Zero Foodprint
Changing How Food is Grown
To Restore the Climate

Annual Report
2022
Letter from our Executive Director

As more companies, governments and individuals engage with the immense opportunity of regenerative agriculture, Zero Foodprint is seizing the moment and accelerating impact.

We’re an early specialist in transition finance and public-private collaborations and being early is hard. But we have a unique ability to combine resources: federal, state, and local government funds, philanthropic funds, and funds from across the entire value chain of retail, distribution, brands, distributors, producers, consumers, waste management, to name a few. This ability to aggregate resources and team up with farmers and ranchers is a clear win-win-win for anyone who wants to make direct change.

It’s necessary to differentiate between direct and indirect efforts because for too long, the good food movement has focused almost entirely on better procurement—buying from good producers. This is indirect change. To begin with, less than 15 cents from each additional consumer dollar even reaches producers through the layers of the (often corporate) value chain. And of that $0.15, the amount earmarked for direct change is ~$0.00. Doing “even more” is at the discretion of producers who are often barely making ends meet, overcoming extreme weather, working second jobs, etc.

And so while we only ask consumers for an extra $0.01, it is infinitely more funding for the direct and transformative change we all seek—for the next practice on the next acre. And the next.

As more business and organizations inevitably shift their focus from competing for the limited supply of regenerative ingredients, to creating supply, our ability to scale regeneration grows. This year the movement has gone from a crawl to a walk and we expect to find new and optimal ways to accelerate that momentum, and to turn the opportunity into durable soil carbon, restored on farms and ranches.

Anthony Myint
<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Restore Grants in 15 California Counties</td>
<td>26</td>
</tr>
<tr>
<td>Tons modeled CO2e sequestered</td>
<td>18,343</td>
</tr>
<tr>
<td>Conservation Practice Acres</td>
<td>1,236</td>
</tr>
<tr>
<td>Conservation Practices Funded (including compost application, cover crop establishment, hedgerow planting, mulching, and tree/shrub establishment)</td>
<td>13</td>
</tr>
<tr>
<td>Total Zero Foodprint Members</td>
<td>67</td>
</tr>
<tr>
<td>Member contributions in Member contributions</td>
<td>$285,130</td>
</tr>
<tr>
<td>(30% YoY increase)</td>
<td></td>
</tr>
<tr>
<td>Donations to Restore fund</td>
<td>$35,258</td>
</tr>
<tr>
<td>Paid for Restore CA practice costs</td>
<td>$433,968</td>
</tr>
<tr>
<td>Paid for Restore CA technical assistance</td>
<td>$44,564</td>
</tr>
<tr>
<td>25% of Restore applications funded</td>
<td></td>
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</tbody>
</table>

Equivalent to not burning 2,064,026 gallons of gas!
2022 saw two rounds of Restore CA, which deployed a total of $478,000 to 26 farm projects, impacting over 1,200 acres. We established a minimum target of 25% of funds to be awarded to projects run by BIPOC farmers and exceeded our goals. We continue to create pathways to engage traditionally underserved communities.

The compost-specific funding we received through contracts and collaborations with city and county governments across CA extended our Restore CA funds, and we continue to develop inroads across public and private resources to accelerate the benefit to our farmers and working lands.

This year our focus was on streamlining our grant process to ensure scalability.

Application materials in English and Spanish at zerofoodprint.org/apply.
In 1964, Jake Kosek’s parents bought a plot of land in Pescadero and named it Rancho Siempre Verde. The family has hosted Christmas Tree Festivals ever since. Jake and his siblings grew up with the farm at the center of their family, and now that Jake has a daughter of his own, he beams with pride when talking about the family business that has spanned three generations.

Which is what made the 2020 CZU fire that decimated the farm so devastating. Nearly everything was lost: buildings, irrigation systems, and favorite trees. But in this dark time, they also saw potential for new growth. Part of the rebuild involves incorporating more regenerative practices. They began with a few acres of cover crops, and turned to Zero Foodprint to do more. This year they planted cover crops over the entirety of their growing area and applied compost between rows of trees.

Today, the Christmas tree festival is in full force. Some families have been coming to the festival for 20 years, and to Jake, that’s what being a farmer is all about, “It’s about creating the conditions for life to form and relations that wouldn’t have been there if you hadn’t planted.”
ZFP’s First Government Contracts and New Regions, Sectors, Services

- ZFP secured our first contracts with regional governments, launching our work on optimizing CA’s rapidly expanding compost market, in response to the onset of SB1383. As the radical expansion of CA’s compost industry continues, ZFP expects many collaborations around regional carbon farming and compost.

- ZFP expanded to Colorado and laid the groundwork for expansion into Georgia and the Northeast in 2023.

- International affiliates in Asia, Germany and the Nordic region.

- ZFP added business members in new sectors: wine, online retail, compost, packaged goods and more.

