IMPACT REPORT
Changing the food system starts with you.

GIVE
PARTNER
BUY

Join the front lines of addressing hunger. Our work couldn't function without volunteers. We'll help you find the right opportunity, based on your interests and availability.

902 N. Mangum Street | Durham, NC 27701 | 919.701.2543

Farmer Foodshare is a 501(c)(3) nonprofit organization. Federal Tax ID: 27-3717889.

North Carolina Charitable Solicitation License number: SL007837. Copies of our IRS 990 forms are available upon request.

@farmerfoodshare
www.farmerfoodshare.org

VOLUNTEER
Support our work as a donor or sponsor. Your investment enables us to feed more of the hungry in our community while helping farmers thrive.

We can do more together.

We're always open to ideas that strengthen the local food system. If you see an opportunity, let's talk!

Interested in buying in bulk? Our Wholesale Market sells to businesses and organizations in support of our mission to help everyone access nutritious food.
“Our relationship with Farmer Foodshare has really changed how we source food, how we cook with fresh food, and now, how we involve our participants more in preparing and growing food.”

Olivia Korman
Hospitality Coordinator, Reality Ministries

**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

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**NUMBERS TO CELEBRATE: 2017**

**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.

- 67,785 Pounds of fresh produce collected.
- 55 Partner Agencies chosen by the farmers markets to receive this food.
- 21,770 People Fed with fresh, locally grown produce.
- 600 Farmers Supported with food purchases, helping these hard-working families make a living.

**WHOLESALE MARKET**
36 Farms Supported
2 are cooperatives, representing another 15 farmers.

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.

- $454,000 Total Sales
- 273,500 Pounds of food sold.
- 71,000 People Fed

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

- 30 Food Ambassador cooking demonstrations
- 3 Community Foodshare Sites serving 285 people

Volunteers and donors make it all possible

- 234 Volunteers
- 9,840 Volunteer Hours

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www.farmerfoodshare.org
“If you can find the customers, I can grow whatever you need.”

That was the takeaway from a conversation I had recently with one of our local farmers. The food – fresh, nourishing, beautiful and locally grown produce – is available, if we can find ways of getting it to those in our community who need it. And who doesn’t?

Farmer Foodshare began and remains focused on increasing access to fresh, nutritious food. It’s a big task – yet our community comes through every time. Each week throughout 2017, you were volunteering at the Donation Stations, encouraging farmers market shoppers to donate, spending that money with farmers, and donating that produce to local hunger relief organizations. Or demonstrating how to prepare and store those lovely veggies (kohlrabi slaw, anyone?) The impact is tangible…and tasty.

Because community engagement is so critical to this work, we piloted a new Community Foodshare project over the summer and fall. Through it, the communities surrounding our partners at Reality Ministries, Refugee Community Partnership and Iglesia Emanuel participated in biweekly distributions of fresh food, nutrition education and community building.

And of course, our Wholesale Market trucks were on the road nonstop – delivering produce not just to our nonprofit partners, but also to Duke University, to Weaver Street Market, to local restaurants. They, too, recognize how important it is to source sustainably, and that businesses and institutions can play a big role in helping everyone eat a bit better.

More is underway this year. All 33,000 students attending Durham Public Schools are receiving fresh, North Carolina-grown produce, and the next generation of eaters is learning about the importance of fresh food through taste tests in elementary school cafeterias. The collards got a big thumbs-up. Your support is enabling conversations with more school districts. More partners. More people who value fresh food and the people who grow it.

Thank you for opening the door to a food system that works for all.

Yours in good health,

Gini Bell
Executive Director
FINANCIALS

2017 UNRESTRICTED ASSETS

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Service Fees</td>
<td>$477,916</td>
</tr>
<tr>
<td>Grants &amp; Contracts</td>
<td>$420,743</td>
</tr>
<tr>
<td>Other Revenue</td>
<td>$20,186</td>
</tr>
<tr>
<td>Net Assets Released from Restrictions</td>
<td>$90,000</td>
</tr>
<tr>
<td>Funds Released from Program Reserves</td>
<td>$66,394</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$1,075,239</strong></td>
</tr>
</tbody>
</table>

2017 OPERATING EXPENSES

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$890,338</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>$118,586</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$66,315</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$1,075,239</strong></td>
</tr>
</tbody>
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Beginning of Year Net Assets: $644,709
End of Year Net Assets: $503,315

LEADERSHIP

2017 BOARD OF DIRECTORS

- **Darin Knapp, Chair**
  - UNC Medical School, RambleRill Farm
- **Nicole Kempton, Vice Chair**
  - Alumni Affairs at Duke University
- **Madison Hayes, Secretary**
  - Refugee Community Partnership
- **Tim Rauwald, Treasurer**
  - UBS Wealth Management Advisors
- **Charla Burill**
  - North Carolina Board of Dietetics/Nutrition
- **Janett Greenberg**
  - Healthcare Consultant
- **Michael Mankowski**
  - Echo Health Ventures
- **Pat Mann**
  - Retired Registered Nurse, White Swan Farm & Forge
- **Ed Recavarren**
  - NetApp
- **Tim Schwantes**
  - Healthy Places By Design
- **Pam Schwingl**
  - Integrated Laboratory Systems, Inc.

