



Kearsarge Food Hub

Home of Sweet Beet Farm+Market+Cafe



2023 ANNUAL REPORT

*Forging a
bright future
for our local
food system*



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land acknowledgement

We are on the unceded land of N'dakinna, which has long served as home and a site of meeting for Abenaki people for thousands of years. Kearsarge Food Hub honors, recognizes, and respects these Abenaki as the traditional stewards of the lands and waters on which we live and work. We commit to respecting and helping protect the lands within our use and share the bounty with our Abenaki partners today.



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.

Serving the greater Kearsarge / Lake Sunapee region of New Hampshire



a word from our chair

In 2023, the mission of the Kearsarge Food Hub (KFH) of reinvigorating our community within a restorative local food system deepened in meaningful ways. As you will see demonstrated throughout this report, many hearts and minds come together to bring this mission to life each and every day to support thousands of neighbors.

The services that KFH has been developing since its beginning in 2015 are in direct response to the real needs of our community - the needs of families struggling to put food on the table; the need to support local farmers through the most challenging growing season in recent memory; the need to care for our lands and waters during a time of environmental devastation.

At a glance, in 2023 we reached 4,000 individuals with food donations totaling 28,800 units of food (pounds of produce, prepared meals, etc.), sent over \$310,400 into the pockets of over 150 local and regional farmers and producers, supported 450 home and community gardens in the Kearsarge area through collaborative programming with local partners, and connected with over 200 unique learners of all ages on Sweet Beet Farm with direct, hands-on farm and food education.



This work is about more than the impact numbers, it's about a community embracing the principles of regenerative farming, cultivating not just crops but also a sense of shared responsibility. By nurturing the land with sustainable practices, it's about forging a connection between residents and the environment and fostering a bond that extends beyond the fields. Through regenerative farming and a restorative local food system, this community is in a process of flourishing into a haven of shared values, cultivating not only a bountiful harvest but also a warm and welcoming atmosphere for all.

Empowering everyone with knowledge about sustainable farming practices and nourishing food is akin to planting seeds of positive change. As individuals grasp the essence of responsible agriculture, they become stewards of the land, fostering environmental harmony and food security. This collective wisdom not only transforms the way we cultivate our sustenance but also creates a ripple effect that creates a healthier, more interconnected world where communities thrive and our relationship with the Earth is one of mutual respect and care.

This report is special because it showcases stories of young people that represent the future of our local food system. These young people give us hope for what's to come, as they are inspired in their own ways to make the mission of the Kearsarge Food Hub their own as they move forward in the world. This is truly something to celebrate. Thank you all for being on this journey with us! There's much yet to do, but together, ***we're forging a bright future for our local food system.***

KEARSARGE FOOD HUB BOARD CHAIR



strategic direction

As we approach a decade of community service work, KFH is committed to reflection within and without. Both the organization itself and the world around us have changed significantly over the past nearly ten years, and we are working to ensure that our impact reflects our intent and remains relevant to our community today.

While the dedication and passion that brought forth KFH remains, the organization has matured significantly. We are no longer simply looking to grow our activities and programs, we are also refining our operational frameworks, enhancing efficiencies, and structuring a labor model that is appropriate for where we are now as an organization. This work is fluid, adaptive, and ongoing.

We continue to be focused on building sustainability for this complex organization so that our essential services can continue to serve neighbors well into the future. We extend our deepest gratitude to every member of the KFH team whose dedication and contributions drive our collective impact. Moving forward, we pledge to invest in our team, which will foster growth, resilience, and innovation as we continue our journey of service and positive change.

understanding impact

- Seeking and integrating feedback from the community
- Measuring the impact of KFH programs
- Exploring innovative ways to share KFH models so they may be replicated in other communities

investing in our people

- Increasing employee compensation and growing benefits
- Regularly seeking and integrating feedback from staff

prioritizing sustainability

- Restructuring roles at KFH for more focus and balance
- Building out a dashboard of internal metrics to measure the health of the organization





overview of programs

food security



Food Security at the Kearsarge Food Hub looks like a food donations program that purchases fresh produce from local farms to distribute through food pantries. It looks like operating an on-site community FREEdge (free fridge) that offers 24/7, no-questions-asked food access including produce, meals, and groceries. It looks like collaborating with community partners and pooling our resources to grow more home gardens, glean food from farms that would otherwise be wasted, and organize community food drives.



community building

Community Building is at the heart of all Kearsarge Food Hub services. The need for people to gather and connect is greater than ever, with loneliness and isolation a persistent challenge for neighbors in our rural community. Community building looks like hosting special events, gathering farmers, and maintaining community space at Sweet Beet.



farm & food education

Farm & Food Education occurs at all levels of the Kearsarge Food Hub, from curriculum-based programs on Sweet Beet Farm for students of all ages, to nurturing a community of learners where all neighbors are invited to share in a learning journey centered on getting to know where our food comes from, who grows it, and how to make the most of it.



Sweet Beet

farm + market + café

The farm + market + café provide the foundation for all of our programming here at KFH. They weave together to build capacity for moving food from farms to tables in our local food system. They also inspire people in our community to connect with their food, the land, and each other. Together, they foster a feeling of belonging and a common sense of place.

farm



Growing certified organic vegetables with regenerative practices to help feed the community and providing space for gathering and learning

market



Creating year-round access to local foods for the community and a reliable market outlet for 150+ partnering farmers, makers, and producers

café



Crafting seasonally inspired meals with local ingredients, reducing waste in our food system, and creating a community gathering space



“My son really enjoyed his experience and wants to go again (he wanted to keep going), he felt like part of a team and it gave him a sense of independence. He felt supported, comfortable and free.”

- Mom of a Farm + Forest Club student

“After the Meet Your Farmers gathering tonight, the importance of supporting local farmers has never been clearer or more critical.”

-Love Local: Meet your Farmers & Makers event attendee



“We love Sweet Beet! They're more than just a farm, market, and cafe, they're a non-profit committed to supporting the local food network and community.”

