KEARSARGE FOOD HUB

2021 ANNUAL REPORT





















Home of Sweet Beet Farm + Market + Cafe

AT A GLANCE

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24 employees
3000+ customers
8 board members
36+ community partners
5 active shared initiatives
545+ donors and volunteers
78 NH vendors in Sweet Beet
330+ families supported
with food donations



LETTER TO THE COMMUNITY

In a time of uncertainty, the best way to know where you are going is to look back at your footprints and see where you came from. We create our destiny by walking the path.

As we contemplate the achievements of the Kearsarge Food Hub in this Annual Report and as we look forward to a future with new initiatives and challenges, a glimpse back at the trail of footprints behind us, confirms that we are on the right path.

This report contains an impressive list of the Kearsarge Food Hub achievements over the past year. It also is testament to our ongoing journey of growth and learning. In the face of a global pandemic, the Kearsarge Food Hub continued to grow stronger. We built a dynamic team of dedicated individuals; we built a strong network of partnerships in our community; we built capacity by providing educational experiences all the way from elementary school kids to home gardeners; and we continue to learn.

From the perspective of the Board of Directors, I am deeply proud of the list of achievements of the past year. We started the year with an ambitious agenda, and we did so while keeping the health and safety of employees, community partners and customers at the forefront. Each and every one of the members of staff dedicated their time, their energy and deep commitment.



Without their contributions, the achievements of this past year would not have been possible. I am honored to be associated with this group of individuals.

As we look forward, we know that our learning is far from being completed – it has just begun. Looking back at the path that brought us here and the many partners who walked alongside us on the journey (offering encouragement and support) we are encouraged and excited about the future. If you are reading this Annual Report, we invite you to join us as we grow and learn and as we strive to cultivate food sovereignty, grow engaged learners, and nurture community.

~Leon Malan, MBA, PhD, Professor of Environmental Studies at Colby-Sawyer College, Kearsarge Food Hub Board Chair

VISION

We envision a resilient and connected community where everyone is empowered to access healthy food, where local farmers are supported and the land is nourished, and where all people share a common sense of place.

MISSION

Our mission is to reinvigorate our community within a restorative local food system by cultivating food sovereignty, growing engaged learners, and nurturing community.

SERVICE AREA

Greater Kearsarge / Lake Sunapee region New Hampshire



TERMS & DEFINITIONS

Food Sovereignty

"Food sovereignty is the right of peoples to healthy and culturally appropriate food produced through ecologically sound and sustainable methods, and their right to define their own food and agriculture systems. It puts the aspirations and needs of those who produce, distribute and consume food at the heart of food systems and policies rather than the demands of markets and corporations."

Declaration of Nyéléni,
the first global forum on
food sovereignty
Mali, 2007

Food Security

All people, at all times, have physical, social, and economic access to sufficient, safe, and nutritious food that meets their food preferences and dietary needs for an active and healthy life.

- Committee on World Food Security



Restorative

Having the ability to restore health, strength, or a feeling of well-being.

- Oxford Languages





SOLVING PROBLEMS: THE NEED



On Community Wellbeing:

- From the New London Hospital 2021 Community Needs Assessment:
 - The ability to buy and eat healthy foods is the #6 reported challenge for our community. For ages 18-44, this was reported a top five community health priority.
 - As a result of COVID, the community sited the top 3 challenges as:
 - Increased stress or anxiety
 - Loss of connection to faith or social groups
 - Increased loneliness
- In New Hampshire, 1 in 11 people and 1 in 9 children face hunger (feedingamerica.org)

On Farmers:

- In the 2017 census, the average age of a US farmer was 57.5. One third of our farmers are over 65 years old. Number of farms have been declining while size of farm has been increasing.
- "Seventy five percent of all agricultural sales are now coming from just five percent of operations. The total number of farms is down nationwide, while the average size of farms continues to increase. We can't sit idly by while the middle falls out of American agriculture. If we're going to reverse these trends, we need to focus on programs and policies beginning farmer and rancher programs, local and organic agriculture, and farmer-driven research, to name a few that help our family farmers thrive, not just survive." ~ Juli Obudzinski, NSAC policy director

