FOR IMMEDIATE RELEASE

New Partnership Boosts Business Training Program for Pennsylvania Farmers

August 27, 2020 - Foodshed Capital and Kitchen Table Consultants are excited to announce a collaboration to assist farmers participating in a statewide business training program. The program is called the Farm Vitality Planning Grant and is funded by the Pennsylvania Department of Agriculture (PDA). Its purpose is to enhance the long-term vitality of Pennsylvania's farms through sound business planning, efficient transitions of farm ownership, strategic farm expansion, diversification of agricultural production, and development of financial and technical expertise for farmers.

Kitchen Table Consultants, otherwise known as KTC, is one of several organizations statewide providing training to farmers through the grant program. PDA provided up to $1,000,000 for the program for the 2019-2020 fiscal year. Farmers approved for a grant receive up to $7,500 in reimbursement from PDA for their training. However, they must complete the training first before receiving the reimbursement. “This can create a cash-flow burden for farmers, who are often operating on thin margins,” said Lee Michaels, Director of Operations for KTC.

To solve this problem KTC reached out to Foodshed Capital, which is now offering low-interest bridge loans to the farmers, backed by funding from a Pennsylvania philanthropist. Foodshed Capital has experience working with small and mid-size farmers, providing flexible, low-cost patient capital. “We love everything about this partnership and the Farm Vitality grant program,” said Foodshed Capital executive director Michael Reilly. “It’s perfectly aligned with our mission to help boost profitability and financial sustainability of our local farms, not just by helping the access capital more easily, but by helping them run their farm businesses more efficiently.”

Foodshed Capital is a nonprofit founded in 2018 and based in Charlottesville, VA. As a certified Community Development Financial Institution (CDFI), its mission is to support the financial needs of small and mid-sized farms, particularly those marginalized by the conventional financial system. The organization’s website is: www.foodcap.org.

Kitchen Table Consultants, founded in 2009, is based in Bala Cynwyd, PA. They help passionate farmers and food artisans build lasting, profitable, locally focused businesses. Their services include advising and coaching, project management, bookkeeping, interim and virtual
management, and farmer roundtables. The company’s website is:  

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