

carolina farm 
stewardship association

IMPACT REPORT

40TH
ANNIVERSARY



A MESSAGE FROM OUR EXECUTIVE DIRECTOR

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Roland McReynolds, CFSA Executive Director

We are excited to share with you the impact of our work in 2018 and 2019.

To be clear, “our work” is not that of the Carolina Farm Stewardship staff alone, but rather that of our collective network of staff, members, supporters and volunteers. Since our founding 40 years ago, our community has been built on a commitment to sustainability, respect for farmers and the environment, responsible agriculture practices and a secure, accessible, local food system for all. Together, we are improving society’s relationship with food, building a resilient farming community and leading the way in the good food movement. Please join us in celebrating the accomplishments of the past two years while looking ahead to a promising future of growth and continued success.

ABOUT CFSA

The Carolina Farm Stewardship Association (CFSA) is a farmer-driven, membership-based 501(c)(3) non-profit organization that’s on a mission to bring local, organic food to your table from a farmer who shares your values.

OUR MISSION

We help people in the Carolinas grow and eat local, organic food by advocating for fair farm and food policies, building the systems that organic family farms need to thrive, and educating communities about local, organic farming.

OUR VISION

Create a regional food system that is good for consumers, good for farmers and farmworkers, and good for the land.

Cover Photo Credit: Katie Murray
Boy Howdy Farm, Mebane, NC

Impact Highlight: RESEED Recovery Fund

CFSA lead an initiative to provide affordable loans to small, sustainable farms in North Carolina and South Carolina who were negatively affected by Hurricanes Florence and Michael.

Racial Equity Statement

CFSA commits to embed racial equity within our programs, service and advocacy. In 2019, our Board of Directors’ Racial Equity Committee, in conjunction with our staff, established CFSA’s Statement on Racial Equity, Diversity and Inclusion. To read the full statement, please visit bit.ly/CFSA-raciaequity

THEORY OF CHANGE

CFSA works to build a healthy, just, and sustainable food and farming system while addressing today's pressing challenges, from a loss of farmers and farmland to the need for research and resources tailored to family farms, to the ongoing integrity of

sustainable agriculture. CFSA also works to empower individuals to take part in decision-making about their community's food supply.

THE OPPORTUNITY



U.S. consumers buy **MORE THAN \$50 MILLION WORTH** of organic foods every year



PRODUCE IS CONSISTENTLY AT THE TOP of organic food demand



The sector has grown **245%** over the past 15 years



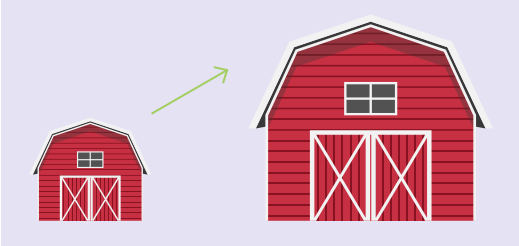
2002 —————> 2017

THERE IS TREMENDOUS OPPORTUNITY FOR OUR MEMBERS TO CONTINUE LEADING THE SUSTAINABLE AGRICULTURE SECTOR

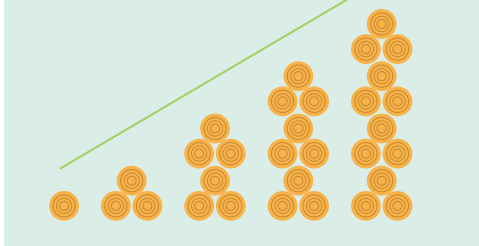
In South Carolina, farms **BETWEEN 10-49 ACRES** grew their average **MARKET VALUE BY \$6,341**



The number of USDA certified organic farms in South Carolina has grown from 8 farms statewide to **MORE THAN 110 FARMS TODAY**



North Carolina saw a net increase of **1,000 SMALL FARMS** since 2012




1,270 SMALL FARMS have emerged in South Carolina since 2012

Since 2017, North Carolina gained more than **200 CERTIFIED ORGANIC FARMS**




On average, organic farmers in North Carolina are **6 YEARS YOUNGER** than the typical North Carolina farmer