CURRENT STAFF

- **Gini Bell**
  - Executive Director
- **Katy Phillips**
  - Director of Community Partnerships
- **Kate Rugani**
  - Director of Development and Communications
- **David Szczepankowski**
  - Director of the Wholesale Market
- **Allysan Scatterday**
  - Volunteer and Communications Coordinator
- **Shep Stearns**
  - Wholesale Market Coordinator
- **Claire Charny, Associate Sprague Cheshire**
  - Distribution Associate
- **Ryan Cribbins**
  - Distribution Associate
- **Cyril Murphy, Chef Camilla Posthill**
  - Project Manager and Volunteer Recruitment Coordinator
- **Joyce Runkle, Bookkeeper**

To all of our donors, farmers, community partners, volunteers, farmers market managers and patrons, and everyone else in-between...

THANK YOU!

2017 DONORS INVESTING $1,000+

- Anonymous
- Areté Float Tank & Personal Optimization Studio*
- Blue Cross and Blue Shield of North Carolina Foundation
- Scott and Allison Belan
- Karen and Larkin Bell
- Brenda Brodie
- Burt’s Bees Greater Good Foundation
- Coastal Federal Credit Union Foundation
- Durham County
- East Durham Children’s Initiative
- Forest Hills Neighborhood Association
- Foxtrot Touring Corporation
- Janett Greenberg
- The Hendrix Foundation
- Gregg and Patricia Jones
- Junior League of Durham and Orange Counties
- Lili Engelhardt Photography*
- Loaf Bakery*
- Nicole and Rob Kempton
- Michael Klinger*
- Darin Knapp and Jane Saiers
- Eric Knight
- Geri Laplaca
- Erika Linnander and Lisa Susswein
- Local Food Capital Collaborative of RSF Social Finance
- Mead Family Foundation
- Orange County
- Piedmont Imports
- Pledgeling Foundation
- Pluck Farm, LLC
- Tim and Margaret Rauwald
- Ed and Annette Recavarren
- Kate and Luke Rugani
- Schoolhouse Oils
- Schwab Charitable Fund
- Snap Pea Underground and Catering*
- Strowd Roses
- Town of Carrboro
- Town of Chapel Hill
- United States Department of Agriculture
- Z. Smith Reynolds Foundation

*IN-KIND CONTRIBUTION

2017 SUSTAINERS

- Anonymous
- Chris Alexander
- Scott and Allison Belan
- Gini Bell and Ari Picker
- Danielle Breslin
- Jennifer and Robert Buckmire
- Charla and Zac Burill
- Karla Capacetti
- Rachel Chalhoub
- Sprague Cheshire
- Claire Marie Miller Seminars
- Nancy Creamer and Peter Barcus
- Janice DeSpirito
- Samuel and Angela Eberts
- Britt Foxworth
- Stephanie Gamberardi
- Alex Grant
- Richard and Arline Henry
- Amanda Hitchcock
- Matthew and Katherine Kelm
- Julia Kemp Fox and Carl Fox
- Nicole and Rob Kempton
- Darin Knapp and Jane Saiers
- Eric Knight
- Kristin Lavergne
- Jennifer and Jerry Lazarus
- Greg, Karen and Marin Lissy
- Michael and Jean Mankowski
- Bill and Nancy McCullough
- Beth Miller and Ryan Cribbins
- Jeanette O’Connor
- Katy Phillips
- Camilla Posthill
- Bryna and Gregory Rapp
- Tim and Margaret Rauwald
- Kate and Luke Rugani
- Allysan Scatterday and Alex Waldrop
- Tim Schwantes and Anna McCullough
- Pam Schwingl and Pat Mann
- Mary Jean Seyda
- Tiffany Shubert
- Brian Soher
- Valerie and Josh Stewart
- Amber Tarter
- Elizabeth and Zachary Thomas
- Sarah van der Horst
- Eddie Alcorn
- Paul Voss
- Scott Walden

COMPLETE LIST OF 2017 DONORS: www.farmerfoodshare.org
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