

# REPORT FOR FRIENDS OF OGC

FOURTH QUARTER  
2022

ORGANICALLY™  
GROWN CO



# INTRODUCTION

## GREETINGS FROM OGC,

It's a crisp late-January day as I write this letter. The warehouse is filling with citrus, and although the season has been challenged by the rains in California, produce racks are being stacked with the best the season has to offer. There's nothing like citrus season to remind us of why we do what we do: promote and inspire the growth of the organic agriculture movement. That mission is infused in everything we do at OGC, including the stories and updates in this Q4 report written for you, our friends.

Each quarter we gather the most meaningful news for you so that you have a sense of what's happening. It's always hard to choose what to highlight – we've got so much good going on. In this issue, you can read about:

- How OGC's dedication to Boldly Grown Farm in the Skagit Valley is helping this family develop a market for their beautiful organic radicchio, cured winter squash and winter vegetables.
- OGC's Mission Fund grant recipients, CAPACES Leadership Institute and FOOD for Lane County Youth Farm, two impactful nonprofits dedicated to leadership development and economic and food security in Oregon's Willamette Valley farming communities.
- The new additions to the OGC team, as well as to two of the Sustainable Food Agriculture Perpetual Trust governance bodies: the Trust Enforcer Committee and Trust Protector Committee (for a refresher on our governance structure, check out <https://sustainablefoodandagtrust.com>).

The fall and winter holiday seasons are busy times for the produce industry, as we ensure that our customers can fill local tables with the bounty produced by organic growers. In the fourth quarter of 2022, we did that with bells on, even as our coworkers braved ice and snow during a for-the-books ice event in Portland the few days before Christmas. We made sure that our customers had the produce they needed to make the season bright.

Looking to 2023 and into an unpredictable and challenging economic environment with continued climate impacts, OGC is doubling down on our focus on building resiliency across the organic supply chain. We are looking more closely at our core business, finding new ways to support our growers and customers, and bolstering our commitment to our coworkers and organic advocacy. We will continue to build a strong foundation for OGC now and into the future.

In other news, after incubating Alternative Ownership Advisors (AOA) as a start-up business for over three years, we've decided to dissolve this OGC-owned consultancy and focus on our core business as an organic produce distributor. The process to wind down AOA will be complete by early summer (see page 3). Although we are concluding our consulting work, our passion for steward ownership goes on. We will continue to share information and collaborate to build the alternative ownership movement. And most importantly, we will continue to be an example of perpetual trust ownership that works for people and the planet.

Thank you for your continued love and support of OGC. I look forward to connecting with you in 2023, whether it's through these quarterly updates or in person.

Happy New Year,

– **Brenna Davis, CEO**



## OGC LIFTS UP OUR COMMUNITY THROUGH 2022 MISSION FUND GRANTS

As part of our business model, we share a portion of our profits with our community every year. Supporting our stakeholders is one of the most important reasons we exist. OGC's hard work in 2021 allowed us to help our external stakeholders through our 2022 Mission Fund program. Fourth quarter was truly about giving thanks, as OGC's coworker-led giving committee awarded more than 65 grants to community allies, grower partners and customers.

We're introducing two exceptional local nonprofits and Mission Fund grant recipients in this update, CAPACES Leadership Institute and FOOD for Lane County Youth Farm.



### MEET CAPACES LEADERSHIP INSTITUTE

The CAPACES Leadership Institute serves immigrants and migrant farmworkers in the mid-Willamette Valley. The nonprofit came to life 12 years ago when nine leaders of social change organizations formed an alliance to honor, sustain and expand Oregon's immigrant and farmworker movement. Today, CAPACES also serves as the backbone of the Oregon Latinx Leadership Network, a group of over 100 community-based organizations started amid the pandemic.

The programs at CAPACES, which means "capable" in Spanish, encourage civic engagement, support young people in their leadership development and connect families to their agricultural and culinary heritage.

CAPACES's newest offering is Anáhuac, a program that connects youth and families from farmworker and immigrant backgrounds to traditional agricultural and culinary practices. Last summer, to expand this program, CAPACES purchased an additional 60 acres of farmland. An essential part of the program is Finca Anáhuac, a small farm outside Turner, which aims to empower the community to connect to their culture by resurrecting traditions and reintroducing indigenous crops. Anáhuac also grows produce for a weekly booth at Farmworker Housing Development Corporation.

