2016 Impact Report
The Power of YOU
Let me start with a big thank you. By choosing to be part of Farmer Foodshare, you’re playing a huge role in reconnecting the often-fractured food system so that local farmers have a chance to thrive and everyone has access to the food they need to flourish. It’s a big task, but together we’re making great strides. Here are just a few of the ways you made change happen in 2016.

You volunteered. Week by week, you staffed six new Donation Stations in addition to the 32 already underway. That means children and adults in six additional communities are receiving steady streams of much-needed fresh food.

You cheered as relationships came to fruition. The biggest of these is a partnership with Durham Public Schools. Throughout the 2016-2017 school year, we delivered locally-grown broccoli, spinach, chopped collards, squash, and more to all 30 elementary schools. In 2017, we have begun serving the middle and high schools too, reaching all 33,000 DPS students. Picture the smiles when they got strawberries! Sugar snap peas! In the years to come, we – and the farmers growing the food – look forward to serving other school districts across North Carolina.

You spread the word...and the impact. One big example: the Junior League of Durham and Orange Counties recognized that they could achieve their aim of promoting access to healthy food by partnering with Farmer Foodshare in a way that leverages the strength of their hundreds of members. The League invests in our work, promotes our events, and sends volunteers to staff our programs. This multi-faceted support is so valuable – and so representative of the ways that you, our biggest cheerleaders, are making change happen!

Mission
Farmer Foodshare reshapes the disconnected food system by removing barriers to growing and accessing local food.

Vision
A healthier world in which all people have access to nutritious food.
You shaped our understanding of what farmers need.
When the Wholesale Market hosted its first farmers meeting in February 2016, we learned a lot about how to frame the ways we can be of service to growers interested in finding and accessing new markets for their produce.

You dug deep into why this work matters.
So many of our prospective volunteers come to us with a love of food and a wish that everyone could enjoy what they have experienced. We believe it’s critical that they understand why small and mid-scale farmers struggle and why food insecurity and obesity are realities for so many. We revamped our orientation to provide this context because it will take our collective efforts to change conditions centuries in the making. It’s efforts like this that led Points of Light to name Farmer Foodshare as a Certified Service Enterprise in 2016.

You gave.
You are essential to this work. Whether you’re a volunteer, a donor, a member of our partner organizations, a farmer, market manager, or some mix of all the above, know that we’re excited about where Farmer Foodshare is headed – and that you are the ones who make it possible.

With your ongoing support, we’ll have an even bigger impact in 2017. I look forward to the possibilities.

Warmly,

Gini Bell, Executive Director
PARTNERING TO CREATE CHANGE

Farmer Foodshare’s programs help ensure that everyone in our community has access to fresh, healthy, local food. But more importantly, they’re about relationships. With the support of our community partners, we’re helping reshape the food system.

Our partnership with Iglesia Hispana Emanuel is a perfect example. Every Saturday morning for the past four years, members of the church community have come to the Durham Farmers Market to pick up a bounty of fresh food purchased by Donation Station volunteers from farmers at market using money donated by local shoppers. Iglesia Emanuel uses this food in their weekly food distribution program and in dinners the church prepares for their food pantry recipients.

Over the years, our relationship with Iglesia Emanuel has grown. We have provided food education through a dozen Food Ambassador cooking demonstrations and hosted three Community Meals – each an opportunity for Farmer Foodshare staff and volunteers to gather in fellowship over a shared table with church members.

In 2017, we are piloting a new Community Food Share initiative at Iglesia Emanuel and two other community partner sites. It will enable members of the Iglesia Emanuel community, including those on SNAP/WIC, to buy shares of local produce, delivered every two weeks. We hope that by making it easier and affordable to access and learn about fresh fruits and vegetables – beyond what the pantry can provide – participants will become accustomed to having these foods as part of their diet, and in time, consider them a necessity.

“When [the recipients] see you all working behind every box of vegetables they receive, they understand that you all care about the community, you care about their well-being and that way they become more aware about their health as well…”

— Guillermo Salamea, Iglesia Hispana Emanuel
NUMBERS TO CELEBRATE

DONATION STATIONS

38 Donation Stations at Farmers Markets
Volunteers use cash donations to buy fresh produce from farmers. Purchased and donated food is given to local agencies across 13 counties.

76,055 Pounds of fresh produce collected.

55 Partner Agencies chosen by the farmers markets to receive this food.

20,100 People Fed with fresh, locally-grown produce.

600 Farmers Supported with food purchases, helping these hard-working families make a living.

WHOLESALE MARKET

37 Farmers Supported
The Wholesale Market offers small and mid-scale farmers across 17 North Carolina counties a means of selling what they grow and advice on pricing, marketing, and safe food-handling practices.

163,000 Pounds of food sold.

38,000 People Fed 82 organizations stretched their budgets to buy more fresh food that will help vulnerable people in our area thrive.

$215,000 Total Sales 79% goes to farmers; 21% to fuel Farmer Foodshare’s operations.

