



Summer bounty at Juniper's Garden // Staunton, VA



FOODSHED
CAPITAL

2023

Mid-Year Impact Report

2023 YEAR-TO-DATE IMPACT

It's been a memorable Q1 and Q2 spent with one of our staff away on parental leave and the rest of the team hard at work deploying capital, building out our business support services, and enlisting philanthropic support for BIPOC land security. Our work so far this year included closing our 100th loan and extending our loan footprint to two new states: Georgia and Vermont. One of these was our largest loan to date and was part of an incredible funding effort by a Black farm and arts center to permanently secure its land. We continue to participate in collaborative, integrated capital solutions to meet the needs of our borrowers and look forward to continuing this work.

In May, Foodshed Capital turned five years old! It's been clear since day one that our work building more equitable, more regenerative food systems would only be possible through deep partnership with the many folks working across the food ecosystem. We are incredibly proud of the partnerships we've built with farmers, food access and justice advocates, policy activists, land security allies, technical assistance providers, and mission-aligned funders. And we're happy to report these relationships have resulted in material benefits for the regenerative farmers we serve - more capital, more training, and more customized business support.

As we look ahead to the second half of the year, our team is reflecting on everything we've learned over the past five years and using that knowledge to refine our mission and ensure our work is as impactful for small farmers as possible. We look forward to sharing our progress with you!

\$666,650

Total YTD Capital Deployed

16

New Loans Funded

74%

of Funding to BIPOC-Led Operations

2

New States Served

Okra in bloom at Dodo Farms // Silver Spring, MD

LIFETIME IMPACT

Chives & pollinators at New Roots Community Farm // Fayetteville, WV

\$2,210,464

Lifetime Capital
Deployed

103

Total Loans
Funded

576

Hours of 1:1
Business
Support

10

Total States
Served

61%

of Funding to
BIPOC-Led
Operations

429

Food & Farm
Jobs
Supported

11,429

Regenerative
Acres
Supported

Q1 LOAN HIGHLIGHTS



DEEP ROOTS MILLING

Roseland, VA // \$22,000 at 3.5% interest

This was our second time supporting Deep Roots Milling with financing, and we're proud to have been a resource for them as they expand their business. Owners Charlie Wade, Aaron Grigsby, and Ian Gamble operate the historic, water-powered Woodson's Mill in Nelson County, VA, which has been in continual operation since it was built in the 1790's. As with any historic structure, repairs and maintenance are vital to its sustained use. In 2022, the team received a grant to renovate a room on the third floor of the mill, which will allow them to relocate their sifting equipment for a much improved bagging process. Foodshed Capital provided a low-interest bridge loan to cashflow the renovation until they received the grant funds. Acting as a growth resource for our borrowers through graduated financing will be an increasing focus of our future work.



GIFTED GREENERY

Crewe, VA // \$15,000 at 0% interest

Justin Griffin launched Gifted Greenery in 2022 on just a quarter acre of farmland in rural Virginia with a focus on diversified veggies. Growing up in Baltimore, Maryland, he was all too familiar with the prevalence of food deserts and felt inspired to offer more ways for people to access healthy, ecologically grown food. Justin sells his veggies at regional farmers markets where SNAP is accepted, and donates any surplus to food pantries like the Society of St. Andrews. Foodshed Capital was proud to support Gifted Greenery with 0% interest loan to purchase drip irrigation supplies, a cat tunnel, and soil sensors to monitor soil health. These investments will allow him to scale up production and expand sales to new markets, all while maintaining his regenerative practices.



THE GARDEN INTERNATIONAL

Beltsville, MD // \$50,000 at 0% interest

The Garden International is a Maryland-based urban mushroom farm. Owners Cory Moore and Liz Robinson grow 20 varieties of specialty mushrooms such as lion's mane, oyster, chestnut, and shiitake. With a focus on "restorative sustainable systems that work in harmony with nature," Cory and Liz produce chemical-free mushrooms grown in organic oak, soy hulls, grains, and mushroom mycelium. Recognizing gourmet mushrooms are often out of reach for folks on a budget, food access is another big priority. They're working with state and county agriculture commissions to ensure SNAP and WIC are accepted at regional farmers markets. Their 0% interest loan from Foodshed Capital will allow them to purchase new equipment, expand into new retail and wholesale markets, and increase their food access work.

Q2 LOAN HIGHLIGHTS



FAST FEAST

Washington County, GA // \$7,650 at 0% interest

This loan was our very first in the state of Georgia! After ten years of careful planning, owner Mujahid Layton launched his farm in 2017 and raises goats, ducks, rabbits, chickens, and bees. Planning comes naturally to him, as he is also an Advanced Certified Pro-Advisor at Quickbooks. With a focus on meeting the need for local ethnic communities seeking ethically raised, affordable meat, Fast Feast has filled a market niche with livestock that are adapted to the local conditions and raised humanely on pasture. FoodCap was happy to extend a 0% interest loan to Layton to make the final mortgage payment on his farmland. The customized repayment schedule frees up capital so he can expand his farm business without the burden of interest, and the additional funds will allow him to construct a water catchment system to better store rainwater in our changing climate.



