



**Your numbers are one of the most important crops** to attend to. A tremendous number of things are out of a farmer's control, but **finances don't have to be one of those things.** **Laura Meister**  
Farm Girl Farm, Sheffield, MA

## New Programs

We are **Building a Better Business Assistance Network for Farms and Food Businesses** as part of a multistate leadership team for **The Blueprint.**

In the first year of our urban agriculture financial management training, 80% of participants have said that it is **"critical to their success."**

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

It launches **entrepreneurial development and green jobs** strengthens **regional and local economies** and fosters a **sustainable environment** for our health and welfare as individuals and communities.

In New England, **we produce less than 5% of our food supply.** There is **enormous** potential to expand our local food economy.

We see this potential in the **number of people who want to farm or produce local food**, and in consumers **clamoring for locally grown food.**

To increase local food production significantly, **we need to help launch and support many new farms and agriculture businesses.**

# 2016 Impact Report



THE **carrot**  
PROJECT

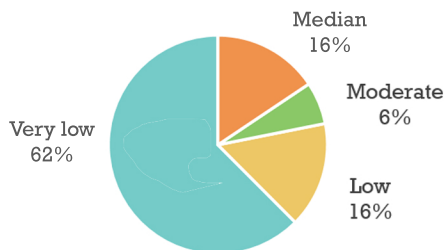
# Clients

We work directly with:

- **farmers** who use sustainable farming methods, 67% of whom are startups
- **food entrepreneurs** who source and/or serve their products locally

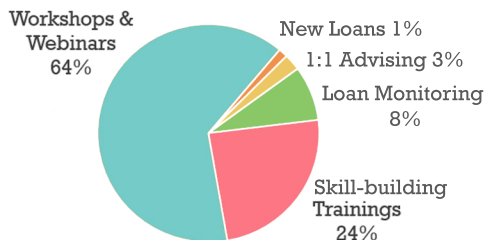
## Income Level

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 Accessed



**Total Clients: 365**

# 2016 Outcomes

# 35

We worked with 35 clients providing one-on-one business advising and financing, leading to:

# \$36,500

average increase in net income

# 3350

acres in production

# \$22,000

average loan size

# \$662,500

in current loans

**We collaborate** with farm service organizations, lending institutions, and others who share our mission of **increasing the number of profitable, viable, and stable farm and food businesses.**

**We offer programs for:**

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

THE **carrot** PROJECT

# Our Vision

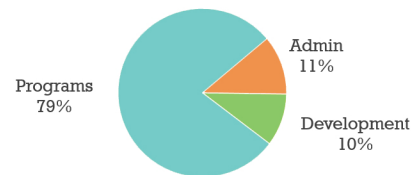
Significantly increase the number of **successful small farm and ag businesses**, resulting in a **meaningful increase in local production of food** in New England and the Hudson Valley.

We help to launch small farm and ag businesses and **support their growth towards profitability**, a crucial factor to business viability.

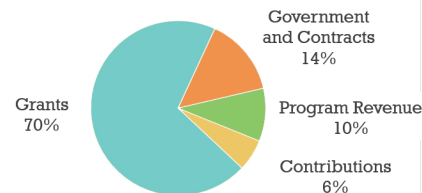
We want the farms and businesses that we work with today to be here in **5, 10, and 50 years from now.** Their success is the cornerstone of a strong local food economy.

# Financials

## Expenses



## Revenue



**Total Budget: \$280,000**