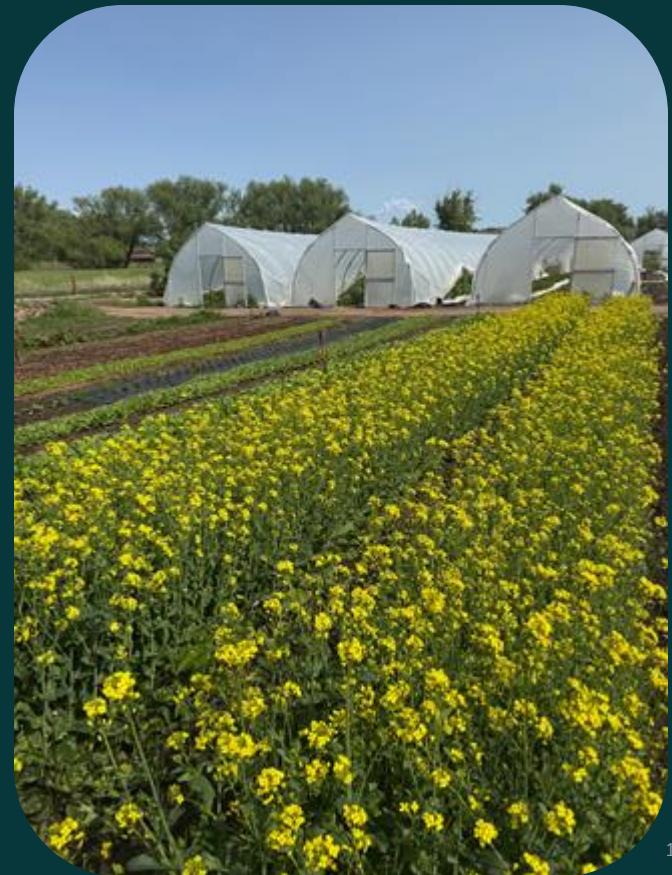




Growing for Chefs, Growing for the Future





Who am I?

- Academic
- Artist
- Farmer
- Entrepreneur





Esoterra Culinary Garden est.2018

Moved on to 100 acres of City of Boulder OSMP land in 2020

3+ acres of permanent no-till vegetable beds

~.5 acres under cover

Extensive perennial hedgerow plantings

Over 300 species of culinary plants

Year-round sales to local restaurants



Mission:



- To provide the highest quality produce to the best chefs in the region.
- To be a culinary pilgrimage destination.

Foundational Ecological Principles



No Till

An Ethic of Non-Violence - Preservation and Proliferation of Life in the Garden

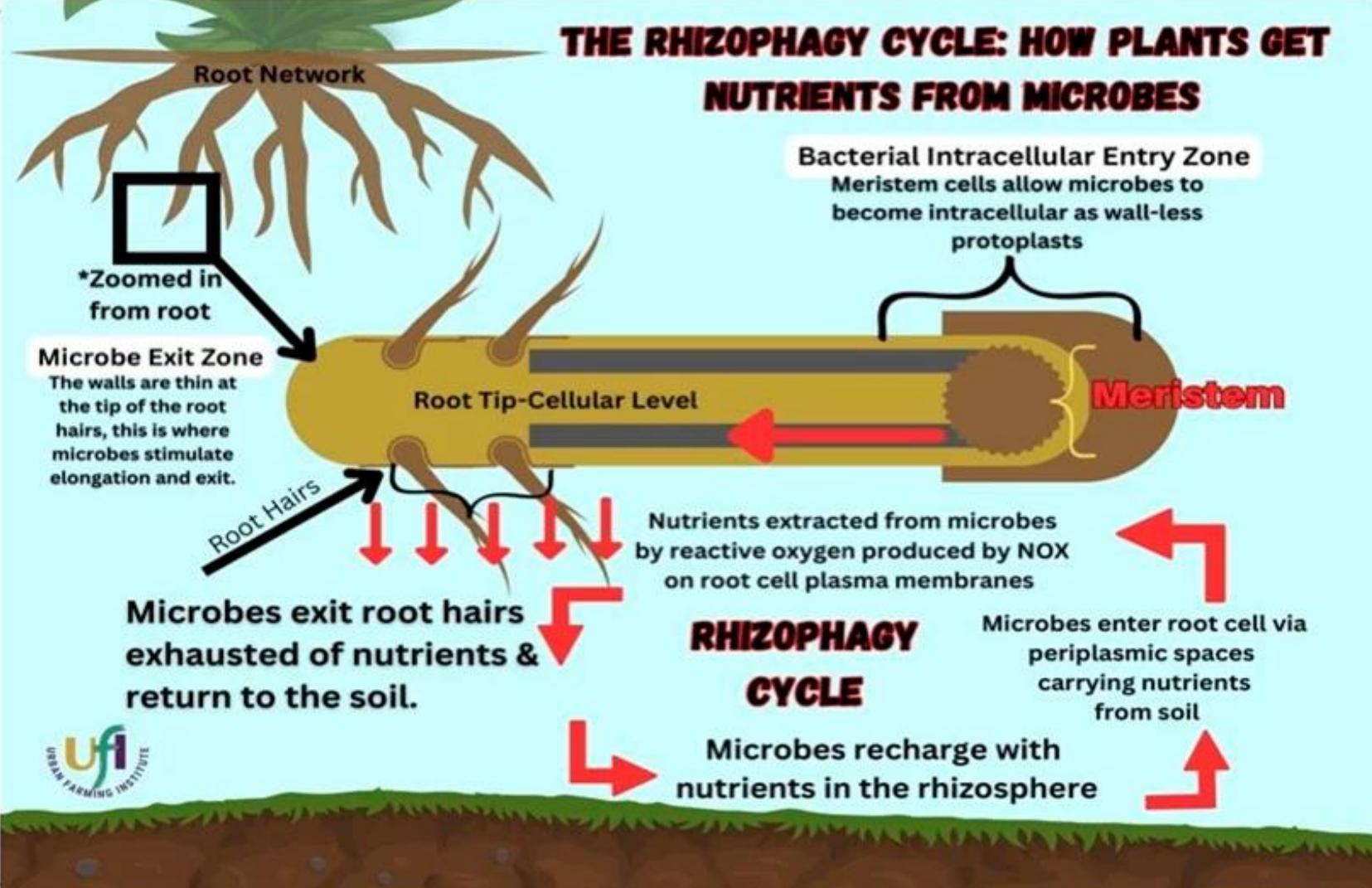
Permanent Production Beds - ~300 (30" x 100 ft) beds