-Sweet Beet customer

“Helping to restore the knowledge of how neighbors care for and support their fellow neighbors!”

- KFH Donor



“I just wanted to say A GIANT THANK YOU for the free fridge. I often stop there for an 86 year old who lives in wilmot. She is so appreciative for the goodies I bring her. We love shopping and eating at Sweet beet and thank you for the free fridge.”

-Sweet Beet shopper and FREEdge client

“The literal act of going from farm to table is to volunteer at Sweet Beet Farm, being gifted fresh garlic and tomatoes to accompany the fresh basil that flung itself at me while weeding in the garden beds. Sweet Beet is a community treasure and to be there this morning learning about organic farming while meeting new friends was pure joy.”

-Sweet Beet Farm Volunteer





impact by the numbers

28,800

FOOD ITEMS

donated to neighbors needing a hand, including pounds and bunches of produce, groceries items, and prepared meals

19,800

POUNDS OF FOOD

grown on less than one acre with regenerative practices on Sweet Beet Farm, made available for neighbors through 10+ local markets

4,110

NEIGHBORS

supported in the greater Kearsarge region with food donations in partnership with seven local food pantry partners

450

HOME GARDENS

planted through shared initiatives like the Abenaki Seeds Project and Tray it Forward alongside valued community partners

830

MEALS

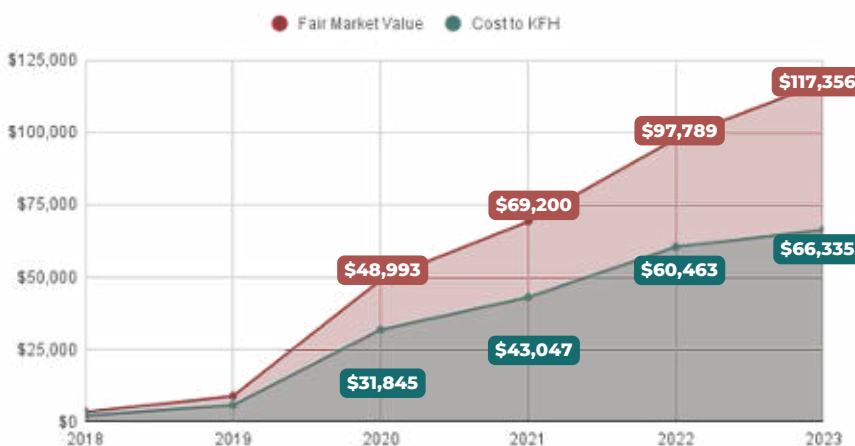
made fresh at Sweet Beet Café with local ingredients for distribution through the Community FREEdge

200

LEARNERS

of all ages educated on Sweet Beet Farm through direct, hands-on learning experiences with food, farming, and the environment

Value of Food Donated Over Time



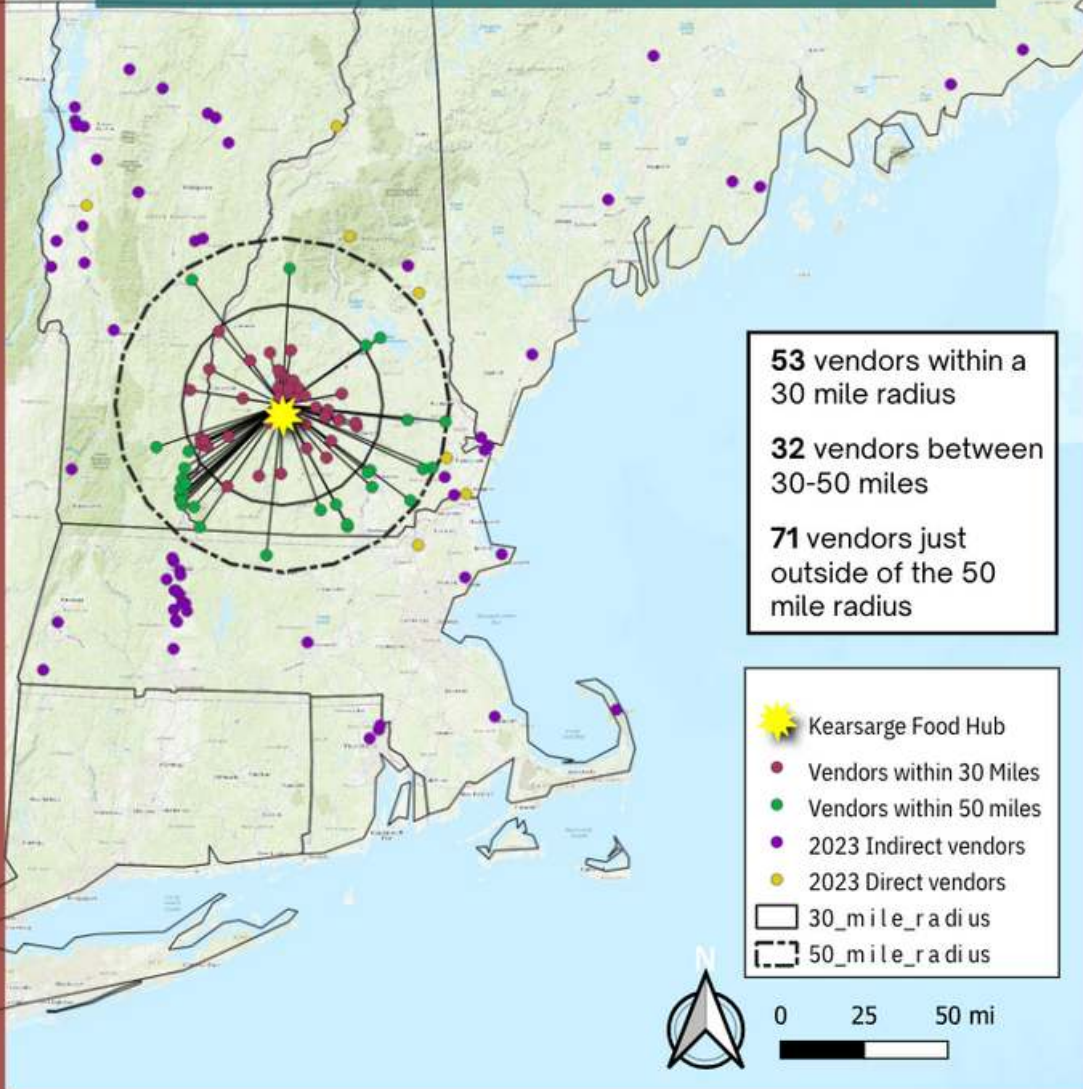
Fair market value of food donated increased by 20% from 2022 to 2023, while cost to KFH increased only 9.7%.

