

# Kitchen Table Advisors 2017 Impact Report

In 2017, Kitchen Table Advisors continued our mission to fuel the next generation of sustainable farms and ranches by providing one-on-one business advising to 39 clients. Together, we offered tools, knowledge and hands-on support focused primarily in three areas: land security, connections to new markets and increasing financial stability.



**29** ACTIVE CLIENTS

**10** ALUMNI

**80%**

WOMEN,  
IMMIGRANTS,  
AND/OR PEOPLE OF COLOR

**1804**

HOURS of PERSONALIZED,  
IN-DEPTH BUSINESS ADVISING

## CLIENT HIGHLIGHTS



### Magaña Farm

Bertha Magaña and her husband Heriberto received a loan to support with operating costs related to their recent land purchase. Exceptional rains during 2017 severely impacted their strawberry production and budgeted revenue. The loan was restructured and, along with an additional loan, gave Bertha and Heriberto some breathing room to recover production towards the end of the year and purchase supplies to planting next year's harvest.



### La Granjita Organics

Victor Cortés loves to introduce consumers to lesser known products, but was having a difficult time finding a sales outlet for one of his most unique crops, Mexican sour gherkins. La Granjita and Kitchen Table Advisors connected with Earl's Organic, who was not only interested in purchasing La Granjita's gherkins, but so excited about the uniqueness of the product they decided to purchase directly from Victor.



### JSM Organics

Javier Zamora purchased the 195 acre Triple M Farm in Aromas, CA. JSM Organics is currently farming on 50 leased acres. Triple M Farm creates an asset for Javier's business, a home for his family and plots of land that he leases to aspiring farmers. Javier will transition all production to the new property in 2018, and plans to increase annual revenue by 30%.



### Markegard Family Grass-Fed

This spring, Doniga and Erik Markegard closed on an 11-acre property in La Honda, CA. They currently lease an additional 8,000 acres, and while this additional plot may not increase their working acreage much in comparison, it will allow them to increase their production by 50 pigs at a time and will provide them with an asset they can leverage to access additional capital in the future.



### Fifth Crow Farm

Through an ongoing partnership between Kitchen Table Advisors and CUESA, Fifth Crow Farm owners Teresa, John and Mike secured a spot at the ever-popular Saturday Ferry Plaza Farmers' Market. The opportunity generates thousands of dollars in additional revenue each week for the farm and increases exposure within the San Francisco market.



### Root Down Farm

In 2017, Dede Boies received her first business loan. The Farm Service Agency funds provided Dede with the financial resources to purchase equipment and working capital to help manage cash flow during months of low sales and high production costs.