- ZFP formalized the “Supporter” category and began corporate engagement with support from Clover Sonoma, Oatly, Eco-Products, Whole Foods, CLIF Bar, Tillamook and more.
Compost Connector Launches

- Direct response to compost procurement mandates from CA SB1383 “Short Lived Climate Pollutants: Organic Waste Methane Emissions Reductions”
- Developed pilot contracts to procure and use compost with San Mateo, Alameda and San Francisco
- ZFP presents with San Francisco Department of Environment at the CA Resource Recovery Association Conference
- Over 200 requests for 60,000 tons of compost from CA farms and ranches
- ZFP fills requests for a total of 7,500 tons of compost to 75 farms, ranches and vineyards. Approximately 30% of recipients are historically underserved.
- ZFP under contract with or in the final stages of contracting with Santa Clara, Contra Costa, Yuba/Sutter, Cupertino, Sunnyvale, Martinez, Rancho Cordova and more.
In 2022, ZFP was an awardee or sub-awardee on four grants from the USDA/NRCS. Three of the grants will finance focused efforts in Sonoma County, CA, San Diego, CA and San Miguel County, CO.

The fourth and largest will pave the way for nationwide expansion in collaboration with OpenTEAM (a project of Wolfe’s Neck Center). ZFP expects to deploy over $10 million in funds from federal, state and private sources, in CA, CO, the Northeast and nationwide. ZFP will also coordinate with over 50 partner organizations on generating private sector funding for additional transition finance, and on the development of markets for climate smart commodities.
Zero Foodprint Members

Thank you to all of the Zero Foodprint members of 2022!

A1 Organics Eco-Gro
Annette
ASH’KARA
Barley Swine
Bernal Cutlery
Bin 707 Foodbar
Bouquet
Budha Creations
Bruto
Carmen Restaurante
Chez Panisse
Coquine
Denver Museum of Nature and Sciences
DiFranco’s
Dry Storage
East Denver Food Hub
Emmer & Rye
Falcon Stoop
Fermenter
Flour + Water
Flour + Water Pasta
Fruition
GB Culinary
Glynwood Events
Handline
Jessica Lasky Catering
La Mediterranée
Le Savoir Faire
Linea Caffe*
Little Saint
Lunchette
Madrona
Massican Wine
Mercantile Dining & Provisions
Mission Chinese Food
Nude Foods Market
Old World Winery
Organic Sandwich Company*
Penny Roma
Pinch Food Design
Ramen Shop
Reem’s California
River and Woods
Roots
Sasha’s Seafood
Salesforce Culinary
Scraps
Serendipity Catering
Serendipity Coffee Bar
SingleThread
Somebody People
Stag Dining Group
Subway Boulder*
Sullivan Scrap Kitchen
Stella @ Gravity Haus
Somebody People
Stag Dining Group
The Butcher & The Baker
The Plot
The Restaurant @ Hill Farm (Sagra)
WesBurger’n’more
Whistling Boar
Wompost
Wonder Press*
*Multiple Locations
## Zero Foodprint 2022 Grantees

<table>
<thead>
<tr>
<th>Farm/Business Name</th>
<th>County</th>
<th>State</th>
<th>Acres</th>
<th>tCO2e</th>
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<td>5Journeys</td>
<td>Los Angeles</td>
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<tr>
<td>Blake’s Landing Farms</td>
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<td>Crimson Wine Group</td>
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<td>CA</td>
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<td>Cure Soil</td>
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<td>CA</td>
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<td>DB Produce</td>
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<td>CA</td>
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<td>565</td>
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<tr>
<td>Fifth Crow Farm</td>
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<td>188</td>
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<td>Granite Hills</td>
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<tr>
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<td>Hummingbird Agrotek</td>
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<td>704</td>
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<td>Napa</td>
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<th>Acres</th>
<th>tCO2e</th>
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<tbody>
<tr>
<td>Rancho Siempre Verde</td>
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<td>Rock N’ Almonds</td>
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<td>S.K. Dynasty</td>
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<tr>
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<td>961</td>
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<td>Stone Ranch</td>
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<td>120</td>
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<tr>
<td>Tru2Earth Farm</td>
<td>Santa Clara</td>
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<tr>
<td>Viader Vineyards</td>
<td>Napa</td>
<td>CA</td>
<td>28</td>
<td>45</td>
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</tbody>
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Zero Foodprint People

Staff
Anthony Myint, Executive Director
Leo Beckerman, Director of Operations
Tiffany Nurrenbern, Program Director
Alana Williams, Administrative Coordinator

2021 Board of Directors
Lisa Holmes (Chair), Martha & Hunter Grubb Foundation
Holly Arbuckle, Singing Pastures Farm
Dorn Cox, OpenTeam, Wolfe’s Neck Center
Julie Hudson, Waxman
Kathryn Lyddan, Marin Agricultural Land Trust
Roberto Meza, Emerald Gardens, East Denver Food Hub, National Young Farmers Coalition
Johanna Partin, Building Decarbonization Coalition
John Wick, Nicasio Native Grass Ranch