

FULCHINO VINEYARD

187 Pine Hill Rd
Hollis NH 03049

Stefanowicz Farm Lease

Proposal prepared by Fulchino Vineyard Inc, Al Fulchino, 187 Pine Hill Rd, Hollis with a residence at 178 Pine Hill Rd. 603.438.5984, info@fulchinovineyard.net

I, Al Fulchino am a 32 year resident of Hollis and a lifelong admirer of the Town since about the age of eight. I have always valued the agricultural component of this town and I've always wanted to be part of it and if possible advance it's reputation in anyway that I can. I have a Horticulture education at Essex Agriculture and technical. Also I inherited a history in winemaking and agriculture via my family that goes back approaching 200 years. Growing things and sharing the bounty with others is my passion and currently for the last 14 years we have demonstrated our ability to grow grapes and agricultural products in the town of Hollis and have subsequently earned a good reputation. We've also earned a reputation as a team player and will be excited to advance the agricultural tradition by maintaining and developing this beautiful Hollis property in such a way that would endear it to all residents. We currently have enough equipment ready to go so as to not skip a beat and any other needs we have will be easily accessible. We also have the manpower to proceed and steadily beautify and make this property productive.

This beautiful piece of property is a real jewel. My heart fell for this land many years ago and I hope I can convey my appreciation of it in this proposal. Back when this land was up for purchase I created and shared with the town a video to extol its virtues for the purpose of creating interest in purchasing the land. It was viewed and shared over 6000 times. It helped voters learn of its value as it was the lesser of the three in terms of familiarity for townspeople. It sits on approximately 10% of the Flint Pond aquifer and offers great conservation, agriculture and trail opportunities. That video, I believe, helped garner enough votes to put this purchase over the top.

For over 14 years now we have gone from basically zero to where we are today and given ample visible evidence to the community of who we are, what we are capable of and exist as a value added entity to both the local farming community and townspeople.

As and abutter of this land for almost 30 years I have come to revere it and develop over time a sustainable concept that if it were to become available in along term lease. I will first hit upon the major points touched upon in the Town survey, and I want to share with you my plan as it goes hand in hand. And because I think you will share it too. Not only is this a beautiful piece of property above ground but also below ground. The towns people have made it clear that they want to preserve our great water supplies, conserve land, agriculture, trails and more and I believe that my plan suits this the best. I have

for the past 14 years used ZERO insecticides and that is my plan going forward. I have very specific plant varieties that I deal with and have thus far been very successful at avoiding insecticides. I'm very friendly to the land in that REGARD BUT ALSO very importantly with my presence and I can do both no till agriculture and till agriculture. On the no till, I do not need the herbicides as you see all over. In our plan and practice we will adhere to appropriate best practices that both the town and regional planning board have outlined and expect. In addition we wish to beautify the rock walls on the property and along the two main streets by maintaining any vegetation along the road. The main crop that I will be planting is wine grapes on all the current farmland that is not restricted and ultimately restoring all of the previously farmed lands successively back to agriculture. In the lower lands where there is some restriction to only annual crops only we are fully prepared to handle this. Currently we cannot tell you right now what that crop would be because it's proprietary but it will be a very sought after commonly known annual crop. On lands with erosion issues we will be planting a low growing fescue in the rows between the vines maintaining only a weed free zone of 1 to 2 feet under the vines. Our vision for the land is to button it up in a manner of speaking to protect it long term. In the course of this endeavor we will be adding great beauty to it and invest over the years of between 1.7-\$2 million in labor and materials possibly much more. The current pole barn will remain in use for any hay that we pull off the fields we will monitor the structure and as needed replace it on our own. Hay will indeed be part of our plan to maintain wildlife habitat, corridors, and help with erosion.

The current irrigation water supply will be accessed, utilized and maintained in accordance to best practices, in consultation with the regional governing bodies and the town.

Zones 1, 2 and three each have unique traits. And as such, certain plants, and varieties have been and will be planted specifically to suit each field. Throughout the lease we will be working towards removing vegetation amongst all the rock walls so that they do not get uprooted or overrun by brush and trees. Also we will be working to control the invasive plants around both the walls and also the borders of the current fields.

I am seeking a 25 year lease for the entire parcel that is available to make sure that it is an economically viable project and so that we can make this property into a beautiful expression of Hollis Agriculture in harmony with conservation and the key points mentioned in the Town Survey and to do so in a way that is beyond just an agricultural endeavor and instead a vision and for all of Hollis.

I'm offering a annual payment to the Town to utilize the property in years 1, 2 and 3 of \$4000/year and subsequent years at \$5000 per year.

There is no livestock or animal husbandry involved in this proposal.

In this proposal is a bullet point addressing of the Request for Proposal's main points. I greatly appreciate your time in reviewing and look forward to any questions/interviewing that you may seek. I will answer as many specifics as I can without revealing actual varieties.

Please also see attached recommendation or George Hamilton of UNH.

Sincerely

A handwritten signature in black ink, appearing to be 'Al Fulchino', with a stylized, cursive script.

Al Fulchino

Fulchino Vineyard



University of New Hampshire
Cooperative Extension

June 30, 2020

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To Whom It May Concern

County Offices

Belknap County
527-5475

Carroll County
447-3834

Cheshire County
352-4550

Cooks County
788-4961

Grafton County
787-6944

Hillsborough County
641-6060

Merrimack County
796-2151

Rockingham County
679-5616

Strafford County
749-4445

Sullivan County
863-9200

Education Center
877.398.4769 (Toll Free in NH)

UNH Cooperative Extension State
Office
862.1520

Upon the request of Al Fulchino, owner of Fulchino Vineyard in Hollis, NH, I am writing this letter as the Extension Field Specialist who has worked with Mr. Fulchino for the past 15 years. Most recently, Mr. Fulchino asked for a recommendation on purchasing an air-blast sprayer, and has requested assistance in performing the calibration set-up for the sprayer. I have made at least one to ten farm visit(s) per year, making pesticide recommendations, pest identifications, recommended best management production practices for his vineyard, and have had in-depth discussions on future vineyard expansion.

Mr. Fulchino has had several conversations with me dealing with the development of the Hollis town farm adjacent to his vineyard. If wine grapes would be planted on the southward facing slope on this farm, I recommend a permanent grass sod between the grapes rows. Spacing of the rows would need to be greater than rows on level land because of the slope. Weed-free strips that are one foot to two feet wide should be maintained under the grape vines. No legumes as ground cover are recommended due to the fact that insect pests that are attracted to the legume plant, can be detrimental to grapes.

The plan that Mr. Fulchino has shared with me is sound, and is scheduled over a period of several years. This plan requires a long term lease because raising a perennial fruit crop will take three to four years to establish, requires the investment and installation of a supporting trellis system, along with the accompanying projects and costs of establishing a vineyard. This venture is a long term project that will allow Mr. Fulchino to develop markets for the grape crop that he will be producing in future years.

If Mr. Fulchino is successful in securing the long term rental agreement on this Hollis town farm property, specialists at UNH Cooperative Extension will be available to consult and provide recommendations for the development of this farm land. I support Mr. Fulchino in his development concept, and plans for a grape vineyard.

Respectfully submitted,

George W. Hamilton
Extension Field Specialist
Fruit and Vegetable