greens, Mizuna	7										
21	Lettuce, Baby Head Lettuce Variety	10	Greens, Pea Shoots	7										
22	Lettuce, Lettuce mix - 0.33 pound t	47	Radish, French Breakfast	6										
23	Lettuce, Lettuce mix - 1 pound bag	3	Asian Greens, Tokyo Bekana	5										
24	Onion, Green (Scallions)	8	Radish, Loose Red Salad	4										
25	Radish, French Breakfast	6	Asian greens, Tat Soi	3										
26	Radish, Loose Red Salad	4	Greens, Collards	3										
27														

+ Sheet1

Farm Share

Farm Share

2021 Farm Shares

2021 Farm Share options

Default sorting ▼

Showing all 7 results



Give towards a Farm Share

Choose price



2021 Farm debit card

\$420.00 – \$810.00

Select options



2021 Main season share- Farm pick up (26 weeks)

\$450.00 – \$675.00

Select options



2021 Main season share- SNAP eligible, Farm pick up (26 weeks)

\$0.00

Select options



2021 Main season bag share- Vintage Cellar pick up (26 weeks)

\$475.00 – \$695.00

Select options



Main season share for MOOG employees



2021 Egg share- 26 weeks (main season)

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First Name:

Your first name

Last Name:

Your last name

Email address:

Your email address

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Glade Road Growing

Andrew and Elias planting onions that

Links

6:42 PM
3/24/2021

Farm Share/CSA



Farm Share/CSA



Farm Share/CSA

63%



Search



Gift C



Rede



Disco



All It

20

2021

Beef

Beef

Ch

Chick

Chick

Chick

Fr

Fresh



Swipe Card to Load or Check Balance

Sell Physical Gift Card



Sell eGift Card



Check Balance



Charge

Farm Share/CSA

Vegetables

Our own certified naturally grown produce raised by us right here in Blacksburg, Va. We only sell produce that we grow ourselves. Flavorful and nutrient-dense.

Click on the individual products to see typical weights per pack and description.

Default sorting ▼

Showing all 30 results



Asian greens, Bok Choy

\$3.85

Add to cart



Asian greens, Mizuna

\$3.85

Add to cart



Asian Greens, Tokyo Bekana

\$3.85

Add to cart



Carrot Soups

\$12.75

Select options



Carrot, Bulk

\$10.75

Add to cart



Carrots



Greens Arugula



Greens Collards



Greens



Greens Pea Shoots

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First Name:

Your first name

Last Name:

Your last name

Email address:

Your email address

Sign up

Read our most recent newsletters

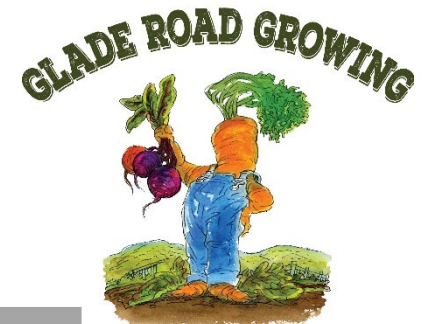
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BLACKSBURG, VIRGINIA

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Summary

Vegetable Production

Crop health- focus on improving soil microbiology for a healthier, tastier, more productive crop

