

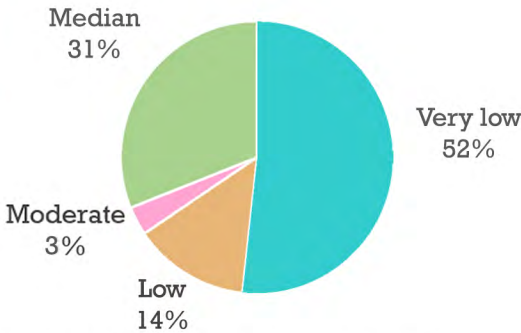
OUR
CLIENTS

We work directly with:

- **farmers** who use sustainable farming methods
- **food and agriculture businesses** who source and/or serve their products locally
- **66%** of our clients are starting new businesses.

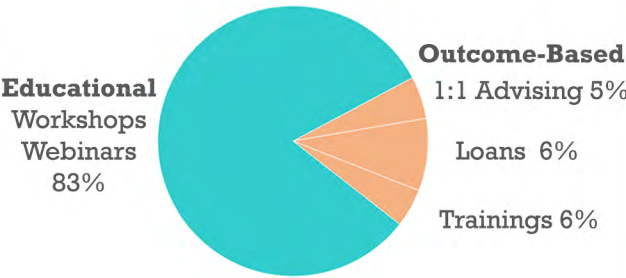
Income Level

At the beginning of service



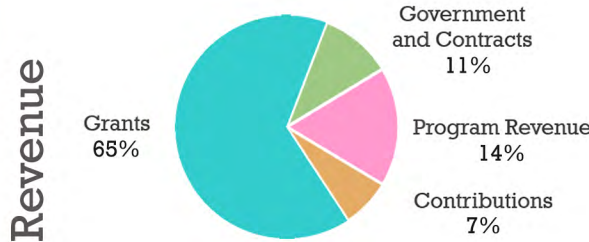
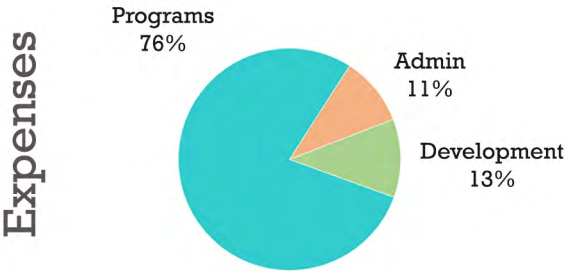
Based on HUD median household income data, representing a subset of clients for whom we have household income figures.

Services



Total Clients: 445

2018
FINANCIALS



Total Budget: \$421,300

ADVISORY BOARD

Fred Ames
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Patricia Duffy
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Wendy Holding
Jon Jaffe
John Moukad

STAFF

Dorothy Suput, Founder & Executive Director
Jeff Cole, Client Services Specialist
Genevieve Goldleaf, Development and Communications Coordinator
Johanna de Graffenreid, Blueprint Coordinator
Julia Shanks, Senior Business Advisor

NOTE FROM THE
DIRECTOR

The Carrot Project strives to provide **farmers and agricultural businesses** with the resources and skills they need to **adapt to and meet new challenges**.

For our clients, **operating a successful business means profitability**.

This allows them to make **meaningful economic contributions** to their families, **support their local food systems**, and use sustainable production practices to **enhance the soil and water they steward**.

Understanding the financial side of their businesses allows them to make **strategic decisions about their operations**.

We are grateful to be in a position to help the **hardworking, visionary entrepreneurs** who come to us for support.

Dorothy Suput
Founder & Executive Director

CONNECT WITH US

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- ❤ **Support our work:** thecarrotproject.salsalabs.org/makeadonation

THE
carrot
PROJECT



2018
Impact
Report

MEET TYLER SAGE

In 2014, **Tyler Sage started Sage Farm on 90 acres in Montague, MA**, pasturing heritage pigs with intensive rotational methods.

Tyler supplements his pig production with a **horse-powered logging business**, providing him with a **steady year-round business**.

ABOUT THE CARROT PROJECT

\$10,500

average increase in net income

39

jobs supported

560

acres in production

\$268,500

loaned to current borrowers

90%

learned at least one new financial management skill

Impacts for clients completing outcome-based services in 2018

We offer programs for:

- **entrepreneurs** to develop skills and access to capital
- **trainers** to access professional development
- **the sector** to catalyze change

ACCESS TO BUSINESS ADVISING AND CAPITAL



Tyler began working with The Carrot Project in 2015.

He learned to **use financial projections** and developed a successful loan application **to start scaling his business**.

Local agriculture is a powerful, multifaceted vehicle for **seeding positive change**.

It launches **entrepreneurial development and green jobs with independent businesses**; strengthens our **regional and local economies**, fosters a **sustainable environment** for our health and welfare as individuals and communities --- and of course, **feeds us!**

Tyler recently purchased **115 acres in Montague**. Scaling his business on his new land will **allow him to realize a long-held goal**: increasing production significantly, up to selling 300 pigs yearly. **He's figuring out the puzzle** of meeting restaurant demand for fresh meat and specialty cuts.



Working with livestock is always an exciting challenge. Trying to build a sustainable business makes it even more challenging and exciting. Tyler Sage, Sage Farm Montague, MA

OUR VISION

is to **significantly increase** the number of **successful farm and agriculture businesses**, resulting in a meaningful increase in **local production of food** in New England and the Hudson Valley.

We want the farms and businesses that we work with today to be here in **5, 10, and 50 years from now**. Their success is the cornerstone of a strong local farm and food economy.

THE **carrot**
PROJECT