On Land, Air, Soil, and Water

- Agriculture irrigation accounts for 70% of water use worldwide (OECD.org). 25% of the world's fresh water goes to producing food that's never consumed (2022 Food Waste in America Guide)
- Half of the topsoil on the planet has been lost in the last 150 years (worldwildlife.org). Some estimates suggest we have just 60 harvests worth of topsoil left.
- "Some 80% of global deforestation is a result of agricultural production, which is also the leading cause of habitat destruction. Animal agriculture livestock and animal feed is a significant driver of deforestation, and is also responsible for approximately 60% of direct global greenhouse gas (GHG) emissions." greenpeace.org

Community SEED GE

In the summer of 2021, Kearsarge Food Hub, in close partnership with the Bradford Food Pantry, opened a Community FREEdge (free-fridge!) on the porch at the Sweet Beet. This is 24/7, no questions asked access to a fridge and pantry stocked with local produce, prepared meals, and other grocery staples. Now encased in a shed, we refer to this food pantry supplement as the Food Shed.



800lb of potatoes rescued from a local farm by FEED Kearsarge efforts to distribute through the FREEDge and other food pantry partners.

Fresh produce purchased from local farmers, and other groceries sourced regionally, stock the FREEdge and are sent directly to food pantries

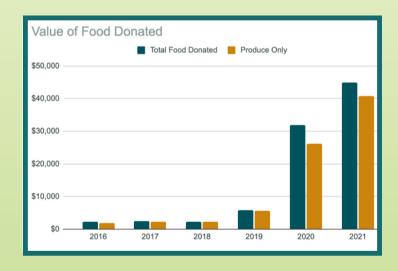


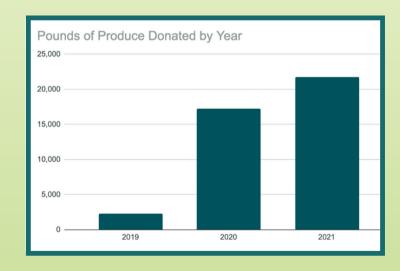


"I am a Bradford resident who visits the Bradford food pantry every month and I've been doing this for approximately 8-10 months. I have also benefited from the food closet at Sweet Beets.

I have an 8 year old son and having access to assistance like this has been extremely helpful. The people are great and the items are certainly very needed & appreciated. Having a resource such as this has also reduced the level of stress & worry in our home in turn improving our quality of life.

Thank you very very much!!!"





21,745 lb

Produce Donated

Fruits & veggies sourced directly from local farmers.

330+

Families supported

Through Community FREEdge and food pantry partnerships.

\$44.970

Total Value Donated

Including produce, meat, and grocery items.



Infrastructure for growing, storing, distributing, cooking, eating, and sharing local and regional foods. Revenue from these programs supports greater food access and educational initiatives.



Represents customer contributions to local economy via Sweet Beet.

19,000+ lb

Organic produce grown

On Sweet Beet Farm, distributed through markets and pantries. 41.8% increase from 2020.



3,000+

Customers Served

at Sweet Beet Market + Café with year round access to local and regional foods.

\$3,563

Veteran's Discounts

25% off for veterans on all products, all the time.

\$5,023

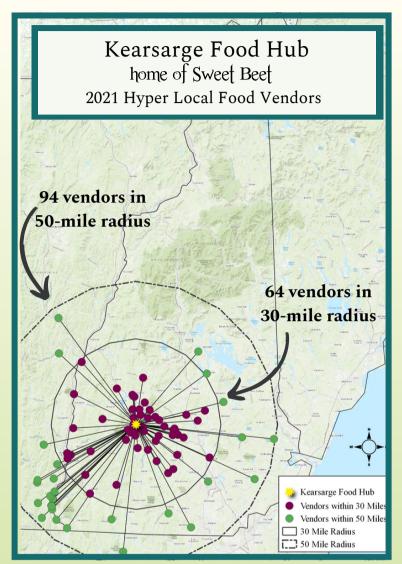
SNAP/EBT

50% off fresh produce thanks to the Granite State Market Match.

