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.

"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."
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

- Median 16%
- Moderate 6%
- Low 16%
- Very low 62%

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

### Services Accessed

- Workshops & Webinars 64%
- New Loans 1%
- 1:1 Advising 3%
- Loan Monitoring 8%
- Skill-building Trainings 24%

Total Clients: 365

2016 Outcomes

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

- **35 clients**
- **$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

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**

- Programs 79%
- Development 10%
- Administration 11%

**Revenue**

- Government and Grants 70%
- Program Revenue 14%
- Contributions 6%

**Total Budget: $280,000**