No Bare Soil - using the Paperpot System to keep all beds planted***

Green (or Purple, etc.) Growing Plants = an Engine of Photosynthesis



THE RHIZOPHAGY CYCLE: HOW PLANTS GET NUTRIENTS FROM MICROBES



Biologically Intensive Farming

We identify biological solutions to our ecological problems.

We are practitioners of inoculation!

We nurture our **Invisible Allies...**

WE ARE FARMERS OF MICROBES



The Habitat Imperative

Being the **Host with the Most**

Bee Hives + Tiny Nectaries

Prioritize Pollinator Forage





Perennials



Farm/Business

Farm Stats 2025



Sales CAGR since 2018

Production steadily increasing to meet demand. The market grows with the business.

25%

Total Current Customers

Land and expand. Net Revenue Retention initiative.

50

Total FT/PT employees

Each employee an amazing human who loves plants and being part of the farm community.

15

Farm Stats

2025



Total Beds on the Farm

Each bed considered as a vital unit of production. Generally 30" x 100' with 18" pathways.

300+

Total crop varieties grown

Seasonal plant solutions offer optionality in crop rotations and diversity of flavors and textures and culinary experience for customers.

300+

Annual Revenue per Bed

Total productivity results from many different strategies: intensive growing, season extension, specialty crops, etc.

\$3k

In Good Company



Organizational
infrastructure and
empowerment



Employee Relations
and an Ethic of
Excellence



The Value
Proposition of the
Living Wage

CRM

Customer Relationship Management





**If your customer buys once,
you made a sale.**

**If they come back, you built
trust.**

**If they tell others, you built
a brand.**

We are tasked with rebuilding regional agricultural economies.

There is a persistent need in the local market for producers to present with reliability, consistency and quality; to earn the trust of their customers and thus build long term relationships.

The mutual benefit relationships that are formed generate resilience and prosperity horizontally across multiple businesses and throughout communities.

Succession Plant for Success

4-8 beds of salad greens/week JAN – OCT

10,000# for TOTAL REVENUE of \$105,000

56 beds of mokum carrots planted from 1/1 – 9/2

9,000# for TOTAL REVENUE of \$60,000

27 beds of beets planted from 2/9 – 6/27

5,000# for TOTAL REVENUE of \$27,000



Specialty Produce?

We have the ability to cultivate relationships with different plants and create markets for them. The world is hungry for a story and a new experience!







Produce/Products

Carrot

S

Healing Vegetable Trauma

Mokum – year round

Deep Purple – winter

Kyoto Red – fall

8% of total sales.

Core order item.



Chicory

Aka Radicchio

Seasonal slotting – the perfect fall/winter product?

Tremendous diversity of varieties now available from Italy

Beautiful and delicious

BITTER IS BETTER





Celtuce Agretti Spigarello

OH MY!



What is Colorado cuisine?