



Farm2People ANNUAL REPORT 2022

Farm2People is an LA based food and social justice non-profit. Farm2People supports local, small to mid-size California farmers who practice regenerative styles of agriculture. We raised money to pay those farmers a wholesale dollar amount for their at risk or unsold surplus produce. We then distribute that prime produce to underserved individuals and families in Los Angeles at no cost.

Farm2People's program offerings offer an inherent environmental benefit, as our unique action curbs food waste at the point of origin (the farm) while feeding food insecure folks for free.



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02 Farm2People How We Do It

03 Farm2People Strategic Partnerships

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05 Farm2People 2022 Financials

Farm2People What We Do

O1

WE SUPPORT
REGENERATIVE
FARMERS

- BIPOC Owned Farms
- Women & LGBTQ+ Owned Farms
- Organic or Transitioning Organic Farms
- Farms Using Regenerative Practices
- Independent, Small to Medium in Size

O2

WE DISTRIBUTE
PRODUCE AT
NO COST

- LA Region, LA County Served
- Food Insecure Populations Served
- Culturally Specific Produce Served
- Served at No Cost

01 Farm2People What We Do

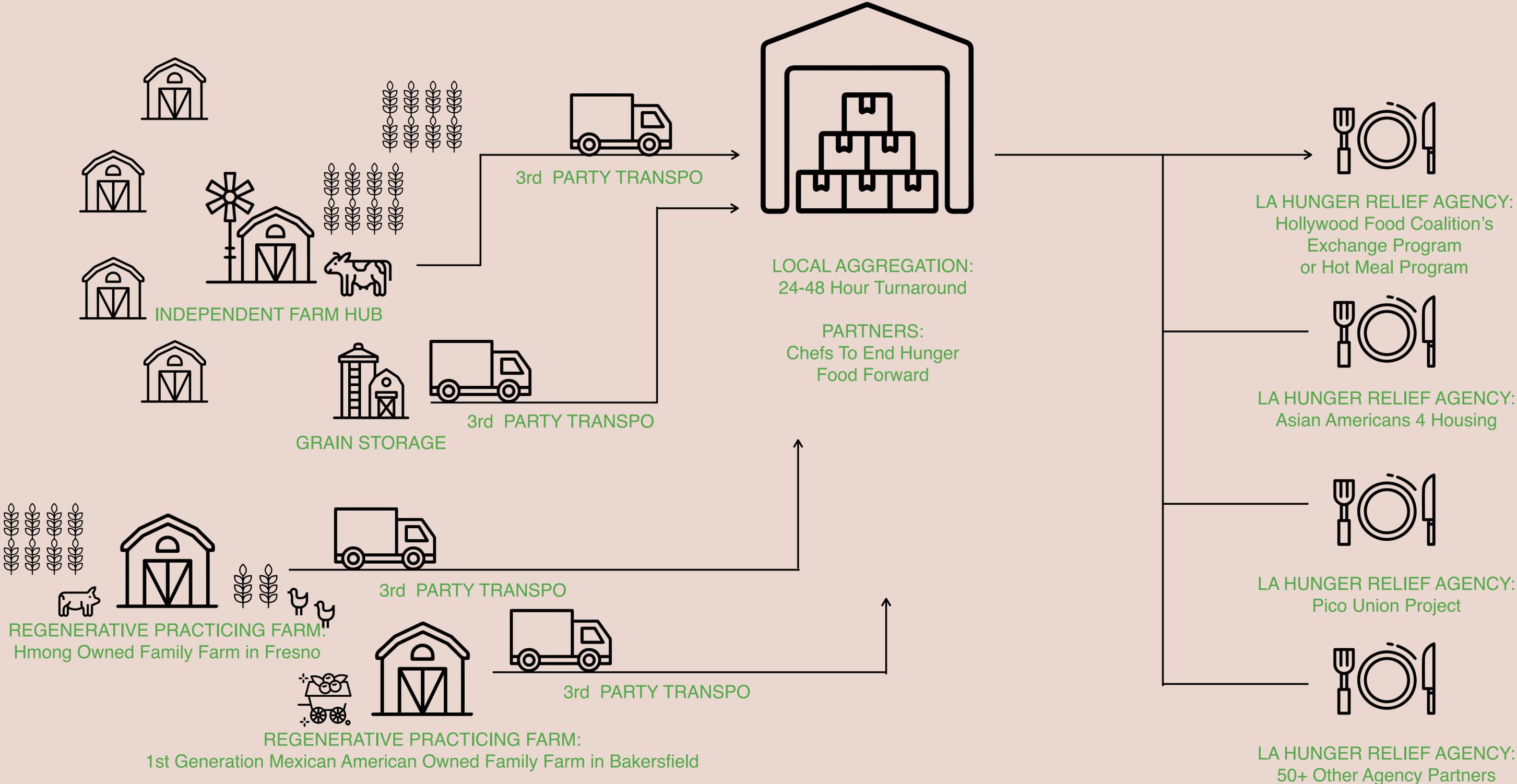
02 How We Do It

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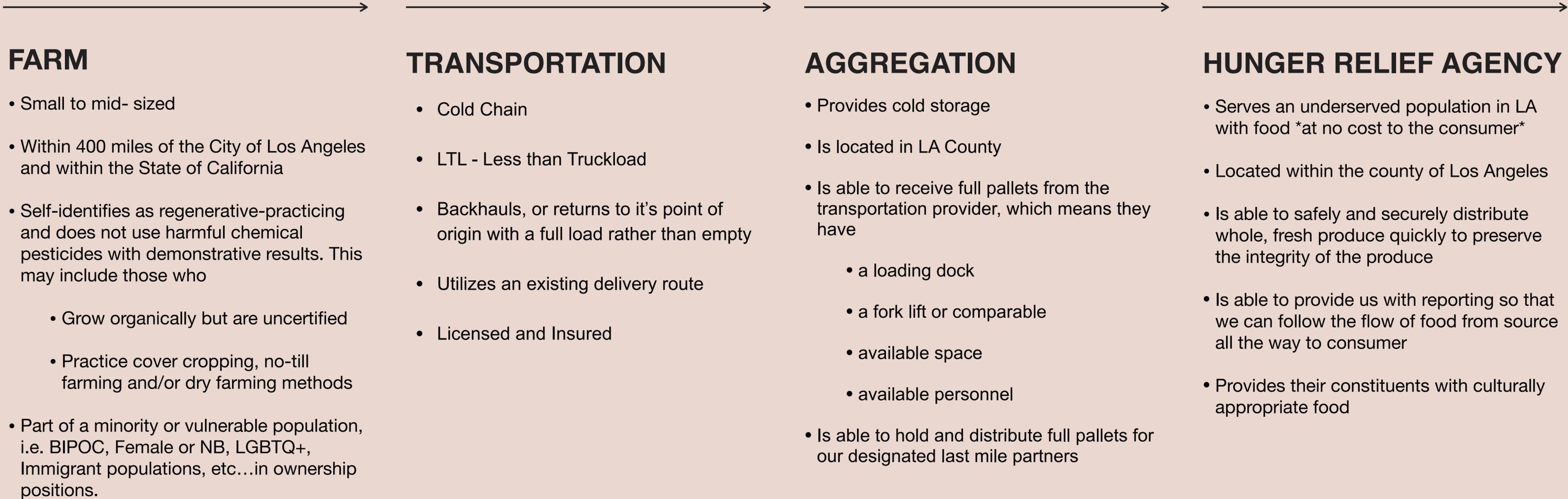
05 Farm2People 2022 Financials

Farm2People Example Process



Farm2People Process

Farm2People completes its mission by working with multiple third party players along the food supply chain. The following is a description of our partners and the unique roles they play.



Farm2People Roles & Responsibilities

Farm2People’s Staff is made up of dedicated volunteers. The following four roles are are served by our four directors, with the support of our expanding volunteer network.