This is thanks to:

- GLEAN Kearsarge efforts that rescue produce to donate
- Sweet Beet Market shoppers contributing to food drives
- Local farms and gardens donating their harvests

2023 FOOD VENDORS

represented in Sweet Beet Market + Cafe



\$310,440

SENT TO FARMERS

and producers in the local and regional food system through sourcing for Sweet Beet Market + Café

4,000

CUSTOMERS

served with year-round access to local food in Sweet Beet Market + Café

156

FOOD VENDORS

from NH and New England supplying Sweet Beet Market + Café and providing for food donations with a diversity of goods



2023 highlights



growing Abenaki seeds

2,426 seeds were distributed to 50 home growers and community garden sites who grew Abenaki Seeds in year three of the collaborative Abenaki Seeds Project! **Hundreds of pounds of corns, beans, and squash were generated from this program for the Abenaki Helping Abenaki food pantry.**

connecting farmers



2023 was a year for gathering farmers! We co-hosted **3 farmer events** with friends at Vital Communities, **featured 4 local farms** in our Love Local virtual event, **connected with 11 new farms** from the Upper Valley Region in the Climate Farmer Stories Project, and **collaborated with other area farms through the Local Harvest CSA.**

reopening Sweet Beet Café

Thanks to community support, Sweet Beet Café reopened in July of 2023 after closing to reassess the model. **The community now has a reliable place to go for prepared meals with fresh local ingredients, weekend service, and a vibrant community space!**



Scan with your camera to watch the 2023 Love Local videos!

making compost on Sweet Beet Farm



In 2023, Sweet Beet Farm began collecting food scraps from Sweet Beet Market + Café to **turn food waste into fertile soil**. Along with scraps from the farm and manure from local animals, this new compost program closes the waste loop and creates fertile soil with local inputs. **In 2023, this process generated 10 yards of certified organic compost.** It's another step closer to true local self-reliance, and replicable on other farms!

launching farm + forest club



Farm education programs grew significantly in 2023, especially with the launch of a new program for homeschoolers: **Sweet Beet Farm + Forest Club**. This drop-off program for kids ages 6-12 provides a space for kids to have direct experiences with growing food and connecting with the natural environment. With the construction of a new, donor-supported education building on the farm, farm education will continue to grow in the year ahead!

Forging a bright future by supporting young farmers



Molly Alfonso

A young farmer finds support and connection to further her career in the local food system.

Molly Alfonso started studying farming in school in 2017, but it wasn't until she decided to go work on a farm in 2020 that she really started to get into it. She quit her job in a restaurant to work full time on the Vegetable Ranch in Warner, NH. **Under the guidance of the late Larry Pletcher, a leader in organic agriculture in New Hampshire for over 30 years, Molly learned more than she could in school about agriculture.** When Larry passed away unexpectedly in 2021, Molly stepped into a leadership position at the Vegetable Ranch.

For three seasons, Molly managed production on the Vegetable Ranch and did everything she could to maintain the markets that relied on the farm's production. She took a course for new farmers through the UNH Cooperative Extension in the fall of 2021 to learn more about the business of running a farm. Many folks in the local food system reached out to offer support and guidance. **For Molly, "feeling involved in such a big community was a reassurance in what I was doing."**

With her team on the farm, she made sure the Vegetable Ranch continued to produce food for the community, including sending produce to Sweet Beet Market and the many outlets that Larry had cultivated over the years. **"I felt very lifted up by everybody."**

