WESTCRAFT FARM

Regenerative agriculture | Local food | Responsible land stewardship

Business plan for prospective agricultural landowners
Boulder County, Colorado | November 2026

Executive summary

Westcraft Farm, LLC is a beginning, woman-owned agricultural business developing a diversified, small-scale farm in Boulder County. The business is designed around market-garden vegetables, culinary herbs, cut flowers, seedlings, and poultry eggs, with soil-building and water-conscious growing practices at its center. The founder is an engineering and computer science educator with hands-on experience in property restoration, fabrication, agricultural infrastructure, and technical systems.

Westcraft Farm seeks a stable, preferably five-year-or-longer agricultural lease. The immediate objective is to establish a modest, productive footprint, document reliable sales, and expand only as markets, labor capacity, and water availability justify growth.

Mission and long-term vision

To make underutilized land productive and ecologically resilient through regenerative growing, practical technology, and locally sold agricultural products. Over time, Westcraft Farm aims to cultivate healthy soils, pollinator habitat, and an inviting connection between the community and its food system. Educational programming and farm experiences are longer-term possibilities, subject to landowner approval and applicable permits.

Existing foundation and capabilities

Westcraft Farm is organized as an LLC and has pursued USDA Farm Service Agency registration and NRCS conservation planning. Work to date includes restoring and cleaning agricultural space, preparing growing areas, handling organic materials and cover crops, and planning poultry housing and irrigation. These activities demonstrate initiative and stewardship; they should not be confused with established commercial sales or guaranteed future output.

Products and sales approach

Initial: seasonal vegetables, herbs, cut flowers, plant starts, and eggs where zoning, facilities, animal-care requirements, and applicable sales rules permit. **Sales channels:** direct local customers, preorders, small subscriptions, and approved on-farm pickup. **Potential later additions:** dried florals and permitted value-added goods, subject to demand and regulatory requirements.

Land requirements and partnership

Preferred property: 2-10 acres in Boulder County or nearby, with 1-3 acres suitable for phased intensive production; reliable and legally authorized agricultural water; vehicle access; and written permission for portable poultry housing, growing infrastructure, storage, and direct sales if applicable. Existing outbuildings are helpful but not essential. The parties would agree in writing on maintenance, utilities, insurance, improvements, removal rights, and termination notice before capital is invested.

Operating plan: phased implementation

Phase	Focus	Decision gate
0-6 months	Soil and water assessment; 0.25-0.5 acre pilot; basic sales tests; portable infrastructure	Proceed only with lawful water, access, and permissions
6-18 months	Expand proven crops and egg production; refine labor, pricing, and customer retention	Expand when contribution margin and workload justify it
Years 2-3	Scale toward 1-3 acres of productive growing; improve irrigation and perennial systems	Add capital only with stable tenure and demonstrated demand

Land stewardship commitments

Use cover crops, compost and mulch as indicated by soil testing; minimize erosion and bare ground; manage manure and animal waste responsibly; maintain fences and common areas; protect existing vegetation and water resources; and obtain written approval for permanent alterations. Site-specific plans will be developed with the landowner and, where applicable, NRCS. No promise of particular conservation-program funding is assumed.

Preliminary business economics - planning scenario, not historical results

The following is an illustrative first full operating-year model for a small pilot, not a claim of current revenue. Actual figures depend on the property, water, permitted enterprises, customer demand, crop yields, and labor availability.

Illustrative annual revenue	Low	Base
Vegetables and herbs	$3,000	$6,000
Cut flowers and starts	$2,000	$4,000
Eggs (if permitted)	$1,500	$3,000
Total gross sales	$6,500	$13,000
Direct production + selling costs (estimate)	$2,600	$5,200
Contribution before land, fixed costs and labor	$3,900	$7,800

At $500/month rent, annual land rent alone would be $6,000. Under the base scenario, that leaves only $1,800 before insurance, utilities, equipment, repairs, transportation, and owner labor. A low- or no-rent arrangement materially improves early viability, but does not itself establish profitability. All figures require validation through crop plans, actual sales, and site-specific costs.

Capital discipline and risk management

Prioritize used or portable equipment, basic irrigation, animal security, and small sales trials over permanent structures or large machinery. Major tractor purchases, expanded livestock, farm events, and extensive buildouts are deferred until justified by operating results. Key risks are insecure tenure, inadequate or costly water, weather, predation, labor constraints, and uncertain demand. Mitigations include a written lease, low fixed costs, phased production, secure enclosures, and multiple direct-sales channels.

What Westcraft Farm offers a landowner

Active and attentive agricultural use; routine care and documentation; practical repair and fabrication skills; a conservation-minded approach; and clear communication about responsibilities and proposed improvements. The aim is a mutually beneficial lease that respects the owner's property rights while giving the farm enough stability to invest

responsibly.

Next steps

Confirm parcel suitability, irrigation authorization and costs, permitted uses, lease duration, insurance requirements, and responsibility for existing structures. Then prepare a parcel-specific crop plan, operating budget, and written lease before committing to substantial improvements.

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