Role	Responsibilities
Farms Relations	Onboards farm partners and addresses all farmer related issues, questions, expectations, and communications.
Agency Outreach & Relations	Onboards hunger relief agencies and addresses all agency related issues, questions, expectations, and communications.
Logistics: Transportation & Aggregation	Coordinates and address all transportation and aggregation related issues. Ensures the aggregation plan is established early and commitments are made. Ensures the transportation plan is established early and commitments are made.
General Operations	Manages program offerings. Coordinates responsibilities between roles. Daily organizational administration, reporting and communication. Fundraising.

Farm2People Core Team of Volunteers

Ernesto Ahumada

F2P Director of Logistics

PAST: Wonderful Company, Director of Strategy
Nestle USA, Senior Director, Technical & Production NUSA
Nestlé, Continuous Improvement Leader Beverage and Pizza
Factory Technical Operations Manager



Henry Fischer

F2P Director of Farm Relations | Founder

CURRENT: Upcycled Food Lab, Lead Developer I Hank and Bean,
Director of Culinary and Consumer Product Design, Research and
Development
PAST: NOMA (CPH, Rene Redzepi), Vendôme (DE, Joachim
Wissler), Johann Lafer (DE), Todd English’s Olives (NY and Las
Vegas), Animal Group & Caramelized Productions (Los Angeles),
Daniel (NY), Manfred Schmidtke (CMB/ CMP/ ACF President)



Eric Holdener

F2P Executive Director | Founder

CURRENT: Nax Group, Senior Partner and Head of Consumer
Division
PAST: Nestlé: Director of Continuous Excellence, Head of
Strategic Alignment, Continuous Improvement, LEAN Manager,
Business Integration Manager



Anna Hopkins

F2P Director of Communications & Agency Outreach | Founder

CURRENT: Hank and Bean, Chef, Event Manager, Research &
Development
PAST: Narrative and Food Experience Designer via Guild of Future
Architects, The Rockefeller Foundation, Collective Future, UCLA IoES,
RICE University, Boston University, Tastemade TV, KCET



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FARM PARTNER SPOTLIGHT



G-Farm

Organic certified farm established by the Guzman family in 2008, located in the Fresno region. Produce options include navel, cara-cara, and valencia oranges, as well as red and green champagne grapes.



Tamai Farms

Latinx owned family farm in Ventura county growing with non-cert organic, sustainable practices. Produce options include butternut squash, kale, spinach, beets, and carrots.



Javier Farms

2nd generation Latinx operated, female owned farm in the central valley. Produce options include cara-cara and valencia oranges, tango mandarins, jicama, yams, red and green cabbage, jalapeno and fresno chilis, and red and green bell peppers.

AGGREGATION PARTNER SPOTLIGHT



Chefs to End Hunger

In 2012, Vesta Foodservice started the non-profit foundation, Chefs to End Hunger, with the mission to facilitate the redistribution of prepared food from hotel, restaurant and other foodservice customers, to local charitable organizations that serve meals to their communities in need.

Chefs to End Hunger is in an optimal position to execute the mission of food recovery. Vesta Foodservice already has trucks delivering to over 2,000 locations daily and will drop off supplies of boxes and foil sheet pans. Full boxes containing three sheet pans will be picked up from customers daily upon regularly scheduled product delivery without putting more trucks on the road. Chefs can turn their food waste into a charitable donation AND provide meals to the hungry.

During the Covid-19 Crisis, Chefs To End Hunger began working with Farm2People to aggregate and store our whole, fresh produce. They have become one of Farm2People's most important aggregation partners.





DISTRIBUTION PARTNER SPOTLIGHT

Hollywood Food Coalition

Exchange Program & Dinners

The mission of the Hollywood Food Coalition is to feed and serve the immediate needs of the hungry every day of the year so they can build better lives.

