

Berry Hill Farm RFP Q&A

Westport Land Conservation Trust, Inc.

Blueberry Questions

1. Can we have access to the typical P&L for the blueberry operation? (even an estimated version)
 - Owner did not maintain a P&L and approximates the sales to be on average \$40,000 / year; yield history for the blueberries was not recorded as owner was not prioritizing maximum yield.
2. Retail price per container (quart or pint?) direct to consumer and wholesale.
 - \$7-8/pint direct to consumer; 50% margin to local stores (selling @ \$3.50-4)
3. Are there records or accounting of labor / time associated with the blueberry operations?
 - No formal records
4. History of maintenance schedule?
 - No formal record of maintenance was maintained
5. Any pest or fertility issues?
 - No significant pest or fertility issues. Owner did very little netting of crops and believed in allowing the birds to “take their share”; occasionally some deer pressure
6. Age & variety of blueberry shrubs?
 - Shrubs range in age with some up to 50 years old, no formal record of variety was maintained; there are early, midseason and late season varieties- predominantly midseason
7. Are the shrubs irrigated and how / how often?
 - Shrubs were not irrigated, soil was healthy and natural precipitation has provided enough of a source of moisture; property does contain a farm pond with a healthy depth of water to be used for crops on site.
8. Are they fertilized and how? Fertilizer source?
 - Every other year, application of acidifier
9. Mulched or mowed

- Mulch was used each season where necessary and mowing in between the rows regularly; owner attempted to use as little string trimming around shrubs as possible.

10. Herbicides or Pesticides use on the farm? Pest deterrents?

- Owner did not identify any use of herbicides or pesticides

11. Machinery, equipment, and tools used for blueberries?

- a. A tractor was used on site for a variety of purposes, and hand tools for blueberry pruning; owner did not possess any specialty tools for blueberry cultivation or harvesting; all equipment has been retained by the owner.

Land Questions

12. Recent soil tests? Water depth test?

- No soil tests or water depth tests have been performed on the property; winning bidder will be able to obtain soil tests as a non-binding part of diligence during Purchase and Sale period.

13. Water source – Does the farm have a well? How deep is the pond - how is it fed? Any known springs on site?

- There is no agricultural well currently on site; a farm pond is fed through ground water and has an approximate depth of 12'.

14. What's the annual crop rotation history? Tillage history?

- Fields have been leased for hay production each year and have not been tilled in recent history.

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15. Does it flood? How often?

- Property experiences very little ponding or flooding due to the natural slope of the field to the wetland in the rear of the property; one minor area of ponding can be found in torrential rain behind the farm stand

16. Has timber ever been harvested?

- Timber has only been harvested for personal use by the owner

General Questions

17. Estimate of how much the annual property taxes will be with the CR?

- WLCT can provide an approximation of property taxes, bidders must consult Town of Westport Assessor's office for tax information.

18. Does the "Special Use Area" set aside for residential use have to solely be used for residential use or can it be used for production?

- If the future owner wishes to use the "special use area" for purposes that align with the conservation values of the property and rights outlined in the Conservation Restriction- they may. However, there will be no substitution of an alternative area for building a residence on the property.