

FOR THE EXCLUSIVE USE OF TODD.KLETTER@GMAIL.COM

From the Albany Business Review:

<https://www.bizjournals.com/albany/news/2018/07/25/tierra-farms-ceo-is-looking-to-make-roasting-and.html>

Tierra Farm's CEO is looking to make roasting and selling wholesale nuts into a \$30 million business. He's close.

🔑 **SUBSCRIBER CONTENT:** Jul 25, 2018, 7:41am EDT Updated: Jul 25, 2018, 7:55am EDT

In a week, Tierra Farm is selling 19,000 pounds of cashews, roasting more than 30,000 pounds of nuts and shipping more than 55,000 pounds of product to its customers.

That production has increased significantly since CEO [Todd Kletter](#) took over the role about a year ago.

When Kletter started, Tierra was selling 14,000 pounds of cashews a week and roasting 22,000 nuts. Not too long before that, a great year was booking \$7 million in revenue. This year, \$7 million is the company's average revenue for each quarter.

"Because we grow every week, the challenge is to keep the throttle on. We're figuring out how to continue to grow and do it in a scalable way so we don't cannibalize ourselves," Kletter said. "We like our slow and steady growth. 20 percent is manageable."

Tierra Farm roasts and sells nuts and dried fruits and coffee products to cooperative markets and independently owned grocery stores across the country.

The company, located in Valatie, New York — about 20 miles south of Albany — has more than 1,100 clients. Local customers include Healthy Living Market and Cafe in Saratoga Springs and Honest Weight Food Co-op in Albany.

His goal is to reach \$30 million in annual revenue. This year, Kletter said he expects revenue to be



COURTESY OF TIERRA FARM

Todd Kletter is looking to grow Tierra Farm's distribution business to a \$30 million business. He's close.