Their Community Exchange serves the needs of vulnerable populations throughout Los Angeles County by ensuring partner nonprofit social service agencies have regular access to high-quality food to serve their clients. Community Exchange Program distributes close to two million pounds of food each year. That means over a million meals each year are shared with those who otherwise would not be able to eat. Who does this help: The unhoused, at-risk teens, veterans, those living with disabilities, domestic abuse survivors, low-income seniors, and anyone else who is struggling.

Their Community Dinner serves over 80,000 nutritious meals to low-income and food-insecure persons in Hollywood, CA each year.

Farm2People works mainly with the Community Exchange, collaborating via Airtable to track impact all the way to the last mile.



DISTRIBUTION PARTNER SPOTLIGHT

Asian Americans 4 Housing

AA4H (Asian Americans For Housing) is an emerging nonprofit collaborative dedicated to providing culturally competent, in-language support to unhoused and at-risk Asian Americans. They fill in the gaps where aid is needed. They do their own outreach and direct aid, and informally partner with existing nonprofits and grassroots organizations to address emerging needs.

AA4H's distribution partners (orgs who pick up free food from them) extend beyond their network of Asian American and Pacific Islander communities. Other partners include Black orgs such as Keys to The Streets and Agape Church (network of several Black churches). Latinx orgs such as the National Day Laborers Organizing Network and Helping Hands. As well as Central American churches. Indigenous orgs such as My Cielo and Tataviam Mission Native Americans.

Thanks to the support of Growing the Table, in 2022 Farm2People provided AA4H more than 300,000 servings of culturally appropriate, fresh produce over 3 month program period.

Hunger Relief Agency Partners

Here is a snapshot of the 50+ hunger relief agencies Farm2People reached through partnerships to date.

Receiving Agencies	Pounds	Receiving Agencies	Pounds
Asian Americans for Housing	152,022	Genevieve's Garden	267
Chefs To End Hunger	61,345	HoFoCo (Community Dinner)	1,119
Flour Sessions / Cast Your Bread South	100	Hollywood Harvest	1,011
Food Forward	260,640	Homeboy Industries	1,200
FoodCycle LA	1,000	Hope of the Valley	999
Hawkins Green	150	Housing Works	682
Let's Be Whole (National Women in Agriculture Association)	16,008	Hunger Action	637
No Us Without You	2,260	Jovenes	291
Para Los Ninos	3,830	LA Harbor College	2,135
Salvation Army Bell Shelter	1,100	LA Más (Garcia Family)	780
SBCC Thrive LA	4,025	LA Más (Martinez Family)	524
Wonderful	7,500	McIntyre House (Substance Abuse Treatment)	272
714 Mutual Aid	1,382	Morningside Community Resource Center	585
Accion Comunitaria	1,388	Mutual Aid (HALA South LA)	2,188
ADORE LA	268	Native Kids 2020	271
Alexandria House (Community Fridge)	230	Pacific Family Clinic (Formerly Uplift Family Services (Hollygrove)) (768
APIFM	1,456	PodShare for Social Good	313
Ascencia	41	REALITY	811
Aviva Family & Children Services (Supportive Housing)	40	The Beacon House (The Beacon house Assn.)	366
Bel Air Board and Care (Sepulveda Home)	1,324	The People's Coalition (Free Grocery Program)	842
Black Women Lead	1,001	Urban Training Center	593
Blessed Sacrament	1,178	Van Ness Recovery House	474
Community of Friends (Avalon Apartments)	2,497	Venice Family Clinic	505
Esperanza Health and Wellness Center	1,365	Village Family Services (Drop in Center)	289
Feed My Poor	551	West Valley Outreach	282
First Dream Enterprise	362	World Harvest Food Bank	1,685
Food on Foot	257	Grand Total	541,914

