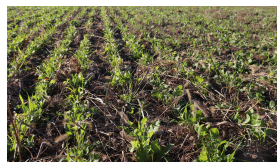


THE carrot PROJECT



CLIENT UPDATE

JARED'S FARM

FARM DETAILS

Jared's Farm Dartmouth, MA

Jean Arthur Jeanty and
Sarah Jean Paul

1:1 business advising client
and loan recipient in 2023-2024.

FARM SNAPSHOT

Jean Arthur Jeanty and Sarah Jean Paul, a husband-and-wife team, own and operate Jared's Farm in Dartmouth, MA. They launched the farm in 2022, drawing on Jean Arthur's farming career in Haiti to grow Caribbean, African, and Middle Eastern vegetables. They describe the farm as regenerative, emphasizing the use of organic practices that improve the environment.

INNOVATION

Jared's Farm fills an unmet demand for fresh ethnic foods that improve community nutrition and emotional welfare. Jean Arthur's relationship-driven approach to selling through community networks, small distributors, and ethnic restaurants and markets secures revenue through a diverse and reliable mix of market channels while supporting other local businesses.

FARM HISTORY

Jean Arthur Jeanty and Sarah Jean Paul are a husband-and-wife team. Jean Arthur provides the day-to-day farm labor, while Sarah contributes to other aspects of the family enterprise. They launched Jared's Farm — named for their son — and began farming in the United States in 2022. They expanded production in 2023 after a successful first season demonstrated the wholesale market demand for their fresh Middle Eastern, African, and Caribbean crops.

That same year, Jean Arthur reached out to The Carrot Project after his request for a one-year operating loan from USDA's Farm Service Agency came to a standstill. Discouraged, he

planned to abandon the FSA option and begin the loan application process anew with The Carrot Project.

After learning more about his experience and goals, Carrot Client Services staff worked with Jean Arthur to craft a multi-faceted plan for obtaining the full capital package he needed to secure and grow his farm.

OVERVIEW OF OUTCOMES

Relying on their deep knowledge of FSA procedure, The Carrot Project staff were able to help resolve the unnecessary delay with the stalled loan application and ensure Jean

Arthur received the needed short-term capital.

The Carrot Project then worked with him to map out a plan to address additional business goals and challenges that surfaced during his client intake process, including establishing steps to access more appropriate land tenure. We worked with Jean Arthur to suggest clarifications to their business plan, craft financial projections, and package a loan application.

Jean Arthur's longer-term loan was approved, meeting his strategic need for equipment that will manage weeds organically, improving crop yields. Additionally, The Carrot Project provided a loan guarantee

and continues to check in and provide follow-up support.

With a strong plan and financing in place, the next priority was transitioning Jared's Farm to land that better supported its long-term viability. The Carrot Project staff made site visits and conducted agricultural suitability analyses on multiple parcels Jean Arthur was considering.

We then supported the farm through an RFP process to lease land offering more affordable rent and higher production capacity through additional acreage and improved soil quality. Jean Arthur's application was accepted, and in 2024, he relocated his business from three acres in Newburyport to ten productive acres in Dartmouth.

This move was significant for both Jared Farm's continued growth and financial success, as well as its climate resilience. Secure tenure on this site with its well-drained soils and irrigation infrastructure increases Jean Arthur's capacity to endure disruptive weather events such as New England's record-breaking rain and flooding in 2023.

ON THE HORIZON

Jean Arthur is building on his achievements in 2024 by expanding into year-round production. An experienced and energetic grower and entrepreneur, he is now farming an additional season in Florida to bring more product to the Northeast for sales during the winter months.

Jean Arthur's path to business success at Jared's Farm is shaped by the depth of his agricultural knowledge and by the cultural, nutritional, and financial value of the crops he is uniquely positioned to bring to the immigrant and culinary communities of New England.

Fueled by his expertise, his relationships, his values as a grower and business owner, and by the success of his first season in the States, he hopes to achieve profitability at Jared's Farm in 2024. This will be a significant milestone towards his long-term goals on the farm — to provide sustainability and financial stability for his family, his farm, and his community.

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Growing and selling my crops improves the nutrition and welfare of my community and supports cultural exchanges.