\$19,262

Employee Discounts

Food access starting with the KFH team.







Represents \$ back to local & regional vendors *Includes purchases from beyond 50-mile radius

GROW ENGAGED LEARNERS

Farmer americeship PROGRAM

In the spring of 2021, Kearsarge Food Hub developed a 6-month paid opportunity for one or two aspiring farmers to gain the experience, knowledge, and practical skills needed to run a regenerative, community-oriented market garden.





At the end of their apprenticeship. Cassie and Jake became employees of the Kearsarge Food Hub.: Jake, our first ever Food Security Coordinator and Cassie working up to Market Supervisor.

"As a farm apprentice this past spring, I learned that farming is much more than I once believed. If done right, it's driven by community, inspired by sustainability, and cyclical by nature."

~Cassie, Apprentice



Deepest gratitude to Andy and Dorothy Jeffrey and Leon Malan who envisioned and funded our new Farmer Apprentice Program.

GROW ENGAGED LEARNERS

FARM-BASED EDUCATION



Colby-Sawyer interns Marcus and Olivia working and learning in the fields and high tunnels gaining knowledge in small-scale intensive farming and local food systems.

wed Beet Staff,

We had a terrific day at the farm stand! Thank you for having us! Approximations

"Our connection with the first graders at KRES Bradford is still going strong and is getting stronger! Last year, we were able to add an intergenerational element to their fall visit to Baby Beet Farm as our 2021 Farmer Apprentices Cassie and Jake got in on the educational efforts. From the excitement of pulling a taller-than-you-are plant out of the ground (gone-by sunflowers) to the extratastiness of a carrot you harvested yourself, this program is experiential learning at its finest. More to come!"

~Julie, KFH Farm Education Team





GROW ENGAGED LEARNERS



kearsargefoodhub Time for another installment of Ask Farmer Julie - this is a JUICY one!

This week, the questions come from Sweet Beet Farm's Colby Sawyer interns, Marcus and Olivia.

After the initial shock of seeing a hornworm for the first time, the interns started wondering about the creatures. "Where did they come from all of a sudden? How did they find the tomato plants in the first place??"

52+ Recipes shared75+ Newsletters12 Blog Posts



COMMUNITY OF LEARNERS





Source identification on all products in Sweet Beet Market.

2100+ Newsletter recipients 7060+ Folks in social media community

WH Food Hun NETWORK

The New Hampshire Food Hub Network is a group of six food hubs from across the state who come together regularly to help create food systems solutions through identifying opportunities for cross-docking and transport efficiencies, increasing trade among the hubs to diversify each other's product offerings, resource and experience sharing, and more.

Developing a statewide food hub network was a recommendation resulting from a 2019 grant report on the needs and opportunities in the local food system, researched by the Kearsarge Food Hub, funded by the USDA local Food Promotion Program, and driven by existing hubs across NH and VT.

In 2020, KFH partnered with the NH Food Alliance and received funding through the USDA's Specialty Crop Block Grant to carry this work forward in collaboration with Gorhan Public health Consulting. Since then, the NH Food Alliance has taken a lead role in this important work:

www.nhfoodalliance.org/nh-food-hub-network





Katelyn Porter (right),
Project Manager for the
NH Food Hub Network,
meets with Andrea
Tomlinson (left), Executive
Director of the new Young
Fishermen's Alliance to
discuss seafood marketing
opportunities among NH's
Food Hubs.

foodconnectsvt We're so excited to launch our new route through New Hampshire connecting us with our NH Food Hub Network partners. Our deliveries took us to Exeter, Bradford, and Manchester, NH last week!