We extend the impact of our core programs through education and community-building activities

10 Food Ambassador cooking demonstrations

4 Community Meals

350+ Volunteers

11,595 Volunteer Hours

Volunteers make it all possible
FINANCIALS

<table>
<thead>
<tr>
<th>2016 UNRESTRICTED ASSETS</th>
<th>2016 OPERATING EXPENSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Service Fees</td>
<td>Program Services</td>
</tr>
<tr>
<td>$205,657</td>
<td>$632,069</td>
</tr>
<tr>
<td>Grants &amp; Contracts</td>
<td>Management &amp; General</td>
</tr>
<tr>
<td>$358,612</td>
<td>$88,909</td>
</tr>
<tr>
<td>Other Revenue</td>
<td>Fundraising</td>
</tr>
<tr>
<td>$16,484</td>
<td>$31,814</td>
</tr>
<tr>
<td>Net Assets Released from Restrictions</td>
<td>Depreciation</td>
</tr>
<tr>
<td>$219,567</td>
<td>$11,009</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>TOTAL</strong></td>
</tr>
<tr>
<td><strong>$800,320</strong></td>
<td><strong>$800,320</strong></td>
</tr>
</tbody>
</table>

Beginning of Year Net Assets: $676,748  
End of Year Net Assets: $644,709

LEADERSHIP

BOARD OF DIRECTORS  
for 2016 and 2017

Darin Knapp, Chair  
UNC Medical School, RambleRill Farm  
Nicole Kempton, Vice Chair  
Alumni Affairs at Duke University  
Madison Hayes, Secretary  
The Food Mint and Refugee Community Partnership  
Tim Rauwald, Treasurer  
UBS Wealth Management Advisors  
Charla Burill  
North Carolina Board of Dietetics/ Nutrition  
Trupti Cessna*  
RegEd  
Janett Greenburg  
Healthcare Consultant  
Laura Kayser*  
FHI 360  
Ed Recavarren  
NetApp  
Tim Schwantes  
Active Living By Design

*Term concluded in 2016

CURRENT STAFF

Gini Bell, Executive Director  
Sprague Cheshire, Distribution Associate  
Ryan Cribbins, Distribution Associate  
Katy Phillips, Director of Community Partnerships  
Kate Rugani, Director of Development and Community Relations  
Joyce Runkle, Bookkeeper  
Allysan Scatterday, Volunteer and Communications Coordinator  
Shep Stearns, Wholesale Market Coordinator  
David Szczepankowski, Wholesale Market Director

CURRENT STAFF

Beginning of Year Net Assets: $676,748  
End of Year Net Assets: $644,709
There are far more people to thank than will fit on these pages. To all of our donors, volunteers, community partners, farmers market managers, farmers, and everyone else in-between...

THANK YOU!

Some of our donors have chosen to invest by making recurring donations. We’re especially grateful for these sustainers. Knowing there’s a steady flow of funding on the way helps us plan for the future and invest in our program strategically.

2016 SUSTAINERS

Gini Bell and Ari Picker • Danielle Breslin • Charla and Zac Burill • Karla Capacetti • Claire Marie Miller Seminars • Janice DeSpirito • Andrew Ehlert • Britt Foxworth • Lari and Jeff Hatley • Richard and Arline Henry • Amanda Hitchcock • Nicole and Rob Kempton • Darin Knapp and Jane Saiers • Eric Knight • Kristin Lavergne • Jennifer and Jerry Lazarus • Michael Mankowski • Beth Miller and Ryan Cribbins • Jeanette O’Connor • Katy Phillips • Camilla Posthill • Bryna and Gregory Rapp • Tim and Margaret Rauwald • Tim Schwantes and Anna McCullough • Pamela and Patrick Schwingl • Mary Jean Seyda • Tiffany Shubert • Valerie Stewart • Amber Tarter • Elizabeth and Zachary Thomas • Paul Voss • Scott Walden

Want to join them as a sustainer?
www.farmerfoodshare.org/take-action

2016 FUNDERS INVESTING $1,000+

Anonymous • Blue Cross and Blue Shield of North Carolina Foundation • Burt’s Bees Greater Good Foundation • Keith and Brenda Brodie • Carolina Meadows • The Chapel of the Cross • CUBE at the University of North Carolina - Chapel Hill • Food For All • Janett Greenberg • Healthy Diets, Inc. • Hendrix Foundation • Hillsborough Running Club • Gregg and Patricia Jones • Junior League of Durham and Orange Counties • Nicole and Rob Kempton • Darin Knapp and Jane Saiers • Denise Larson • Mead Family Foundation • North Carolina Department of Agriculture • Orange County Government • Ed and Annette Recavarren • Schoolhouse Oils • Steel String Brewery • Town of Carrboro • Town of Chapel Hill • United States Department of Agriculture • University of North Carolina - Chapel Hill Student Activities • Claire Van Eenwyk • Z. Smith Reynolds Foundation

And all the farmers market communities who donate each week to fuel the work of our Donation Stations.
EVERYBODY WINS!

How will you make a difference in 2017?

“It’s a really complicated [food] chain, but it begins and ends with love.”
— Guillermo Salamea, Iglesia Hispana Emanuel

In 2016, you supported 600+ farmers and helped 58,000 individuals access fresh food, rebuilding the fractured local food chain.

Volunteer  Give  Partner  Buy

www.farmerfoodshare.org

EVERYBODY WINS!