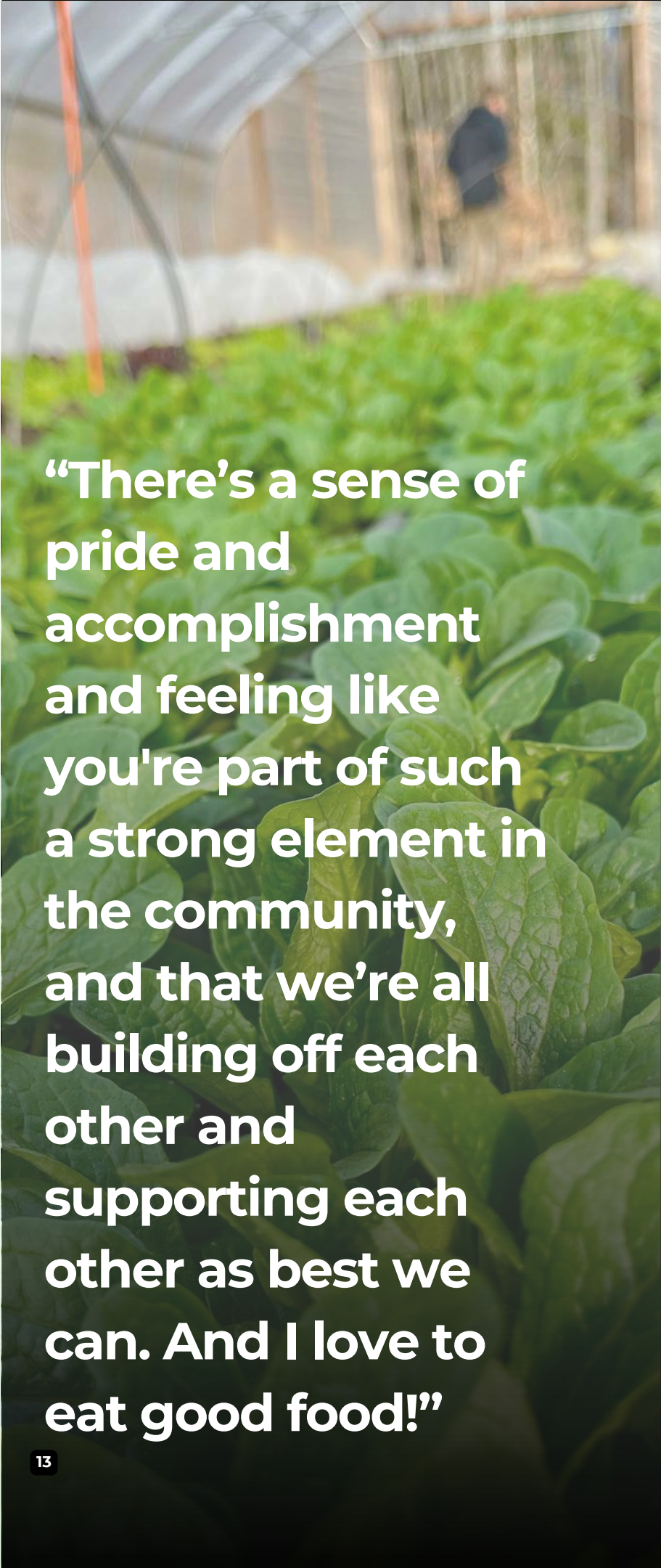
In her position as Farm Manager at the Vegetable Ranch, Molly deepened her connections with friends at the Kearsarge Food Hub. She started having conversations with Co-Executive Director France Hahn, who provided advice on best practices for selling produce to local markets, from invoicing protocols to maintaining high quality products. Molly attended farmer meetup events at the Food Hub and found both comfort and knowledge in connecting with other local farmers. She notes that as the only local food hub, **KFH provides the critical service of bringing people together, especially farmers. "I really love that you give people a place to gather, a purpose for getting together."**

After three seasons at the Vegetable Ranch, **Molly decided to move on and pave her own path in the local food system.** She has so much gratitude for her experience on the Vegetable Ranch and for all the indispensable wisdom she learned from Larry Pletcher.

For Molly, the importance of the local food system is about a holistic sense of health and connection, and the community that comes together around growing and sharing fresh foods. “There’s a sense of pride and accomplishment and feeling like you’re part of such a strong element in the community, and that we’re all building off each other and supporting each other as best we can. And I love to eat good food!”

Molly is committed to staying involved in the local food system and is excited to explore the many paths she could take in the years to come. Farming will absolutely be a part of it in one way or another because “being a farmer is something that’s really important to me and it’s something I take pride in.” Molly will be working on Sweet Beet Farm as an apprentice in 2024. **She is excited to learn about the farming systems and techniques that Sweet Beet uses to produce a high volume of food from a relatively small piece of land.**

Molly feels that one of the most important roles that the Food Hub plays in the local food system is “**getting more young people involved**”—catching people who might not be aware of or able to find opportunities in the local food system. She is excited to join the Food Hub team and feels there is so much to learn here as she continues her journey in farming, which will only add to the robust education she got at the Vegetable Ranch. There’s a lot more to come from this young farmer so be sure to stay tuned!



“There’s a sense of pride and accomplishment and feeling like you’re part of such a strong element in the community, and that we’re all building off each other and supporting each other as best we can. And I love to eat good food!”

Forging a bright future with meaningful work experiences



Jamie Rand

A college student finds direct experience with the local food system to enhance their studies and community connections.

Jamie Rand grew up in South Newbury, one of the more rural towns in the Kearsarge area. Growing up in rural New Hampshire, **Jamie found recreation and comfort in the outdoors, climbing trees and exploring rivers and caves.** It was in these early years that he developed a lasting love for the natural world.

This love transformed into concern as **Jamie began to notice changes happening in the environment around him** firsthand, from droughts and dwindling streams to trees being cut down, and later learning about climate change and environmental injustices throughout the world.

After graduating from Kearsarge Regional High School in 2022, Jamie went off to Cornell University to study Environment and Sustainability, with a minor in American Indian and Indigenous Studies.

Jamie started exploring his interests in nature, health, and equity through a focus on environmental policy and governance. Although he didn't know exactly where his studies would take him, Jamie knew that he wanted to center his care for nature and develop skills that would help him aid in its restoration.

In 2023, when he came home from his freshman year at Cornell, Jamie wanted a summer job that was aligned with his studies and interests, so **he applied to work at Sweet Beet Market.** He already knew about the Kearsarge Food Hub and Sweet Beet, seeing it come to life in Bradford in the early days of its creation. **“When I was growing up, my best friend lived down the street from where Sweet Beet is now. I noticed when you guys moved in and I was ecstatic. It brought me so much hope for my community.”**

Jamie was already interested in local food systems, but his experience had largely been theoretical up until he started working at Sweet Beet Market. During that summer, **Jamie was able to expand his understanding of local food in a hands-on, experiential way.** He reflects that prior to working in the market, he “knew nothing about seasonal produce and food flowing through the market” from the local farms that stock the shelves.

Through his work at the food hub, Jamie had the opportunity to develop a connection to the fruits of the local food system that he'd never had before. Personally, **this gave Jamie “the knowledge to actually act on the things I already wanted to be able to do,”** namely how to eat locally and be a part of the local food system.

His experience **gives Jamie hope for the future and pride in his local community.** “One of the most transformative things in our country right now is people working for local food because it's not just about food, it's about getting back to the community and getting back to caring about one another.” Being involved with this work has changed Jamie's outlook on **how we can move toward a more just and sustainable world that includes caring for our environment.**

As Jamie continues his studies, he's excited to find more opportunities to work with the Kearsarge Food Hub. **“I want to learn more from the local food system and the people of KFH. It gives me hope.”**

Jamie understands that **food is an essential component of a healthy planet and thriving future** because it's something that comes from the earth and that has the power to reach everybody. With this understanding in mind, Jamie is keeping his options open for exactly what his career might be. “In one possible future, I'm a farmer. In another one, I work for the UN. **Absolutely, no matter what, there's definitely going to be a garden in the backyard.**”



“One of the most transformative things in our country right now is people working for local food because it's not just about food, it's about getting back to the community and getting back to caring about one another.”