During the fall, OGC learned about CAPACES' goal to expand Anáhuac and awarded them a 2022 Mission Fund grant.

The grant will contribute to their operations and investments in building a kitchen, cold storage and other on-farm facilities. OGC is excited to help Anáhuac develop its ability to grow native and traditional crops organically and distribute them to Indigenous communities in the mid-Willamette Valley.



### MEET FOOD FOR LANE COUNTY YOUTH FARM

[FOOD for Lane County Youth Farm](#) is a five-acre urban educational farm in north Springfield operating as a program of FOOD for Lane County, a nonprofit at the heart of food security in the region.

Each summer, 10 to 15 teens come to grow – in many ways. They earn a wage and gain job skills and training in gardening, leadership, financial management, and nutrition while learning to grow organic produce for a 180+ member CSA program and two produce stands. Half of the crop grown on the farm goes to the food bank to support neighbors in need.

One of last year's program participants remarked, "The farm has helped me grow in more ways than I know, and I am very proud of myself. There is a learning experience for every person, and it is a place to appreciate food."

Many of the students come from low-income backgrounds, and the skills learned in this program help set them up for long-term success. In 2022, the team grew over 130,000 pounds of organic food and led 33 classes, 17 demonstrations and 60 tours for the public. OGC awarded an unrestricted Mission Fund grant to support the Youth Farm.



“Gifts from generous supporters like Organically Grown Company help power all aspects of program operations from equipment, supplies, and youth farm wages,” said Ted Purdy, Youth Farm Coordinator for FOOD for Lane County. “The opportunity to earn wages can empower youth by providing them with financial resources and self-confidence. FFLC is working on solving the root causes of some societal challenges, such as the cycle of poverty. FFLC depends on partners like OGC to make possible programs like the Youth Farm.” 🌱

Visit [OGC’s blog](#) to read about all our 2022 grant recipients and our giving priorities.

## OGC ADDS LEADER DEDICATED TO SUSTAINABILITY



In December, we welcomed Teak Wall as our new Sustainability manager to guide and track our everyday operations through the lens of OGC’s social, environmental and community prosperity.

Teak is a longtime sustainability professional whose life intersected with agriculture at a very young age. Teak grew up on a Willamette Valley berry farm and pursued degrees in Human Ecology and Urban and Regional Planning, which shaped her passion for helping mission-driven public and private sector organizations work towards their sustainability goals. She’s most at home in the realm of food and farming. Teak’s entrepreneurial spirit, curiosity and leadership are already impacting OGC as she works with our transportation team to lay a strategic direction for decarbonizing our fleet. 🌱

## AOA IN TRANSITION



ALTERNATIVE  
OWNERSHIP  
ADVISORS

After nurturing Alternative Ownership Advisors (AOA) as a start-up business for several years, we’ve decided to close this OGC-owned consultancy and focus on our core produce business. The process to wind down AOA will be completed by early summer.

OGC’s investment in developing the trust-ownership movement in the food space has inspired others to follow. Thanks to the hard work of the AOA team, the idea now has legs of its own, and OGC’s initial investment will live on. By the time AOA closes its doors, we expect to have successfully transitioned six incredible businesses to trust ownership and advised dozens more. We are taking great care of AOA’s clients, and the AOA team is dedicated to continuing this work as independent consultants helping companies on the path toward steward ownership.

OGC will always be trust-owned and mission-driven, and the most important thing we can do is be an example of a successful trust-owned company to show others the power of a business model that works for people and the planet. 🌱

## GROWING WITH BOLDLY GROWN FARM

2022 was a momentous year for young farmers Amy Frye and Jacob Slosberg, founders of Boldly Grown Farm in Washington's Skagit Valley. After eight years of leasing land from the nonprofit Viva Farms, Amy and Jacob acquired property in nearby Bow. The move and transition involved a complete overhaul of a dairy operation, acreage expansion and lots of learning.

OGC's commitment to farmers goes beyond simply sourcing produce. We're year-round partners and advisors, offering resources to help organic growers succeed. OGC's Mission Fund supported Boldly Grown's expansion and transition with grants awarded in 2020 and 2021. Our team stays in close contact with the couple through farm life's unpredictable ups and downs, and regularly sources their high-quality organic crops.