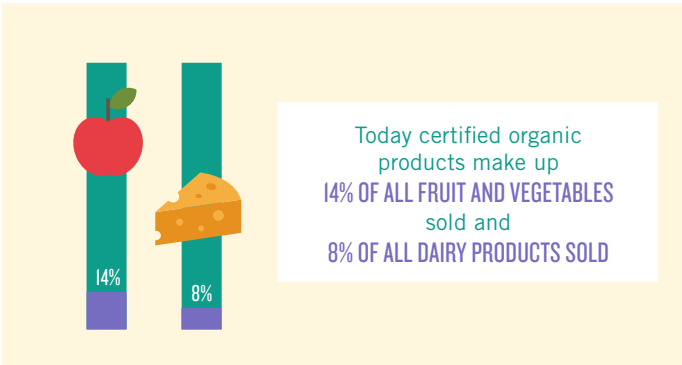
The number of North Carolina USDA certified organic farms **MAKING MORE THAN \$50,000** annually has **SURGED BY 450%**

The transition of land to organic production also continues to grow; there were **87 FARMS** transitioning to organic production **IN 2017** (UP FROM 72 IN 2012)

More land in organic and sustainable production means healthier soils and healthier communities

BY THE NUMBERS ORGANIC PROGRESS



EDUCATION

We are equipping farmers with the tools they need to steward their land, grow organically, and sell to local markets. Our education events work to strengthen food system networks and build relationships within the community that enable farmers to thrive.

CFSA engages the public in local, organic agriculture by creating meaningful connections between farmers and consumers. We do this, primarily, through our annual Piedmont Farm Tour, which began in 1996. Since then, farms across the Carolinas have welcomed thousands of families, foodies, and aspiring farmers.

FARM TOURS (2018-2019)



SUSTAINABLE AGRICULTURE CONFERENCE

For 34 years, CFSA's Sustainable Agriculture Conference has brought together farmers, agricultural experts, researchers, buyers, consumers, and activists for a weekend of education, networking, and celebration.

in 2018 and 2019, the Sustainable Agriculture Conference included:

120 workshops

18 pre-conference intensives

7 bus tours

ORGANIC COMMODITIES AND LIVESTOCK CONFERENCE

This one-day conference targets the needs of large-scale commercial producers by exploring emerging opportunities in sustainable wholesale and organic markets.

The 2018 and 2019 Organic Commodities and Livestock Conference included:

350 attendees

30 workshops

Did You Know?

Organic farming practices can enhance the soil's capacity to sequester carbon. In our work with farmers, CFSA works hard to ensure organic farms adopt an integrated, sustainable approach to agriculture that improves soil health, making for a healthier planet and, in turn, healthier people and communities.

FARM SERVICES

1:1 TECHNICAL ASSISTANCE

We continue to offer technical assistance to help farmers implement sustainable and organic production practices.

CFSA's consulting services include:

- Organic Certification
- Conservation Activity Plans
- High Tunnels
- Food Safety
- Building Wholesale Capacity

CFSA WORKSHOPS FOR FARMERS

- 60 Cover crop attendees
- 83 Integrated Pest Management attendees
- 236 Wholesale production attendees
- 437 GAP certification attendees
- 124 Soil health attendees
- 261 Organic certification attendees
- 404 High tunnel attendees

CFSA CONSULTING SERVICES

- 11 Farmers completed Conservation Activity Plans
- 24 Farmers received organic transition consulting
- 7 Farmers became USDA certified organic
- 37 Farmers received high tunnel consulting
- 129 Farmers received GAP consulting
- 53 Farmers passed the GAP Audit
- 54 Farmers helped through building wholesale capacity work
- 237 Farmers helped through basic technical consulting services

ELMA C. LOMAX RESEARCH AND EDUCATION FARM

2019 marked ten years since the founding of the Elma C. Lomax Incubator Farm, recently renamed the Elma C. Lomax Research and Education Farm. In addition to providing practical training for beginning farmers, as it has since its founding, Lomax has grown in response to local citizens' desire for a healthier, more secure and more economically productive food system.