Forging a bright future by
bringing kids and families to
the farm



The Corliss Family

A young family finds much-needed opportunities to connect with local food, farms, and community.

Crystal Corliss is a mother of three currently homeschooling her two youngest, Violet, 11, and Silas, 8. Her homeschooling experience has been rewarding in so many ways, but it hasn't been without its challenges; for a long time, **she struggled to find programs in the Kearsarge area that help get her kids out of the house and into the community.** Most of the programs she's found are far away, a long drive and outside the community that she's raising her children in.

In the fall of 2022, Crystal contacted the Kearsarge Food Hub to see if she could **arrange a field trip to Sweet Beet.** To her delight, Education Manager Julie Loosigian got back to her to coordinate a field trip to Sweet Beet Farm for Crystal and other homeschooling families. **Crystal knew about Sweet Beet Market + Café but had no idea that Sweet Beet Farm was a separate location tucked away in the woods in Bradford, NH.**

She and her kids had such a magical time on the farm during that first visit that Crystal was hoping for a regular program for homeschoolers on the farm. It just so happens that such a program was already in the works. **In the spring of 2023, Sweet Beet's Farm + Forest Club was born.**

Farm + Forest Club (FFC) is an experiential, nature-based program designed for kids ages 6-12, specifically homeschoolers as it's a drop-off program that takes place during the school day. Crystal's kids, Violet and Silas, have not missed a session since it launched in the spring of 2023, and they absolutely love it. For Crystal, **this program fills a critical gap of local programming where her kids are able to build relationships with adult mentors and connect with their peers while learning how to grow and eat local food.**

At FFC, Violet, Silas, and the other **students plant seeds and tend their own garden plot called Junior Beet,** conduct science experiments, make cucumber sandwiches (and other snacks using ingredients they harvest from the farm), build fires, roast vegetables (rather than marshmallows), and explore the woods that surround the farm.

Crystal notices that **the program helps her kids try things they wouldn't normally be open to.** "My kids truly are willing to try more vegetables now, seeing the process and being away from us as parents, with peers outside with food, with nature." **They come home excited to share what they've learned with the whole family,** from their new favorite foods ("now my son's obsessed with bok choy!") to recreating recipes they made on the farm.

The kids are learning how important it is to grow food and be a part of the local food system and the natural systems that sustain us all "in a way that will actually reach them." They're getting the chance to **explore their own relationships with the natural world while connecting with the bigger picture of a community-based food system.** Crystal sees the impact that this program has on her kids every day, and feels grateful for this experience that she's not able to provide at home on her own. **"Violet says she wants to be a farmer."**

The Farm + Forest Club experience has been a game changer for Crystal and her family, from providing hands-on outdoor learning in a world dominated by electronics to creating spaces for homeschooling kids and families to connect. **With a private, sliding scale tuition system, Crystal knows that this program is more accessible and welcoming to families than most out there.** So delighted by the whole experience, one day Crystal asked Julie if there would ever be a gardening class on the farm for adults. Green Thumb 101, a 6-week gardening course for adults, is launching in the spring of 2024, and Crystal was the first to register.



"My kids truly are willing to try more vegetables now, seeing the process and being away from us as parents, with peers outside with food, with nature."

Forging a bright future by empowering students to feed their community



Hungry Owl Food Pantry

Faculty and students work together to provide access to fresh foods for their peers on campus at Keene State College.

As a dietitian and faculty member at Keene State College, Dena Shields has always been interested in food and nutrition security for students on campus. That interest grew as she heard stories of students going hungry at school. Dena knows, like so many in education, that **students simply cannot succeed in school if they don't have their basic needs met, including access to sufficient foods for a healthy, active life.**

In 2019, Dena became the faculty advisor for the campus food pantry, the Hungry Owl. When Dena started overseeing the Hungry Owl, the program's budget for food purchases was only \$300. Since then she's been committed to **growing the pantry's community partnerships and resources in order to support more students with access to healthful food, personal care items, and school supplies.**

Dena is a regular patron of Sweet Beet Market + Café and participates in Kearsarge Food Hub programs like the Abenaki Seeds Project, so **she decided to reach out to see if the Food Hub might be able to help her source fresh produce.**

Since started receiving donations of fresh produce through the Food Hub's Food Security program, noting that **she is "continuously and pleasantly surprised at the generosity of the Kearsarge Food Hub in supporting us in meeting the community's needs."** Donations of fresh produce allow the pantry to "improve the quality of our offerings, and therefore the diets of the many students that rely on our organization to meet their needs. We know that this supports each student toward success." According to Dena, because of cost barriers, **creating access to fresh foods would simply not be an option without the Food Hub's regular donations.**

Dena does the behind the scenes work of the pantry, like applying for grants and managing the funds, but **it's the student volunteers that ensure the pantry is open consistently for two hours per day, four days per week.**

Alexa and Julia (pictured to the left) are two key student leaders that have ensured the pantry's accessibility and success in serving their peers for the past two years. They hear regularly that the fresh offerings are deeply appreciated; "The Hungry Owl has helped me access healthy foods when I'm tied up with a busy nursing schedule. The healthy food options help me follow a diet that I teach my patients about."

Dena, Alexa, and Julia note that **the need for the pantry's services is on the rise**, with demand for its offerings increasing. This is especially true since the pandemic. They know that **times are tough for many and the most important thing is to continue to raise awareness that the pantry is there to help.**

They provide critical real-time support while also working to reduce stigma around using the pantry so more folks feel comfortable getting what they need. Dena notes that there's a general lack of awareness that college students even need this kind of support; **the belief is that if kids can afford to go to school, they can afford food. According to Dena, this is simply not true**, which is why the work of the Hungry Owl is so critical.