"The fact that all of these organizations who are in the same competitive arena instead choose to sit at the same table and discuss ways they can collaborate using transparency as their guide in order to boost everyone's mission and bottom lines is extraordinary and I think just cause for hope in what the future of sustainable food systems could look like."

~Katelyn Porter, Project Manager





Zoom call happy hour with food system folks from throughout NH, catered by Black Trumpet Restaurant.

Many various farmers, food producers, and food system folks have participated in aspects of building this food hub network and strengthening collaboration across the state.

Today, this work is focused on six food hubs developing a memorandum of understanding and negotiating the logistics of how best to move more food throughout NH. All partners that have been involved along the way have offered a unique and invaluable perspective.

Creating meaningful connections in the community is the Heart Beet of our work at Kearsarge Food Hub.



In the summer of 2021, Sweet Beet Café opened to create space for our community to come together and share food, conversation, and joy.









Sweet Beet Cafe serves the KFH mission in so many ways. From prepared meals for the Community Freedge and repurposing market surplus, to offering another venue for local farmers and producers to sell their goods and creating a community gathering space, the Café is rising into a strong pillar of our service work.



SHARED INITIATIVE

ABENAKI SEEDS PROJECT

In early 2021, KFH partnered with Abenaki Trails Project for a virtual screening of the film Gather to explore Native American food ways and history with our community.

From there, we launched a pilot project to support the Kearsarge area Indigenous community with culturally appropriate foods - The Abenaki Seeds Project - which is modeled after existing efforts in Vermont.

This project connected 13 local growers to grow Abenaki heritage seeds in 2021, to produce food that was donated back to the Abenaki Helping Abenaki Food Pantry.

Though there wasn't a high volume produced in year one, it was a great start that generated a lot of awareness and connections, laying a solid foundation for year two in 2022.

"It was an honor to be entrusted with the seeds and to participate in the project. was so happy to turn over the beans that I was able to grow to the Project, knowing that they were going to be physically and culturally nourishing."

~Laura, participant





Projects of FEED Kearsarge include:

- Tray it Forward: Seedling trays grown at Spring Ledge Farm are delivered free of cost to families struggling with food insecurity
- The Victory Garden Revival: Home gardening support, education, and community building.

In 2021, 375 seedling trays containing 7,824 plants made their way to families in need and community garden sites in 12 local towns.

SHARED INITIATIVE

FEED KEARSARGE

The mission of FEED Kearsarge is to pursue creative and collaborative ways of supporting food security in the Kearsarge area. This initiative brings together the various voices, perspectives, and skill sets needed to find community-wide solutions that advance food security for all.



KNP volunteers helping out on tray delivery day when all the seedlings get distributed into the community.

"I love to grow my own vegetables every year but it's so expensive to do so. When I have a garden I can what I can and all extra goes to friends and family! That's the fun in garden is the sharing later!! Thank you so much for doing this program!!" ~Tray it Forward participant

COMMUNITY PARTNERSHIPS

Collaboration is a core value of ours here at the Kearsarge Food Hub. We are so grateful to have numerous partnerships that span all sectors of the community. Listed here are partners with which we are actively working to address our mutual goals in service to the community.

- Abenaki Trails Project
- Bradford Food Pantry
- Bradford Elementary School
- Bradford Senior Center
- Colby-Sawyer College
- Unless LLC
- Evergreen Healing Arts
- Warner Public Market
- Henniker Food Pantry
- Warner Connects
- Main Street Warner, Inc.
- Kearsarge Community
 Network

- Springledge Farm
- Kearsarge Neighborhood
 Partners
- KLS Food Pantry
- New London Hospital & The Wellness Connection
- NH Food Alliance
- NOFA-NH
- Food Connects
- NH Community Seafood
- Three River Farmers Alliance
- Taproot/Root Cellar Marketplace
- Vital Communities
- ORIS & Fresh Start Farms