DODO FARMS

Silver Spring, MD // \$20,000 at 0% interest

We are particularly proud to have supported Dodo Farms, a Maryland-based, Certified Naturally Grown diversified veggie operation, with a 0% interest loan this quarter. Nigerian immigrants Tope and Niyi Fajinbesi co-own the farm and rely heavily on the methodology of their ancestors, using practices that prioritize human health and land stewardship. With over 20 years of farming experience and an exceptional commitment to developing a thriving, profitable business, you can find their products at markets across the capital region. Their 0% loan funds will allow them to purchase an on-farm vehicle to make veggie transport more efficient on their leased acreage. We have also been in conversation with Dodo Farms about their ultimate goal of land ownership since late 2022 and are hopeful we can support them on their journey to own land. Stay tuned for more about this operation!



SILLER POLLINATOR COMPANY

Scottsville, VA // \$50,000 at 3.5% interest

This is our second time supporting Siller Pollinator Company, a woman- and LGBTQ-owned company on a mission to help people help pollinators. The SPC team offers hive management, beekeeping consulting, native bee husbandry, pollinator habitat development, beekeeping supplies, honey, and more throughout central Virginia. They have seen a massive demand for their services since we first partnered with them in 2021, and have recently teamed up with a local net-zero meadery to ensure the honey is flowing. With opportunities to expand their footprint all the time, SPC has been working closely with a bookkeeper and came to us once they had a real handle on their finances to talk about sustainable growth. We were very proud to support them with another loan to streamline operations, including paying off their existing loan at a lower rate. Our Director of Strategy & Comms. hosts a hive at her home in Charlottesville with the support of SPC and can't say enough good things about this team.

BIPOC LAND SECURITY



Lydia Clemmons (left) with her parents, Dr. Jackson Clemmons & Mrs. Lydia Clemmons with one of the historic barns at Clemmons Family Farm // Charlotte, VT. Photo: Caleb Kenna, 2017

In the first quarter of 2023, Foodshed Capital made another stride in our work contributing to BIPOC land security with a 0% interest bridge loan to Clemmons Family Farm. The historic, 148-acre farm is one of just .4% of farms nationwide that remain Black-owned, and one of just 17 Black-owned farms in the entire state of Vermont.

Established in the 1700's by white settlers, the farm was purchased in 1962 by the Clemmons family and has been operated organically ever since. In addition to producing food, CFF works with universities and researchers in the development of its sustainable agriculture and food sovereignty initiatives. It also serves as an oasis for Vermonters of the African diaspora through on-farm artist residencies and community-building programming centered around the arts and conservation.

President and Executive Director Lydia Clemmons was born on the farm, and after a 35-year career as an MD, MPH, and internationally recognized researcher, returned in 2013 to help preserve the farm's ownership and transition it to a non-profit. Through her incredible efforts, the organization has successfully funded the purchase of its land, minimizing heirs property concerns amongst family members and freeing up funds previously relegated to property taxes to expand agricultural production and community programs. The FoodCap team is so inspired by the work happening at Clemmons Family Farm and are on the lookout for opportunities to visit in the near future.

Of the nearly 7,000 farms in the state of Vermont, only about 17 are owned by African Americans. Foodshed Capital's largest loan to date supported Clemmons Family Farm in holding on to one of them.

REVIEWING OUR PORTFOLIO & REFINING OUR APPROACH

Leaning into Business Support & Small Farm Viability

Foodshed Capital has targeted our work toward small-scale farmers since day one because they are the most likely to be using regenerative practices, and because they play a critical role in making nutrient-dense, ready-to-eat food accessible—particularly when global pandemics or climate disasters strike. These "smallholder" farmers are the ones you see at your local farmer's market every week; they are part of the bustling "main street" that makes for vital communities where people want to live.

In our five years in operation, we have seen that "success" for small-scale farmers is incredibly nuanced. While profitably is always a goal, many of the farmers we serve are not striving to grow exponentially or expand sales across the region or nation, nor are they seeking to become as rich as possible. More typically, they are seeking to earn a comfortable living that sustains their lives, families, and communities, without overtaxing their natural systems. Success could mean something as simple as being able to take a few weeks off every year, being accepted into a competitive farmers market, or being able to offer employees on-farm housing or a living wage. But operating at such a small, human scale makes it difficult to operate efficiently and profitably, and farmer burnout is common.

With this in mind, Foodshed Capital is revisiting our past work and re-examining how we define success beyond paying us back on time. How can we help individual small farmers succeed, while supporting the viability of small-scale farming in general as a viable career path? How can we support farmers who are very good at producing food in also becoming savvy, financially literate business owners?

To help answer these questions, we're launching a three-pronged effort over the second half of 2023:



1. Detailed Portfolio Analysis

We're looking back at every loan we've closed to catalog the kinds of business support we provided to each applicant, and to better understand the specific impacts of our loan funds over time. Beyond paying us back and staying in business, what has success looked like for each operation?