Dena is energized by the fact that the Hungry Food Owl Pantry is a collaborative effort, from the Food Hub's donations of fresh produce purchased from local farms to the student volunteers making it happen on the ground level. "It is so exciting to think about the number of people that have their needs met when people and organizations work together to support one another."



"It is so exciting to think about the number of people that have their needs met when people and organizations work together to support one another."

Forging a bright future by inspiring the next generation of Earth stewards



Anna Lick

KFH Farmer Apprentice finds inspiration to study Sustainability and Food Systems at the University of Vermont.

Anna Lick was counting votes one day in Sutton, NH with neighbors, one of which was Tara Mahady. They got to chatting and Tara shared with Anna a little bit about the work she does at the Kearsarge Food Hub. Tara had done many things at the Food Hub, from sitting on the board of directors to now working as the Sweet Beet Marketing Manager. She mentioned to Anna, a high school student at the time, that there were **educational opportunities on Sweet Beet Farm that might be right up her alley as a nature-lover.**

After that conversation, **Anna signed up for an Extended Learning Opportunity (ELO)**, a collaboration between the Food Hub and Kearsarge Regional High School where students work and learn on the farm for school credit. Though she had heard of KFH before, this was her first connection to the organization, and **her first real interaction with farming and food systems in general.**

It just so happened that Anna fell in love with the farm, and when she finished the ELO program she decided to deepen her learning with a 3-month apprenticeship over the summer of 2023. In addition to lending a hand in all aspects of farming, Anna was integral in launching the farm's new composting program, which utilizes food scraps from Sweet Beet Market + Café, natural farm byproducts, and animal waste from other local farms to generate nutrient-dense finished compost. After initially being a little grossed out shoveling chicken poop, things clicked when she saw the temperature reach 130 degrees in the compost pile she helped build; **“this is just our waste but being put to good,” she realized.**

Anna credits her experience on Sweet Beet Farm, first as an ELO student and then as an apprentice, with **sparking her interest in food systems and sending her on the trajectory she is on today.** She's now pursuing a major in Sustainability, Ecology and Policy and a minor in Food Systems at the University of Vermont. Through these studies, Anna is deepening her understanding of **how important it is to promote local food, noting that the Kearsarge Food Hub plays this role in the Kearsarge community and it's something that's needed everywhere.**

Anna's experience growing food on Sweet Beet Farm has given her a deeper appreciation for where her food comes from and has provided practical skills for sourcing, preparing, and enjoying healthy local food. This new knowledge is something she says she's going to carry with her. **"Working at Sweet Beet opened my eyes to this new way of living that I really liked that I wanted to determine for myself.** It gives me a lot of hope for my own future and for how I want to live my life when I'm out on my own."

Anna not only learned the benefits of farm fresh, local food from a health perspective, but her studies in ecology have been enriched by the foundational philosophies underpinning the farm's production. Sweet Beet Farm and farm education programs embrace the **profound teachings of Indigenous wisdom, gratefully drawing inspiration from a legacy deeply embedded in a harmonious connection with the land.** Anna started experiencing how being in direct relationship with the land promotes more compassion and respect for the natural world. **This compassion has the power to change the way we interact with our environment.**

Though Anna doesn't know exactly what her career will look like after her studies at UVM, she does know that **her experience on Sweet Beet Farm forever altered her outlook on life and her direction moving forward.** "It's the thing people know about me at school, that I worked on a farm during the summer." Anna plans to visit the farm and volunteer any chance she can get. It's a refuge and grounding force she did not expect to find in Bradford, NH.



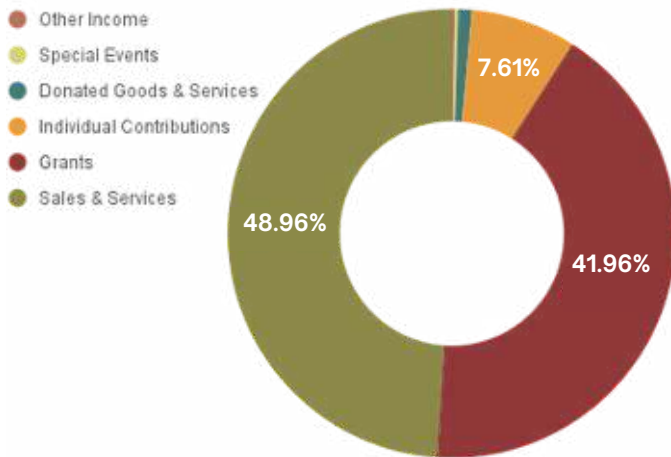
"It's the thing people know about me at school, that I worked on a farm during the summer."



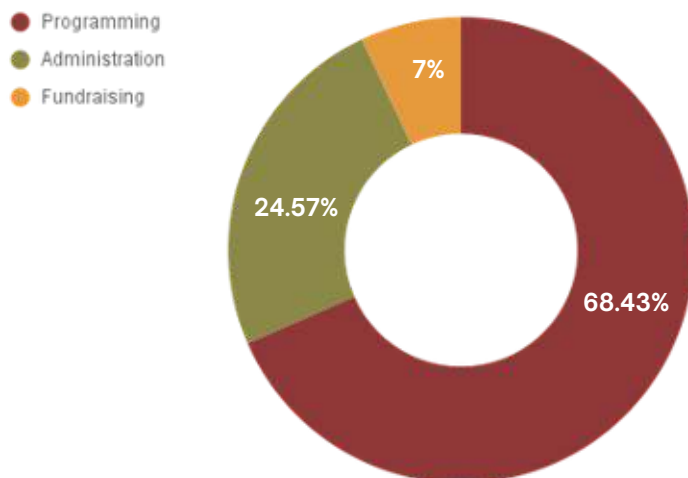
2023 financials

KFH is committed to nurturing diverse funding streams to contribute to the financial viability of our charitable activities. To this end, we aim to have a positive net margin for each program that generates earned income (Farm + Market + Café), while also relying on the generosity of nearly 500 individual donors. In 2023, our educational programs contributed revenue for the first time, though all programs are offered on a sliding scale tuition so participants can privately select to pay what they can. With the establishment of an operating reserve, as noted below, KFH has greater financial stability than ever before. We are deeply grateful to all who contribute to these funding streams, from our donors to shoppers at Sweet Beet to folks that donate time and goods in support of the mission.