KFH sponsored these great programs in 2021:

NOFA-NH Share the Bounty Day

NOFA-NH Winter Conference

NH Eats Local

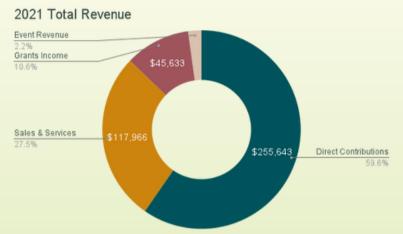


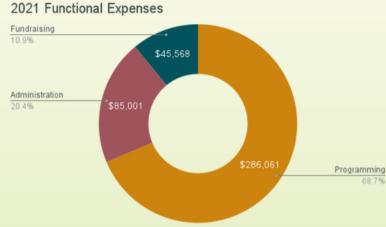
FINANCIALS

KFH is committed to pursuing a multitude of funding streams to contribute to the financial viability of our charitable activities.

INCOME

EXPENSES





<u>Total Revenue</u>	<u>2020</u>	<u>2021</u>	<u>Change</u>
Sales & Services	\$117,966	\$108,408	-8%
Direct Contributions	\$255,643	\$302,261	18%
Grants Income	\$45,633	\$22,448	-51%
Event Revenue	\$9,347	\$1,124	-88%
Other Income	\$0	\$1,104	
Total Revenue	\$428,590	\$435,345	2%

Functional Expenses	2020 2021		<u>Change</u>
Programming	\$202,075	\$286,061	42%
Admin / General	\$50,890	\$85,001	67%
Fundraising	\$14,460	\$45,568	215%
Total Expenses	\$267,424	\$416,630	56%



GROW WITH US! DONORS

We here at Kearsarge Food Hub are enormously grateful for the commitment of our Grow With Us! recurring donors, who support our mission on a monthly or quarterly basis. This generous vote of confidence nourishes our programming, supports our team, keeps the heart beet pumping - all very important for the long-term viability, sustainability and stability of our nonprofit organization. Thank you so much for being such loyal financial supporters!

7 Anonymous Grow With Us!

Donors

Allie Abbey in memory of Jules Fecteau, Mentor/Angel

Sarah Anderson Michael Andrews

Anne Appel Peter Arnold

Lorna Austin in honor of

Monica Rico Janet Bavicchi **Ed Bender** Joslin Bennett Kathleen Bigford **Trinity Bigford** Claire Boland

Sandra and Steve Bravo

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Al Byam

Quimby Cabin of Sutton

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Jessica Gelbard in memory of Deborah Martin, loving Aunt

Jov Hammond Kristina Harrold **Andv Harte Nicow Hebert** Michele Horan

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Dorothy and Andy Jeffrey

Ryan Jerke Sally Keating

Mary Keegan-Dayton Marcia and Dick Keller

Eileen Kelly

Joseph Kenneally in memory

of Jeanette Peter and Raymond Kenneally, our parents no longer with us

Alex Koby **Anne Kratz Lindsev Lafond** Cassie Lashier **Emerson Lennon Rory Lettvin** Signe Linville

Sandy Luckury Elisha Luicha Jeff Maguire

Tara Mahady and Vicki

Deborah Mahar and

Harry Seidel Leon Malan Marie Maliawco **Thorsten Malv Dick Matthews** Scott McCaskill

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Brianna Villandry Phyllis Wadsworth Ethan, Courtney & Leon

Walker Jaime Webb Aviva Whelan Persis Wirkkala **Emily Wrubel**

INDIVIDUAL DONORS

These generous donors contributed to all of our various efforts, whether it was making a yearly annual fund contribution, donating to our Season of Gratitude and Giving Matching Gift Campaign, bidding in our auction, or supporting a friend in their birthday fundraiser, we thank you all for showing up for our mission in 2021.

