2018 Community Impact Report

Impact of BAV Work

1) BAV Support in 2018
   - Local farms and food businesses served - 22
   - Farm acreage affected - Over 1525
   - Technical assistance provided - $36,250
   - Flexible loans/equity investments - $100,000
   - Matching grants - $96,425

2) BAV Support Since Inception
   - Total projects - 59
   - Total businesses served - 43
   - Total acres affected - 3,346
   - New acres of farmland - 259
   - Jobs created - Over 22

2018 Farms and Food Businesses Served
Berkshire County, MA; Columbia and Dutchess Counties, NY; and Litchfield County, CT

Allyn Farm, Canaan, NY
Backyard Bounty, Great Barrington, MA
Berkshire Community College, Berkshires, MA
Brattle Farm, Pittsfield, MA
Coyote Creek, Sharon, CT
Dirstein Farm, Berlin, NY
Forthill Farm, Pittsfield, MA
Full Well Farm, Adams, MA
Hop2o Soda, Lebanon Springs, NY
Jacuterie, Ancramdale, NY
Justamere Farm, Worthington, MA
Leahey Farm, Lee, MA
Many Forks Farm, Clarksburg, MA
MX Morningstar Farm, Claverack, NY
North Plain Farm, Great Barrington, MA
Random Harvest Market, Craryville, NY
Red Shirt Farm, Lanesboro, MA
Roots Rising, Pittsfield, MA
Skyview Farm, Sheffield, MA
Square Roots Farm, Lanesborough, MA
Turner Hill Malting Co., South Egremont, MA
Woven Stars Farm, Ghent, NY

May 2019
Message from the President and Executive Director

Dear Friends,

Thank you for making 2018 a remarkable year for Berkshire Agricultural Ventures! This past year marked our first full year of independent operation. Our dedicated staff has done an incredible job at expanding our outreach while strengthening our programs and services.

We increased our direct investment in local businesses by almost 150% over 2017 and doubled our total number of new projects. We were honored this past fall with the 2018 1Berkshire Trendsetter Award for Growing/Advancing the Economy. We supported two land preservation projects that resulted in new partnerships and the protection of over 170 acres of farm/agricultural land in South Berkshire County.

And 2019 is off to an equally exciting start. BAV is working with 1Berkshire to lead the implementation of the Berkshire Blueprint 2.0 Food and Agriculture cluster with other stakeholders. We co-sponsored, with Berkshire Grown, the launch of a new Farmer Peer Mentor Network, facilitated by David Curtis. We have partnered with Laura Meister (Farm Girl Farms) and CBSolutions to provide a pilot program for one-on-one Quickbooks training and support for an initial group of 6 farms and food businesses. And we have supported more than 10 new projects in the first quarter alone, with more in the pipeline.

With the increase in demand for our services, BAV has identified the following priority areas for 2019: affordable land access, season extension strategies, processing infrastructure, regenerative agriculture, and technical assistance and business support to identify opportunities to getting local agricultural products to consumers and strengthen healthy food access.

We could not have grown in the way we have without your support, and for that we are deeply grateful. We hope that you will continue to join us in creating our shared food future!

Sincerely,

Tom Gardner,
Board President

Cynthia Pansing,
Executive Director

$96k

$36k

$232k total, more than double 2017

$100k

6

24 total projects, almost double 2017

4

14

Grant
Loan
TA

Grant
Loan
TA
BAV 2018 Project Highlights

Community Revolving Fund Loan
Square Roots Farm, Lanesborough, MA
Square Roots Farm approached BAV for financing their poultry expansion project. The expansion effort included the addition of three mobile chicken coops, a hoop house for winter housing, a feed wagon and an upgraded egg washing machine to support the addition of 1000 more hens in 2018.

Community Grant Fund
Backyard Bounty, Great Barrington, MA
BAV provided Backyard Bounty, a local gleaning organization, a grant to support the construction of a custom walk-in refrigerated storage unit that will allow the collection, storage and delivery of an increased amount of fresh produce. The refrigerated unit is located on the grounds of CHP in Great Barrington, right next to the WIC offices.

Project Financing Partnership
North Plain Farm, Great Barrington, MA
BAV partnered with Dirt Capital Partners to support North Plain Farm’s purchase of 82 acres of farmland in Great Barrington, MA. This parcel will be preserved as affordable farmland in perpetuity, pending APR approval from the State of MA.

Technical Assistance
Random Harvest Market, Craryville, NY
BAV arranged and covered the cost of marketing assistance to support the launch of a new cooperatively owned market in Craryville. The innovative structure of Random Harvest Market’s consignment model for vendors provides a novel avenue for retail distribution of local food.

“We are growing a lot more food as a result [of BAV’s help] and were able to hire a crew of six people this year, over last year when we only had one.”
- Jim Schultz, Red Shirt Farm (MA) (Grant Recipient)

“Without the resources that BAV has provided we wouldn’t have found our way quite so easily to where we are right now.”
- Jill Sasso-Curtis, Berkshire Community College (MA) (Technical Assistance)

“We are so thankful for the loan BAV provided us this past year. It really took our operation to a whole new level. We couldn’t have done it without BAV’s help!”
- Elizabeth Galeucia, Woven Stars Farm (NY) (Loan Recipient)
What We Offer

**Community Revolving Fund**
Below market, flexible term loans
1% to 2% interest
Terms depend on needs
Equity Investments

**1:1 Free Technical Assistance**
Business and financial planning
Marketing
Land access
Enhancing viability of farms & food businesses

**Community Grant Fund**
Targeted, small one-time grants
Address urgent needs

**Project Financing Facilitation**
Regional infrastructure financing
Help package loans and equity investments

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**Board of Directors**
Nell Chrisman
Jennifer Dowley
Tom Gardner (President)
Don Perdue

**BAV Staff**
Cynthia Pansing, Executive Director
Bryan Petrucci, Technical Assistance Coordinator
Gena Johnson, Office Manager
Emil Chitman Gilkes, Research Analyst

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**Special Thanks**
Special thanks to our generous donors including the Berkshire Taconic Community Foundation, the Community Foundation of New Jersey, the Geoffrey C. Hughes Foundation, the Lennox Foundation, the Robert C. and Tina Sohn Foundation, the Thompson Family Foundation and the Whitehead Foundation, and the numerous individuals who have contributed to us over the past year.

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Berkshire Agricultural Ventures is a 501(c)(3) nonprofit organization in Great Barrington, MA. We support farmers and food entrepreneurs with financing and technical business assistance in Berkshire County and surrounding areas of New York and Connecticut. For more information please call (413) 645-3594 or email info@berkshireagventures.org