

Fair Food Business Boot Camp

Taking good food enterprises to the next level.

Fair Food Network created the Fair Food Fund to **provide financing and business assistance to good food enterprises** that connect small and mid-size farms with consumers hungry for local, sustainably grown food. We fuel good food entrepreneurship in order to help build robust regional food systems—and in the process, help exceptional, innovative businesses turn potential into profit.

The annual Fair Food Business Boot Camp provides three days of **intensive training to give emerging good food entrepreneurs the skills and resources they need to thrive.** It is hosted by Food Sol at Babson College in Wellesley, Massachusetts and led by Jay Friedlander, organic food entrepreneur and College of the Atlantic's Sustainable Business Program Chair.

Fair Food Business Boot Camp is free for selected entrepreneurs.

To apply, enterprises:

- Must **support the long-term financial viability of small and mid-size farms** in the Northeastern United States (CT, MA, ME, NH, NJ, NY, PA, RI, and VT).
- Should provide processing and marketing, local food distribution, or information technology platforms that **link farms with consumers and wholesale customers.**
- Should be **seeking financing to grow their enterprise in the next 6-12 months**, as Fair Food Fund is actively building a pipeline of investment opportunities.



The Boot Camp includes skill-building sessions with program staff, industry mentors, and fellow entrepreneurs to help participants **refine their business models, solidify their plans, and accelerate growth.**



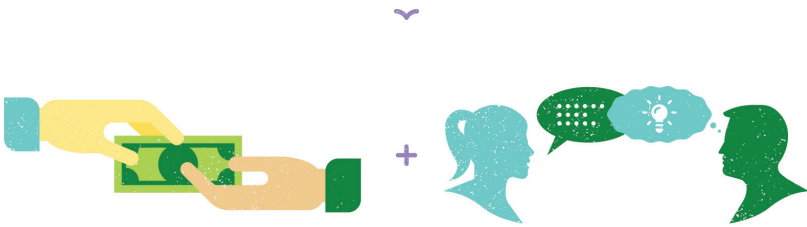
Participating entrepreneurs **learn essential skills** including marketing, telling their story, break even analysis, understanding financial statements, solving business challenges, and fundraising.



It culminates with a **pitch competition** in which entrepreneurs present their plans to a panel of investors and compete for an **award of up to \$10,000 in Fair Food Fund consulting services.**



How we are building vibrant regional food systems.



“The Business Boot Camp provided invaluable support. The intensive skill building and real-time problem-solving with industry experts helped us vet and refine our business model and successfully launch the first branded, source-identified, local, frozen food line.”

— **Haile Johnston**
Co-Founder + Director
Common Market Philadelphia



Dig deeper.
fairfoodnetwork.org/fairfoodfund

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Fair Food Fund is a program of Fair Food Network, which pioneers win/win/win solutions that support farmers, strengthen local economies, and increase access to healthy food—especially in our most underserved communities.