Financial and Social Impact

- More than $25 million in loans made to farmers and ranchers, with more than 200 loans outstanding as of mid-2020, including 100+ SBA Paycheck Protection Program loans to help farmers impacted by COVID-19

- More than 300 farmers served annually with one-on-one technical assistance on topics ranging from cash flow analysis to land lease agreements to farm succession strategies

Contact

335 Spreckels Drive, Suite F
Aptos, CA 95003

Name: Reggie Knox, Executive Director

Phone: 831.425.0303

Email: reggie@cafarmlink.org

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CALIFORNIA FARMLINK

The mission of California FarmLink is to invest in the prosperity of farmers and ranchers through lending, education, and access to land. FarmLink helps farmers to access fair financing, build strong business skills, and establish secure land tenure. Established in 1999, FarmLink supports beginning and limited-resource farmers with a focus on women and farmers of color. We work across the state with staff based in the Central Coast, Central Valley, and North Coast regions. Our partnerships with farm training programs, nonprofit and public agencies, funders, and impact investors help farmers access fair financing and establish land tenure. California FarmLink was certified as a community development financial institution (CDFI) in 2013, and it was one of the first CDFIs focused on sustainable and organic agriculture as well as economic and environmental resilience.

CDFI Story - Gonzalez Farms, Bay Area, CA

Over seven years, Aldo Gonzalez has expanded his farm business from five to 44 acres, focused primarily on organic strawberries. As a farmworker many years ago, he was determined to have his own farm business. He knew he could do it, he said, “because I come from a farm family.” Aldo started out by looking for land for sale and asking if he could rent it, and with annual operating loans from FarmLink, his business has grown and diversified. Aldo grew up in a farm family producing a variety of vegetables in Oaxaca, Mexico, and today his sister serves as bookkeeper and payroll manager for his farm. He jump-started his growth with wholesale markets, and has become a valued grower for large strawberry shippers. He’s evolving his business strategy to include more direct marketing and Gonzalez Farms is now at farmers’ markets in the San Francisco Bay Area. Aldo enjoys everything about what he does, he said, especially “seeing the business grow and helping people out.”