Since early 2018, we have:

- Provided hands-on learning opportunities to college students and S.T.E.M. activities to K-12 and high school students through our Student Outdoor Immersive Learning at Lomax (SOILLS) program
- Hosted over 100 workshops
- Welcomed partners and community members to monthly on-site gatherings

POLICY & ADVOCACY

Every year, our policy team works diligently to advocate for fair farm and food policies that benefit North and South Carolina's local and organic farms.

2018 FARM BILL

CFSA and our partners at the local and national levels worked to ensure that the latest farm bill contained objectives that benefit local, organic agriculture such as:

- + Guaranteed funding for Value-Added Producer Grants (VAPG) that allow our Carolina farmers to reach more markets and grocery stores
- + Increased funding for organic agriculture research
- + Larger investments in beginning and minority farmers
- + Improved access to crop insurance products for diversified farms
- + Data collection that will help Congress make better-informed policy decisions in future farm bills

NCA&T MATCHING FUNDS REQUIREMENT

For the first time ever, the North Carolina General Assembly approved funding in the 2019 budget for the matching funds requirement for federal funding for agriculture research and land grant institutions.

MAJOR CORPORATE AND GOVERNMENTAL GRANTORS

American Heart Association
 Blue Cross Blue Shield of North Carolina
 Center for Environmental Farming Systems
 Community Food Strategies
 Duke University Sanford School of Public Policy
 Duke University Environmental Law & Policy Clinic
 Eat Smart Move More - South Carolina
 Farm 2 School Coalition of North Carolina
 Midlands Local Food Collaborative
 National Sustainable Agriculture Coalition
 NC Farms for NC Kids

NC Local Food Council
 Santa Fe Natural Tobacco Company
 South Carolina Department of Agriculture
 South Carolina Farm Bureau
 South Carolina Rural Resource Coalition
 South Carolina Small Business Development Center
 Sustainable Foods NC
 Sustainable Midlands
 University of North Carolina School of Social Work
 University of North Carolina Public Policy Capstone Program

CLIMATE CHANGE LETTER

Agriculture is on the front lines of a changing climate. Greater weather extremes, from recurrent 100-year floods to severe and prolonged droughts to greater heat waves, threaten workers, crops and livestock. As temperatures continue to rise, new pest and disease pressures are impacting crop yields and quality.

Along with a coalition of farm organizations and allies around the country, CFSA is taking an active role collecting signatures of support from North and South Carolina farmers on a farmer-authored statement regarding the climate crisis. The letter allows farmers in the Carolinas to express their deep concerns about the impacts of climate change on agriculture and to call on Congressional and USDA leaders for solutions that invest in rural and agricultural communities.

2018 AND 2019 ACCOMPLISHMENTS

- Provided technical assistance to 7 local-level food councils regarding their formation
- Assisted 33 local-level councils with policy issues or agendas
- Supported 35 members who met with policy-makers

