

Financial facilitation

What this project will do

- Define and refine the role of business advisors who provide financing facilitation enabling financing readiness, consideration of financing options, and successful borrowing.
- Pilot one-to-one support for farmers in this role as financial facilitator.

Project implementing Goal III of the MFAP: Support and enhance the viability of farms and farmland



Farmland Partnership Program Factsheet

Last revised – 6/30/2026

Lead Partner – The Carrot Project

Project – TCP 3.2

MFAP Task – 1320 and 1321

Page number – 1

Tasks being implemented from the MA Farmland Action Plan

- Action III.A.10 – Establish a financial facilitation support function, potentially requiring new staff resources.
- Task 1320 – Establish qualifications, characteristics, and responsibilities of the financial facilitator to include racial/ethnic/language diversity; ability to effectively explain financial processes to farmers/farm owners; and a deep understanding of related services provided by banks and state agencies and public- and private-sector funding.
- Task 1321 – Ensure support is provided by an expert who understands the complexities of farm/farmland-related financing and is able to answer questions, explain the process, and serve as a liaison between bankers, farmers, and other stakeholders as appropriate, at no cost. The financial facilitator will have no equity stake in the transactions.

Implementing partners and contact

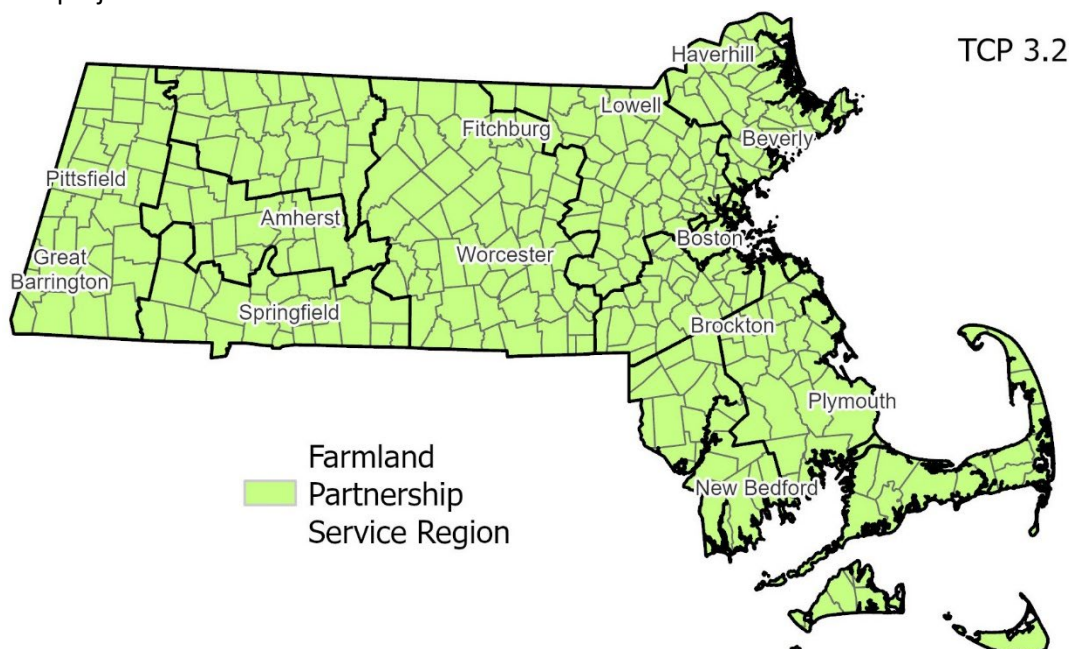
- Lead – The Carrot Project (TCP)
- Other – None
- Contact email – Jeff Cole, jcole@thecarrotproject.org

Learn more

- Visit the [MDAR hosted FPP Project webpage](#)

Geographic area

This project serves all of Massachusetts.



Farmland
Partnership
Service Region