Their new acreage meant new soil to understand, which presented unexpected challenges. Paired with last year's less-than-ideal weather and overly fertile soil, Boldly Grown's organic radicchio crop suffered. While not a complete loss, numbers were down significantly from previous years.

At the same time, plantings of organic winter squash thrived, producing more volume than anticipated. Year two of their cured winter squash program required quick thinking to manage the bounty of both ready-to-eat and cured varieties. In both situations, OGC's sourcing and sales teams worked diligently to find homes for their harvest and manage retailers' expectations around radicchio availability.

As both crops wind down for the season, we're proud of what Amy and Jacob accomplished in the first year at their new farm. As a partner and significant supplier of certified organic Northwest-grown winter crops, we appreciate their focus and expertise in chicory and winter squash.

OGC's mission to inspire and grow the organic agricultural movement comes to life in how we show up for farmers like Amy and Jacob. We're a go-to resource as they refine their farming plans and a trusted, creative and connected partner to help expand demand for their crops. 🌿



Jacob Slosberg & Amy Frye host OGC at Boldly Grown Farm



Amy Frye showcasing the pink hue of popular Rosalba radicchio



## PROVIDING STRATEGIC INPUT FOR ORGANIC POLICY-MAKING



The fourth quarter was active with collaboration, reconnecting with peers and supporting our closest advocacy partners. It was reinvigorating to sit alongside organic champions when the National Organic Standards Board (NOSB) held its first in-person meeting since 2019. During the meeting, OGC contributed meaningful written and oral comments on behalf of the Organic Produce Wholesalers Coalition (OPWC) on topics such as improvements to deter fraud, risk mitigation, organic as climate-smart agriculture and increasing technical support for NOSB members.

OGC established a strategic relationship with the organic stakeholders at the newly formed International Fresh Produce Association (IFPA) and collaborated immediately to provide comments for the USDA's listening session on the Pinpoint Organic Market Development initiative. Specifically:

- We stressed the importance of developing new organic markets to accommodate the influx of growers resulting from the USDA's Transition to Organic Partnership Program.
- We introduced the concept of USDA support for expanding produce production in states like Oregon and Washington to take pressure off current major growing regions, such as California's Central Valley, that are facing water shortages and instability from severe weather events.
- We asked the USDA to provide grants for state institutions to increase their ability to contract for and purchase organic products by shifting away from purchasing based solely on the lowest price.

OGC distributed \$100,000 through our stakeholder investment program to three ally organizations advocating organic agriculture. In the Northwest, we invested in the Oregon Organic Coalition (OOC) and Washington's Coalition for Organic and Regenerative

Agriculture (CORA) to ensure the voice and needs of the region's organic community are heard by state legislators and represented in Washington, D.C.

Nationally, OGC helped fund The Organic Center's two-part study focused on understanding specific strategies organic growers can undertake to mitigate and adapt to the effects of climate change.

With seats on the board of the OOC and CORA and acting as the coordinator for OPWC, OGC was instrumental in helping the OOC introduce four bills to the Oregon legislature, and hire a program manager and lobbyist, and develop a policy platform for the newly formed CORA.

We also established organic priorities for the 2023 Farm Bill, earning endorsements from OOC, CORA and OPWC. On behalf of these three organizations, we are leading the effort to meet with members of Congress to advocate for more federal support for organic businesses and rewards/incentives for resilient agricultural practices in the Farm Bill.

OGC participated in a state-funded economic assessment of Oregon's organic trade. The objective of the comprehensive assessment is to support an understanding of what organic agriculture and food production can do for Oregon's economy, rural economies and farm communities. OGC serves on the project's advisory committee, establishing deliverables and sharing our extensive buying and sales data with the independent research firm. Researchers will present the audit in the second quarter of 2023. 🌿

# SFAPPT UPDATES

## THE FOURTH ANNUAL TRUST GATHERING WAS A SUCCESS

Steward ownership made local and national headlines in 2022 as several high-profile companies joined the movement. We celebrated this momentum during the Fourth Annual Sustainable Agriculture & Perpetual Purpose Trust gathering in early November, which drew nearly 100 participants. The virtual event featured presentations by SFAPPT leaders, OGC's CEO Brenna Davis, a pre-election candidate Q&A, and an interactive forum. Thank you to everyone who attended!

