



Morris Hill Farm Tracys Landing, Maryland

Owners: Dave & Vicki Haberkorn

Years in Business: 8+

Employees: 5

INITIAL CHALLENGES

Because they already had access to land, the greatest early challenge for Dave and Vicki was simply reaching consumers with their products and building a consistent customer base. However, knowing how to sustainably grow the business to keep up with growing demand soon emerged as well.

HOW AAEDC HELPED

While submitting their products to be included in the Arundel Grown Ag Guide and on the menu at our Arundel Grown dinner each year have helped Dave and Vicki market Morris Hill, they've also seized every opportunity to grow the business. In just the past two years, they successfully applied for a matching grant from our ABIG Program to help purchase a delivery van, participated in our Inclusive Ventures Program, and became the first-ever farm to receive a VOLT Fund loan, which they used to significantly expand their operations.

"We're truly grateful to live in a county that does so much to support and promote local agriculture and farm businesses.

From the ABIG grant helping us buy a van that allowed us to expand our delivery operations and market participation, to IVP giving me the knowledge and tools and confidence to keep growing our business, AAEDC has been an invaluable partner.

So when we decided it was time for a loan, working with a group that so clearly supports businesses like ours felt comfortable and right.

Vicki Haberkorn, Morris Hill Farm



ABOUT MORRIS HILL FARM

While living in Tampa, Florida, Dave and Vicki Haberkorn started farming because, as Vicki explains: "we simply loved the work - being outside, taking care of animals, and growing food."

They brought that passion to Maryland in 2018 when they moved to Vicki's family's farm and decided to create Morris Hill Farm: a place where they would raise high-quality meat and eggs in a way that gives the animals a great life, is good for the environment, and supports the local community.

Eight years later, the fast-growing farm business not only sells its products at three farmers markets but also through home delivery and its just-opened farm store.

WHAT'S NEXT?

With the support of a recent VOLT Fund loan, Vicki and Dave have expanded to more than 60 additional acres and significantly grown their operation, adding over 1,500 chickens and doubling their lambs and positioning them for continued success and long-term growth.

Vicki reports that Morris Hill recently expanded its delivery routes into Prince George's and Calvert County, and adds: "We're looking forward to watching the former grain fields that we're leasing become thriving pasture; strengthening our supply chain, workforce, and regular sales; and, hopefully, becoming the immediate answer when someone asks 'Where can I get the best meat in Anne Arundel County?' Plus, of course, staying connected to and through Arundel Ag and AAEDC!"