Hunger Relief Agency Partners in 2022

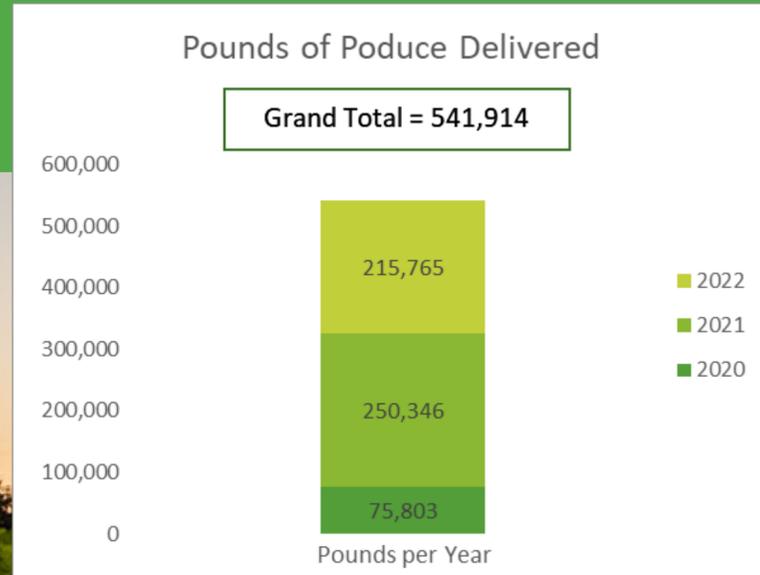
Here is a view of the 40+ hunger relief agencies Farm2People reached through partnerships in 2022 alone.

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Urban Training Center	593	Food Forward	46,023
Hunger Action	637	Asian Americans for Housing	136,514
Housing Works	682	Grand Total	215,765

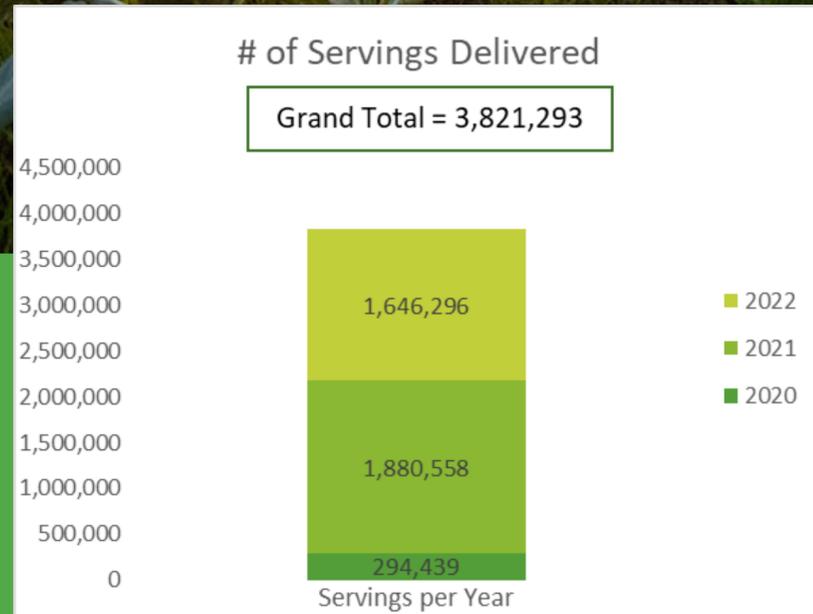
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Farm2People Impact