## 2022 ELECTION RESULTS

Our Qualified Stakeholder voters filled two open seats on the Trust Protector Committee (TPC). OGC Founder David Lively was re-elected for an additional year, and Kim Gibson Clark was voted in at the TPC's newest member. David and Kim will ensure that OGC remains purpose-focused and that the company's stakeholders actively engage in the trust.

Thank you to everyone who voted and a special thanks to Jyoti Stephens, VP of Mission and Strategy at Nature's Path Foods, who finished her TPC term. We're incredibly grateful for her leadership and friendship.

### Meet New TPC Member Kim Gibson Clark



Kim is an Environmental, Social and Governance leader with 23 years of experience in the natural and organic food industry, leading organic food brands and expanding awareness of organic food systems. Kim started her career working for her family's Oregon-based dairy and ice cream manufacturing plant, Lochmead Dairy. Kim served as CEO of Coconut Bliss, guiding the frozen dessert company through a sale to HumanCo. Kim also founded and managed (with her husband) Cousin Jack's Pasty Company, an organic and locally sourced food manufacturing company, and loyal OGC customer. Kim and Dave exited that venture in 2015 to allow Kim to focus on Coconut Bliss.

Today, she offers her professional passion in roles as Chairperson of Oregon Tilth and Board Director for the Oregon Supported Living Program. Kim is excited and honored to join the SFAPPT TPC to advocate for this equitable and sustainable ownership model.

## SOCIAL FINANCE LEADER, KATE DANAHER, SELECTED TO JOIN THE TRUST ENFORCERS

The Trust Enforcer (TE) team welcomed Kate Danaher in November. The TE ensures that the trust stays aligned with its principles and will act in rare cases of a grievance.

### Meet Kate Danaher



Kate is a food and agriculture finance expert specializing in the US food system, fair trade supply chains, and consumer-facing brands. She is the Managing Director of S2G Ventures Ocean and Seafood. Before S2G Ventures, Kate was the Chief Lending Officer at RSF Social Finance. She oversaw the capital deployment strategy to evaluate products, investment sectors, and growth objectives in alignment with the organization's strategic plan. During her time at RSF, Kate was a champion for OGC's capital transaction to catalyze the transition to a Purpose Trust. She was also a vital connector, providing warm introductions to mission-aligned investors through RSF's network.

Kate believes businesses can catalyze the positive social and environmental shifts we need in this world but that the right capital partners and ecosystem are critical to their success. Kate received her MBA through the Global Social and Sustainable Enterprise program at Colorado State University.

## SEEKING CANDIDATES FOR THE FALL 2023 ELECTION CYCLE

We'll have two open seats on the Trust Protector Committee to fill in the fall of 2023. To request information about this committee role or to recommend a candidate, email [trust@organicgrown.com](mailto:trust@organicgrown.com).

## STRENGTHEN YOUR CONNECTION TO OGC AS A QUALIFIED STAKEHOLDER

If you're an OGC supplier, customer, investor, coworker or community ally, you can become a Qualified Stakeholder in Sustainable Food & Agriculture Perpetual Purpose Trust (the trust that owns OGC). Qualified Stakeholders engage in trust events and vote in Trust Protector Committee elections. [Click here](#) to express your interest, and we'll follow up with more information. 🌱

Organically Grown Company appreciates the leadership, experience and guidance provided by our dedicated Board of Governors, the SFAPPT Trust Protector Committee and Trust Enforcers.

## **BOARD**

Brian Rohter | Hood River, OR

Cathy Calfo | Santa Cruz, CA

Cecil Wright | Viroqua, WI

Maia Larson | Springfield, OR

Mike Bedessem | Hudson, WI

## **TRUST PROTECTOR COMMITTEE**

David Lively | Eugene, OR

George Siemon | La Farge, WI

Joe Rogoff | Guerneville, CA

Jyoti Stephens | Vancouver, BC

Natalie Reitman-White | Kimberley, BC

## **TRUST ENFORCERS**

Andy Westlund | Scio, OR

Robbie Vasilinda | Eugene, OR

Mike Neubeck | Eugene, OR

Kate Danaher | San Francisco, CA

## **ARE YOU AN OGC CUSTOMER, GROWER, INVESTOR, COMMUNITY ALLY OR COWORKER?**

If you fall into one of these groups, you have the opportunity to influence how our business is run by becoming a Qualified Stakeholder.

➡ [Consider Submitting an Expression of Interest.](#)