Total Revenue 2023



Functional Expenses 2023



| income | |
|---------------------------------------------|--------------------|
| Net Sales - Sweet Beet Farm + Market + Cafe | \$806,502 |
| Program Services | \$11,377 |
| Individual Contributions | \$127,117 |
| Government Grants | \$0 |
| Foundation Grants | \$700,922 |
| Special Events | \$4,333 |
| Donated Goods & Services | \$16,276 |
| Other Income | \$3,833 |
| Total | \$1,670,361 |
| cost of goods sold | |
| Total Cost of Goods Sold | \$615,280 |
| Gross Margin | \$1,055,081 |
| operating expenses | |
| Payroll Costs | \$402,497 |
| General Expenses | \$235,290 |
| Total Operating Expenses | \$637,787 |
| Net Operating Income | \$417,294 |

In 2023, the Kearsarge Food Hub received an incredibly generous one-time foundation grant of \$400,000, accounting for the significant positive net operating income shown. The use of these funds is geared toward deepening financial viability for the organization: \$75K is allocated to personnel investments, \$75K is for capital improvements, and \$250K of unrestricted funds is being used to establish an operating reserve. The operating reserve funds will earn compounding interest year-over-year and help ensure the financial stability of KFH for years to come, providing a cushion against economic and climate change uncertainties, cash flow fluctuations due to seasonality, and other unexpected events.

\$18.65

AVERAGE HOURLY RATE

Average hourly rate changed from \$16.78 in 2022 to \$18.65 in 2023, an 11% increase.

\$45,000

IN EMPLOYEE DISCOUNTS

Including a 25% market discount for all staff, all the time, and a meal credit with every shift.

10.4

FULL TIME EQUIVALENTS

Full time equivalents reduced from 13.2 to 10.4 due to restructuring Café operations.

INVESTING IN OUR PEOPLE



In 2023, we continued to make progress in our ongoing commitment to intentionally invest in our team, the people who carry out the work here at KFH:

- Wages were increased across the board, including a 5% cost of living adjustment;
- We implemented the first-ever employee bonus fund to recognize excellent work from our staff;
- The organization provided a total value of \$45,000 in meal credits and employee discounts in the market & café in 2023, helping to ensure access to healthy local food for the team.

Another notable change in 2023 was the restructuring of Sweet Beet Café to achieve greater sustainability. After closing temporarily from February to June, we changed the model to operate on a smaller scale with simpler offerings and fewer positions. **This change, informed by community feedback, has yielded not only financial benefits but has also reduced stress and strain on our team overall while providing consistent service to our community!**



2023 financials

Donors to the Kearsarge Food Hub are foundational to sustaining all services and operations, all while forging a bright future for the local food system. More than 420 individuals, families, and organizations contributed more than \$834,000 in 2023. We are deeply grateful for every single dollar that comes through to nourish the KFH mission - it all adds up to make a huge difference.

| | | | |
|----------------------------|----------------------------|------------------------|--------------------------|
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| Jessica Bray | Crescent Moon Yoga and | Emily Fucarile | Wendy Hubert |
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These lists have been prepared with care. If your name has been listed incorrectly or omitted in error, please email France Hahn at france@kearsargefoodhub.org so we may update our records.



2023 monthly donors

Monthly donors are an incredibly special group of dedicated supporters providing the fertile ground and healthy soil from which all of Kearsarge Food Hub's nonprofit community service grows and thrives! We thank these individuals for their generous monthly commitment.

Bethany & Pete Albrecht
Jennifer Alford-Teaster
Michael Andrews
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corporate sponsors



We are deeply grateful to these generous sponsors for making KFH programming possible in 2023!

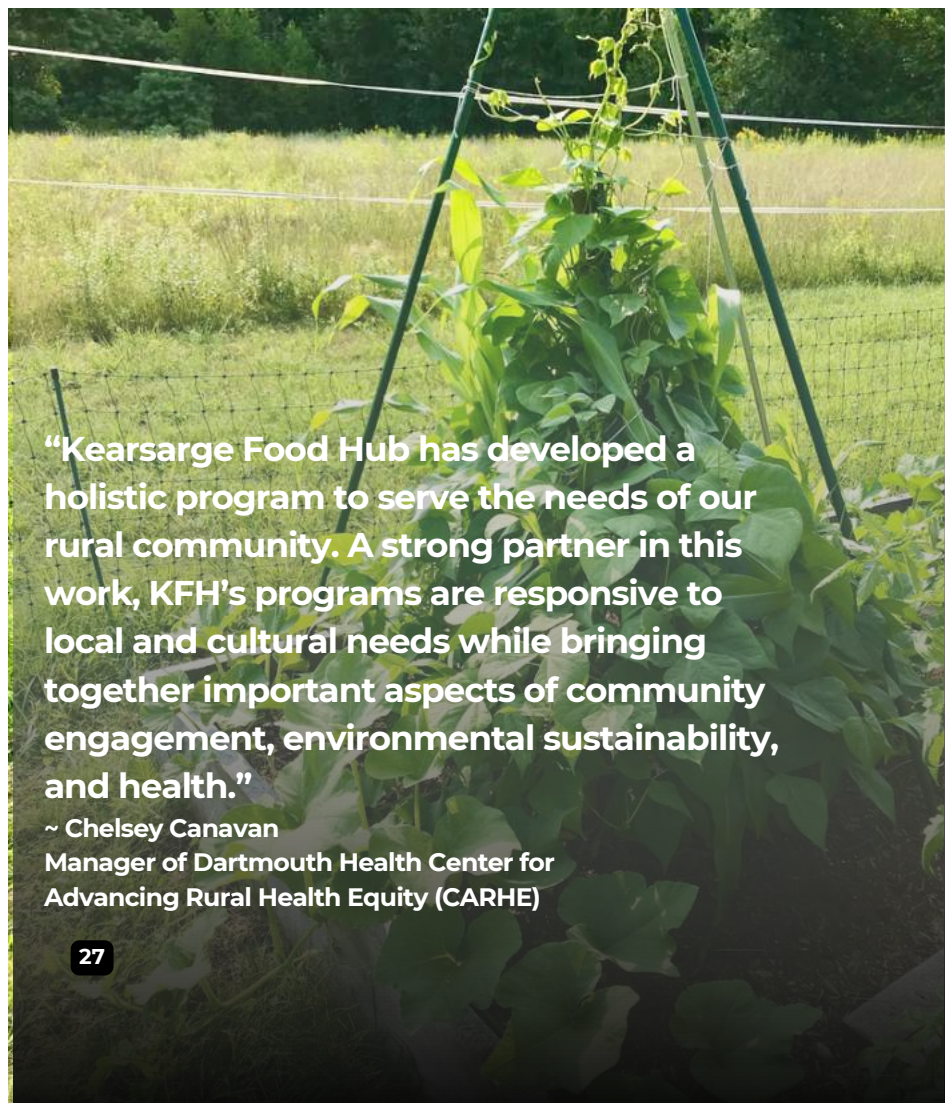
If you're interested in sponsorship opportunities at KFH, visit: www.kearsargefoodhub.org/sponsorships