POUNDS SECURED & SERVED TO DATE



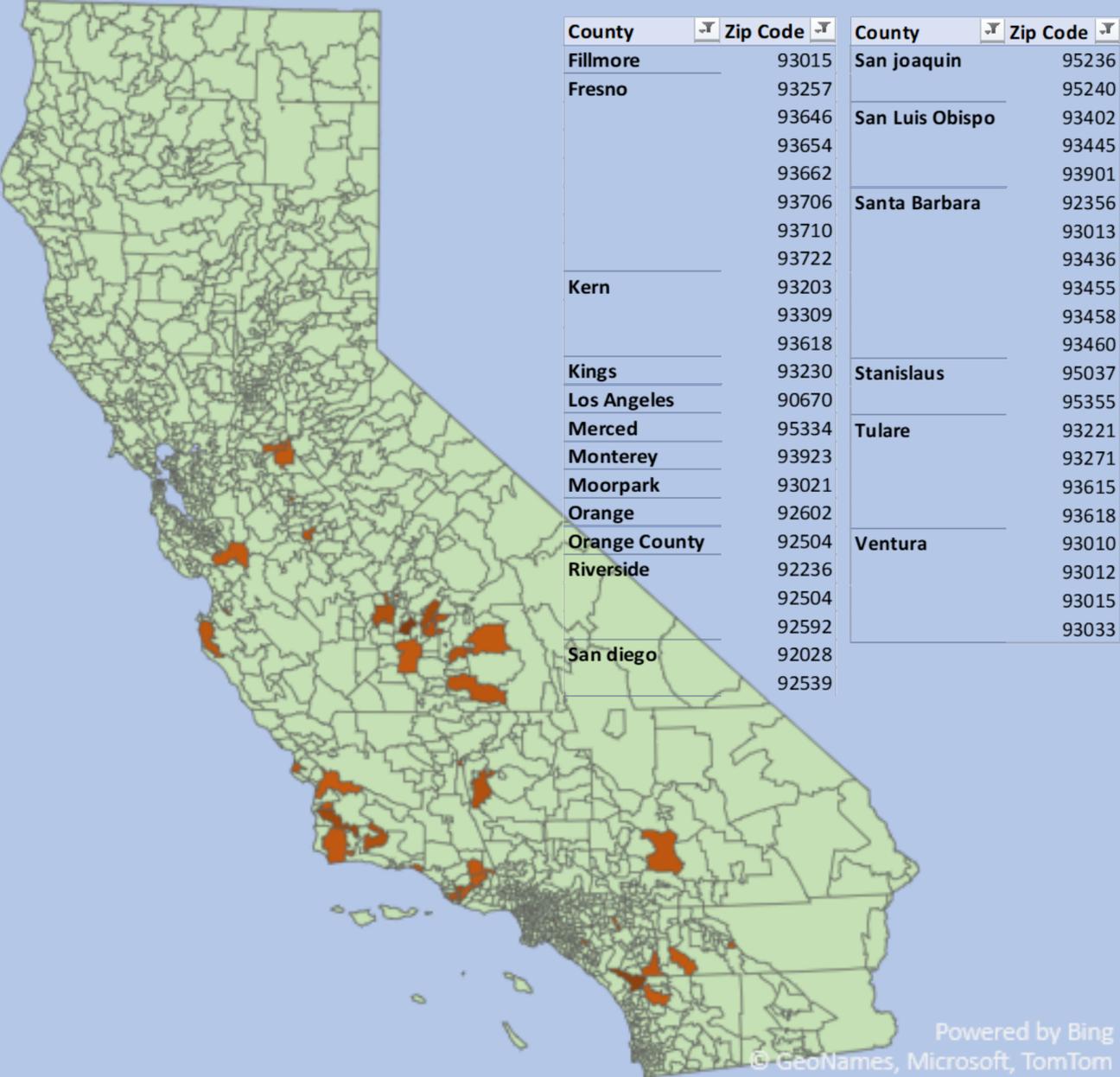
SERVINGS SERVED TO DATE



DISTINCT VARIETIES OF PRODUCE COLLECTED AND OFFERED IN 2022 Alone

Produce	Pounds of Produce	Produce	Pounds of Produce
Avocados	16,395	Collards	2,478
CARROTS	14,764	"Apple, Honeycrisp"	2,450
BROCCOLI	11,600	Sweet Lemons	2,430
Fancy Navel Oranges	9,180	"Sweet potatoes, Medium"	2,430
Zucchini	6,800	Cara orange	2,430
Blood Orange	6,480	Sweet Yams	2,430
Cara Cara Orange	6,480	"sweet potatos, med white"	2,430
"Corn, White"	5,800	Peaches	2,324
Kale	5,760	Turnips large/med	2,250
"Mandarin, Tango"	5,600	CAULIFLOWER	2,240
Grapefruit	5,265	California Navel Orange	2,160
"onion, yellow"	5,000	Ruby Grapefruit	2,160
Butternut squash	4,998	Carrots 50# clip top	2,100
Cabbage	4,725	Summer squash	1,998
Sweet Turnips	4,500	Fava Beans	1,960
CELERY	4,480	Kiwi 9kg 33 op Hayward	1,920
"Nectarines, Yellow Flesh"	4,108	Napa cabbage	1,750
Navel Orange	4,050	Long Napa Cabbage	1,715
Daikon	3,960	"Cabbage, Taiwanese Sweet"	1,575
Eggplant	3,920	Celery 36 OP Naked	1,440
"Cabbage, Napa"	3,500	Red Bell Peppers	1,400
Turnip greens	3,360	Napa Orange 35	1,400
Cherries	3,168	Turnips	1,260
"Red Yams, Medium"	2,916	Kohlrabi Topless	1,225
Tangerine	2,880	Bok Choy	1,225
Organic Spaguetti Small (13-16ct)	2,800	Russet potatoes	500
Green Bell Peppers	2,800	Nectarines	198
YAMS	2,700	"Peaches, White"	108
"Lettuce, Romaine"	2,660	"Peaches, Yellow"	54
Bell Peppers	2,520	Apricots	36
FYYU VF	2,520		
		Grand Total	215,765

Farm2People Growers by County



IMPACT SUMMARY

FARM2PEOPLE PRODUCE PURCHASED TO DATE:
541,914 LBS

FARM2PEOPLE PRODUCE PURCHASED IN 2022:
215,765 LBS

NUMBER OF UNIQUE INDEPENDENT CA FARMS SERVED TO DATE:
51 INDEPENDENT FARM PARTNERS SUPPORTED TO DATE

NUMBER OF UNIQUE INDEPENDENT CA FARMS SERVED IN 2022:
34 INDEPENDENT FARM PARTNERS SUPPORTED IN 2022

FARM2PEOPLE PRODUCE SERVED TO DATE:
3,821,293 SERVINGS