2. Research + Partner with TA Providers

We're identifying and creating formal partnerships with technical assistance providers around the country who provide business training that leaves participants with financial literacy and a strategic roadmap for the future.

3. Invert Our Approach

We're building skills internally so we can make our business support services the first step in our partnership pipeline, and make this support distinct from underwriting.

FARM VITALITY

Winding Down the Pennsylvania Farm Vitality Planning Grant Program

Since fall of 2020, Foodshed Capital has worked to bolster the viability of regenerative farms in the state of Pennsylvania by providing bridge loans to farmers

who have been awarded grants through the Farm Vitality Planning Grant Program, a program of the Pennsylvania Farm Bill. The program reimburses farmers who invest in professional services to help them better plan for the future of their farms, such as strategic season planning, expansion, better bookkeeping practices, efficient transitions of farm ownership, and diversifying production.

Through generous financial support from LL Charitable Foundation, Foodshed Capital has provided sixteen bridge loans over three years for a total of \$119,250 in capital to front the costs of these services for Pennsylvania farmers. We have worked in partnership with our friends at Kitchen Table Consultants, a Pennsylvania-based firm specializing in small farm planning, to make this work possible. Their 1:1 individual guidance for participating farmers totaled 1,046 hours.



\$119,250

Total funding deployed

16

Bridge loans funded

1,046

Hours of 1:1 Business Support

Painterland Sisters // Westfield, PA



GROWING OUR NETWORK



2023 La Nueva Siembra cohort // Greater NYC region

Capital Access for Latinx Farmers

This spring, Foodshed Capital was invited to speak on the topic of capital access to the La Nueva Siembra cohort of GrowNYC, an organization that works to support food and agriculture, conservation, green space, and education in the New York City area. The La Nueva Siembra cohort receives comprehensive business planning for beginning, immigrant, limited-resource farmers. As the cohort trainees are all native Spanish speakers, our Lending Director India Brahm agreed to brush up on her skills and give the talk almost entirely in Spanish. This is an incredible group of up and coming Latinx growers in New York State and we look forward to being a resource for them as they launch and expand their farm businesses.

ED Michael Reilly with leaders of Jubilee Justice & W.K. Kellogg Foundation // 2023 SAFSF Conference, Washington DC



Sustainable Ag. & Food Systems Funders Annual Conference

Michael and Erica connected with regenerative food systems funders and peers at this year's SAFSF conference, which took place in June in Washington DC. Seen here speaking with Linda Jo Doctor of the W.K. Kellogg Foundation and Konda Mason of Jubilee Justice, Michael attended a learning dinner cohosted by Potlikker Capital, as well as a tour of DC Central Kitchen cohosted by Chris Bradshaw of Dreaming Out Loud, on top of the plenary and breakout sessions. In just a little over two years of membership, we have seen SAFSF grow significantly and are impressed by the ways they center conversations around DEI and explore power dynamics in the food systems space.



STAFF



ASHLEY APPOLON
Lending Coordinator



INDIA BRAHM
Director of Lending



FRANCESCA COSTANTINO
Program Manager



ERICA HELLEN
Director of Strategy & Comms.



HEATHER LYONS
Controller



MICHAEL REILLY
Executive Director



EMILY SEPULVEDA
Lending Coordinator



BRIANA STEVENSON
Diversity Coordinator

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Secretary

A warm welcome to our newest board member, Nikeya Thomas!

Ms. Thomas joined the board in April and currently works as the Industrial Hemp Program Coordinator with the Virginia Department of Agriculture and Consumer Services. With a BS in food science and nutrition from North Carolina A&T and a master's in biosecurity and agricultural life sciences from Virginia Tech, she brings over a decade of experience in food systems work to our board. We're so glad to have her on the team!

LOOKING FORWARD

2ND HALF OF 2023

- ▶ We'll be researching farmer technical assistance programs around the country, with the goal of forging and formalizing partnerships with those which leave participants best equipped to launch or expand their farm businesses.
- ▶ We'll refine our approach to business support services, build out new program offerings, and create a public farmer resource library on our website.
- ▶ In partnership with our board, we'll recruit a Farmer Advisory Board to better inform our underwriting process.
- ▶ We'll fundraise in support of diversifying our leadership and staff and work to ensure our team is a reflection of the communities we serve.
- ▶ We'll continue forging collaborative funding partnerships with mission-aligned peers to serve the farmers in our network with capital needs as they expand, particularly as they seek land ownership.

Flower seedlings at Gifted Greenery // Crewe, VA



WITH GRATITUDE

Foodshed Capital's work is only possible through your support. Whether you've made a financial gift of \$20 or \$20,000, whether you're a grantor, an investor, a lender, or have simply spread the word about our work in your community, we are grateful to you for helping us build more equitable, more regenerative foodsheds. We're so excited about the ways we'll increase our impact over the next six months and look forward to sharing our work with you all. Thank you!



Spotting the queen bee at Siller Pollinator Company // Scottsville, VA