Anonymous donation in honor of the Bruss Family Anonymous donation in honor of Bryan Dwyer Anonymous donation in honor of Roberta Sheridan 35 anonymous donors Beatrice Adams Nancy Alibrandi Linda Allen in honor of Steven Thomas Allen Katrina Amaral Michael Andrews Susan Arnold Melissa Aubertin

Lorna Austin in honor of Monica Rico Lindi Beaudreault Joslin Bennett Alicia Bergeron Patricia Berkov Kara Berns Devi Bhaktananda in

Devi Bhaktananda in honor of Tara Mahady-

Coltey

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Margaret Dellert

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of Silver Hill Farm David Levine Susan Lewis

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Peter and Kathy Lowe-

Bloch

Sandy Luckury Laura and David Mackenzie Lynn Madigan

Sherry Mahady in honor of

Tara Mahady-Coltey & Tara Mahady-Coltey &

Vicki Coltey

Deborah Mahar and Harry

Seidel Leon Malan Marie Maliawco Carrie and Marc

"Thanks to KFH for filling the gap between hard-working Granite Staters and their ability to put nutritious food on their dining room tables." ~KFH Donor

INDIVIDUAL DONORS

Caroline Kittredge Mary Kliwinski Laura Knott aMichelle Koenia Anne Kratz **Robert Kulish** Anna Lampman Deborah Lang Jessica Lang Wright Natalie Lanocha Nancy LaRowe **Bruch Lehmann Bridget LeRoy** Rory Lettvin in honor of Joan Lettvin, Mother Kathy Levasseur in honor of Silver Hill Farm **David Levine** Susan Lewis Nancy & Gene Lindsey John Lippitt Valerie Lord Peter and Kathy Lowe-Bloch Sandy Luckury Laura and David Mackenzie Lynn Madigan Sherry Mahady in honor of Tara Mahady-Coltey Tara Mahady-Coltey & Vicki Coltey

Deborah Mahar and Harry

Seidel

Leon Malan

Marie Maliawco

Carrie and Marc

Holly McCormack

Juliana Mcfarland

Carol and Mike Meise

Mary Marzelli

Marji McMillan

Erika Mills Linda Monroe Maura Morse Michael and Jane Moss Susan & Don Moss Dana Myskowski Paige Newman Lauren Noether in honor of The Newest Sweet Beet: Olivier Hugo Bauer Jackie Nowicki Joan O'Connor Robert O'Neil Sally O'Neil Tonya and Orhun Orme **Kasey Ormiston Richard Ormiston** Chrysanthe B. Otto Alishia ouellette Joanne Palmisano **Arthur Pappas** Pamela Payson in memory of Dorothy and Ed Keleher, my aunt and uncle Liz Peterson **Christine Polchlopek Barbara Pontier** Suzanne Rametta-Todd in honor of Andy & Dorothy **Jeffrey** Erin Reed in memory of **Dwight Graves** Allan Reetz **Rhiannon Rhodes**

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"I donate because the Kearsarge Food Hub shares the best of New Hampshire food, culture, and caring." ~KFH Donor_____

Please note that we have made every effort to ensure that this list is accurate and appears according to donor wishes. If there is an omission or error, please know that it is in no way intentional and accept our deepest apologies. Please contact our Director of Community Engagement, Tara Mahady at tara@kearsargefoodhub.org with any questions or concerns.

ORGANIZATIONAL SUPPORT

Special thanks to these businesses, family foundations, and organizations for their generous support!

BUSINESSES

B2VTRide LLC
Bar Harbor Bank & Trust Charitable Giving Fund
Contoocook Carry
Community Fund
EMBREWDERY
Lake Sunapee Flower Farm
Old Hampshire Designs
Springledge Farm
Z&M Sheet Metal, Inc.



