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Tierra Farm expanding with new corporate office in Columbia County

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Tierra Farm is expanding to a new office in Columbia County to make room for its double-digit growth.

The company has moved its corporate offices to Main Street in Valatie, New York — about 20 miles south of Albany.

"Our growth has outpaced our infrastructure, forcing us to separate our production and administrative spaces," [Todd Kletter](#), CEO of Tierra Farms, said in a statement. "This expansion ensures that all employees will have ample workspace while allowing for future growth."

The company has seen significant growth over the last 18 months since Kletter joined. Kletter said he expects revenue to be \$28.5 million this year. Revenue was around \$21 million in 2017.

About 12 employees are moving to the building at 3016 Main St., a former clothing store. Tierra Farm bought the building in 2005. The farm on Route 203 in Valatie is still the main office for the majority of Tierra Farm employees.

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

The company 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.



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Kletter's long-term plan is to position the business to eventually sell its products to larger grocery chains, such as Wegmans.

Tierra Farm is also preparing to reopen its coffee shop and retail store on Madison Avenue in Albany. The renovations will include a small seating area. It will sell some pastries as well as its retail products. A reopening is expected in October.

Kletter took over the role from Tierra's founder and president, Gunther Fishgold, who started the business as an organic vegetable farm in the Finger Lakes region. Fishgold began roasting nuts as a way to generate income in the slower winter months. He moved the business to Valatie in 2005.

Today, Tierra Farm has around 55 employees. The company was an *Albany Business Review* Best Place to Work in 2017, and was listed on the Inc. 5000 list of fastest growing companies.

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