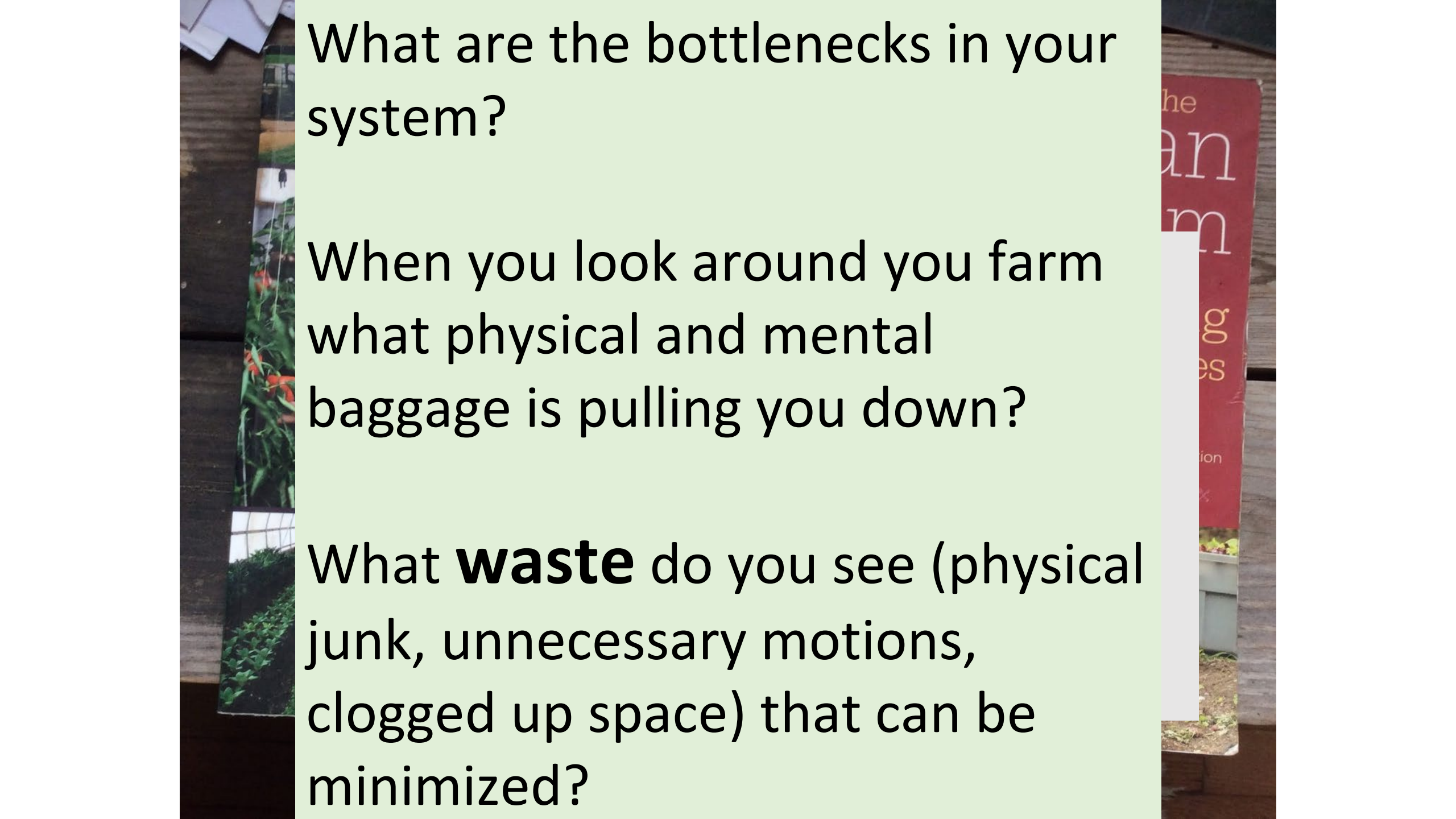
Hoophouses- automation, insect screening

Mechanized intensive production- choose tools to minimize hand labor

Harvest/wash/pack labor- reduce heavy lifting, make cleanable; have smooth, pleasant flow from garden to cooler

Sales

“Give them what they want, when they want it, and how much they want”

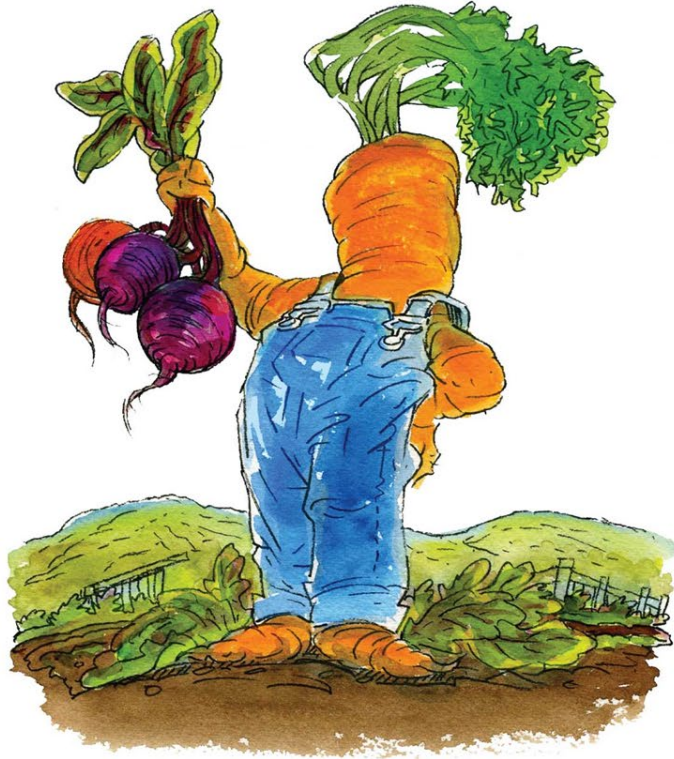


What are the bottlenecks in your system?

When you look around you farm what physical and mental baggage is pulling you down?

What **waste** do you see (physical junk, unnecessary motions, clogged up space) that can be minimized?

GLADE ROAD GROWING



BLACKSBURG, VIRGINIA

Jason Pall & Sally Walker

www.gladeroadgrowing.com
farm@gladeroadgrowing.com

Ph. 540-808-0672