FAMILY FOUNDATIONS

David Click and Kathleen
Bollard Family Fund
Dorr Family Foundation
Joy & Michael Sydney
Charitable Fund
Ormiston Family Fund
Sethness Family Foundation
Tacooma Fund
Tonya and Orhun Orme Fund

GOVERNMENT

Sullivan County Commissioners Office -GSCPHN COVID19 Community Assistance New Hampshire Department of Agriculture, Markets & Food // USDA Specialty Crop Block Grant

NONPROFITS

Hanover Community Cooperative Fund
KLS Food Pantry
NH Food Alliance
NOFA-NH
Unitarian Universalist Church of Concord
Warner Connects

IN-KIND DONATIONS

Unless, LLC
Vera Dabney Kelsey
Robert ("Rob"/"Bob") Blank
Bauer Construction
Clayton A. Miller, Inc.
Joy and Michael Hammond

FOUNDATIONS

NH Charitable Foundation
Prospect Foundation

THANK YOU SO VERY MUCH TO THESE LOCAL ARTISANS, MAKERS, FARMERS AND PRODUCERS FOR MAKING OUR 2021 LOVE LOCAL AUCTION A SUCCESS!

Alicia Bergeron Design Artisan's New London Becky Sawyer Blue Loon Bakery Colby-Sawyer College Cory Flint Cosh, LLC

Darryl Peasley of the Abenaki Trails Project Don Moss Arts

Ellie Brown, Wild Iris Handcrafts
Erica Walker Jewelry
Evergreen Healing Arts

Full Belly Deli & Kitchen
HeeBee Geebs Flower Petal Jewelry

J. Ann Eldridge, Printmaker Jennifer Silvia Nutrition Kathy Lowe-Bloch Kearsarge Gore Farm Local Harvest CSA
Local potter Susan Reeder Moss
Madeleine Wright
Michael Elmes
Micro Mama's
Monica Rico & Jason Mutschler
New London Inn, Coach House
NH Community Seafood
Noki Pottery

Nourish Holistic Health & Nutrition Pat's Peak

SHARA Vineyards

Sherry L Gould, Nulhegan Band of Abenaki, Basket Maker Silver Hill Farm

Sunapee Trading Post

Tara Mahady, Meditation Guide & Spiritual Educator
Warner Public Market
Wayfarer Coffee Roasters

VOLUNTEERS

Thank you to these volunteers! These folks show up and contribute their time, energy, and heart to help KFH operations sing with resonance and community connection!

Craig Alibrandi Peter Arnold Janet Bauer Mike Bauer Peter Blank Kathleen Bigford Amanda Brendell Erica Broman Ellie Brown Ellen's Husband Ellen Brownson Pam Bruss **Abbie Castriotta Leah Cummings Chris Fields** Hanna Flanders Kai Fogelquist

Ann Fournier Kim France **Art Fraser Richard Gates** Lillian Hebert Mike Heffernan Shamus Heffernan **Emily Hill Marty Hopkins** Cameron Huftalen **Andy Jeffrey Ben Jones** Dabney Kelsey Natalia Karaulova Lisa Kelly **Charles Kelsey**

Dustin Laverack Peter Loosigian Lisa Loosigian Tara Mahady-Coltey Leon Malan **Dick Matthews** Patti Mullin Jason Mutschler Steven Newman **Toni Norris Kaylin Purple James Rhodes** Monica Rico Sage Scott **Emily Swindell** Catherine Tapsall















OUR TEAM

STAFF

Jacob Baldasaro Cameron Huftalen **Trinity Bigford Garrett Bauer** Kaitlyn Blaisdell Michael Brown Dani Deely Leo Esperanza Hanna Flanders Oliver Flynn France Hahn Pierre Hahn Lauren Howard

Cassie LaShier **Lilly Landes Dustin Laverack** Julie Loosigian **Tara Mahady** Jake McCormack Tim Owen **Zoe Parys** Sage Scott Jennifer Silvia Alicia Simoneau



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