FARM2PEOPLE PRODUCE SERVED IN 2022:
1,646,296 SERVINGS

NUMBER OF HUNGER RELIEF AGENCIES SUPPORTED TO DATE:
53 LA HUNGER RELIEF AGENCIES

DISTINCT VARIETIES OF PRODUCE SERVED IN 2022 *including culturally appropriate and specialty grown produce:
61 VARIETIES OF FRESH FRUITS & VEGETABLES

2023 Goals

Match or Exceed our 2022 Program Funding and Operations [\$133k | 250k LBS Produce]

Develop our Network of Individual Donors, Seeking Parody Between Individual and Grant Donations

Hire our First Paid Staff: General Director of Operations [CA Minimum Wage Salary]

Continue Developing our Board. Seeking To Create a Diverse Mix of Stakeholders and Strategists. Currently Seeking Farmers Willing To Actively Shape F2P's Future.

Maintain Existing and Develop New Aggregation and 3rd Party Logistics Partnerships

Increase our Visibility & Find Ambassadors To Share our Work!

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Farm2People 2022 Financials

2022 was Farm2People’s first year as a 501(c)3! We are exceedingly grateful for the support of our individual donor community, the foundations that have granted us funding for programs and operations, and for the corporate partnerships we are beginning to foster for 2023.

2022 was largely funded thanks to the support of key grantors including Growing The Table, The Butterfly Equity Foundation and Clif Bar Foundation. Only 5.5% of our funding came through individual donations. Our 2023 goal is thus to develop our individual donor base, to ensure the success of our mission ongoing.

From a mission positive perspective, due to the volunteer nature of our organization, only 9% of our budget went towards administrative costs, while 91% went directly to programs, meaning the bulk of our budget went directly to farmers for purchase of their surplus produce.



THANK YOU!



FARM 2 PEOPLE

 farm2people.org

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