community partners

This list represents community partners that we actively worked with in 2023.

- Abenaki Trails Project
- Abenaki Helping Abenaki Food Pantry
- Bradford Elementary School, KRSD
- Bradford Food Pantry
- Colby-Sawyer College
- Dartmouth Health
- Food for Thought
- Food Solutions New England
- NE Grassroots Environmental Fund
- Henniker Food Pantry
- Hopkinton Historical Society
- Hungry Owl Food Pantry
- Kearsarge Lake Sunapee Food Pantry
- Kearsarge Neighborhood Partners
- Kearsarge Regional High School, KRSD
- New London Hospital
- NH Food Alliance
- NH Hunger Solutions
- NOFA-NH
- Parker Academy
- Stay Work Play
- Vital Communities
- Warner Food Pantry
- Warner Public Market



“Kearsarge Food Hub has developed a holistic program to serve the needs of our rural community. A strong partner in this work, KFH’s programs are responsive to local and cultural needs while bringing together important aspects of community engagement, environmental sustainability, and health.”

~ Chelsey Canavan
Manager of Dartmouth Health Center for Advancing Rural Health Equity (CARHE)



2023 volunteers



Volunteers make Kearsarge Food Hub services possible! From helping our with annual events like our community fair, to lending a hand in the kitchen, to harvesting on Sweet Beet Farm, we deeply thank these wonderful friends for sharing their time and effort!

Parker Academy
Students
Julio Alfonso
Jenn Alford-Teaster
Steve Allenby
Ashley Bauer
Garrett Bauer
Janet Bauer
Sabrina Bernard
Kathleen Bigford
Vanessa Bilbe
Mark Bilbe
Robert Blank
Peter Blank
Bradford Bloom
Erica Broman
Laurie Buchar
Dianne Burgess
Jenna Cook
Amy Cook
Anna Cook
Leah Cummings
Crispin Fletcher
Christine Fletcher
Dick Gates
Kellianne Hamburg
Mike Heffernan
Marty Hopkins
Heather Horan
Mollay Jallah

Andy Jeffrey
Charles Kelsey
Cynthia Kelsey
Dabney Kelsey
Ann Kratz
Dustin Laverack
Bryan Leary
Nancy Lindsey
Lisa Loosigian
Tara Mahady
Marie Maliawco
Denise Mitchell
Peter Mitchell
Susan Moss
Don Moss
Elizabeth Paff
Ricky Podsiadlo
Katie Rettew
Kaden Roy
Sage Scott
Martin Sheerin
Marty Smith
Heather Turner
Sahaji Watson
Shabda Watson
Surya Watson
Justin Watson
Roger Wilkerson
Anne Wustrow
Natali Zogheib

If you're interested in volunteering at KFH, fill out the short form at: www.kearsargefoodhub.org/volunteer



the KFH team



2023 staff

Julio Alfonso
 Jacob Baldasaro
 Kaitlyn Blaisdell
 Bradford Bloom
 Michael Brown
 Anna Cook
 Leo Esperanza
 Hanna Flanders
 France Hahn
 Pierre Hahn
 Lauren Howard
 Maelle Jacques
 Cassie LaShier
 Dustin Laverack
 Carrie Levesque
 Anna Lick
 Julie Loosigian

Tara Mahady
 Jake McCormack
 Denise Mitchell
 Rah Nelson
 Shannon Osteen
 Katlyn Paquet
 Devin Phyllides
 James Rand
 Katie Rettew
 Carolyn Rordam
 Jennifer Silvia
 Alicia Simoneau
 Connor Snarski
 Jeffrey Volkens
 Shabda Watson
 Connor Winter
 Natali Zogheib



2023 board

Charlie Kelsey - Chair
 Amanda Brendell - Treasurer
 Kathleen Bigford - Emeritus
 Peter Arnold
 Ellen Brownsen
 Leah Cummings
 Steve Forde
 Andy Jeffrey
 Leon Malan
 Courtney Perron
 Monica Rico
 Mary Saritelli

To see current job opportunities at KFH, visit: www.kearsargefoodhub.org/employment
 For more information on our current staff and board, visit: www.kearsargefoodhub.org/meet-the-team



Donate Online

www.bit.ly/KFHgive



Send Checks to:

Kearsarge Food Hub
11 West Main Street
Bradford, NH 03221
603-938-5323

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Stay in touch

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