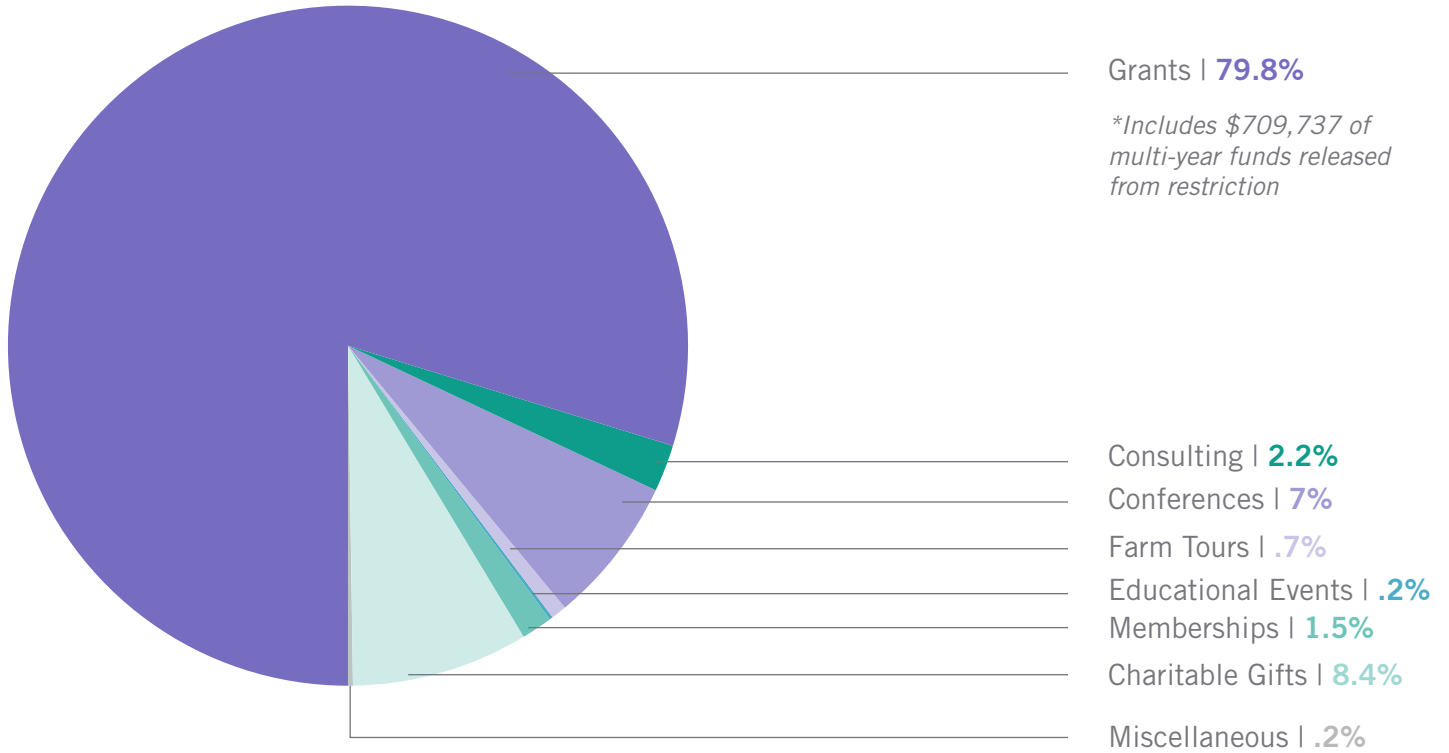
Policy Highlights

CFSA reaches more than 10,000 members and subscribers annually through our digital communications. Some of our content-highlights from 2018-2019 include:

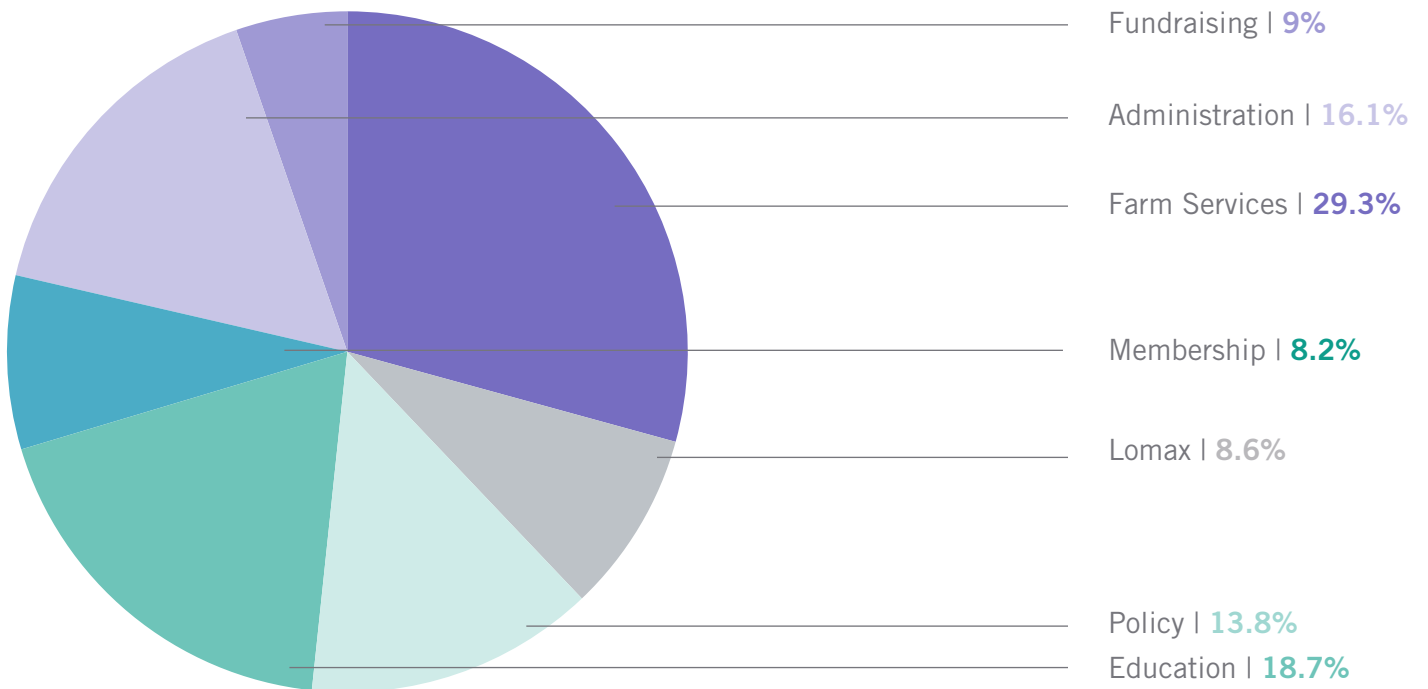
- Farm Bill Friday videos on Facebook
- Legislative Breakfasts
- Questions for the Candidates
- NC 2018 Farm Act Analysis
- Census Analysis
- Farm-to-School Advocacy
- Action Alerts

FINANCIALS PROFILE

2019 INCOME CHART



2018 EXPENSES CHART



SPONSORS + FUNDERS

MAJOR CORPORATE AND GOVERNMENTAL GRANTORS

BlueCross BlueShield of North Carolina Foundation	North Carolina Agriculture Development & Farmland Preservation Trust Fund	The Burt's Bees Greater Good Foundation
Cabarrus County	North Carolina Department of Agriculture and Consumer Services	The Cannon Foundation
Carolina Farm Credit	North Carolina Growing Together (via N.C. A&T State University)	Triangle Community Foundation
Center for Environmental Farming Systems (via NC State University)	North Carolina Tobacco Trust Fund Commission	UNFI Foundation
Center for Rural Affairs	Ohio State University	University of Florida
Clemson University	Santa Fe Natural Tobacco Company	US Department of Agriculture Agricultural Marketing Service (AMS)
Georgia Organics	South Carolina Department of Agriculture	National Institute of Food and Agriculture (NIFA)
National Farmers Union Foundation (NFUF)	Sustainable Agriculture Research and Education (SARE) Program	Natural Resources Conservation Service (NRCS)
National Sustainable Agriculture Coalition (NSAC)		Wells Fargo
Natural Capital Investment Fund		Whole Foods Market

SPONSORS OF THE ORGANIC COMMODITIES AND LIVESTOCK CONFERENCE

Baystate Organic Certifiers	Growers Hemp	Seitec Genetics
BioRegen Innovations Co-op	Marrone Bio Innovations	Seven Springs Farm
Brandt	NC Choices	Southern Energy Management
Braswell Family Farms	NCDA Agronomic Services Division	Southern SARE
Cannetics	NC Farm Bureau Federation	SQM North America
Earth & Sky Solutions	NC State University	Sweet Pea Transport
East Coast Hemp Supply	Organic Valley	
Fair Products, Inc.	Perdue	
Farm Credit Associations of NC	Santa Fe Natural Tobacco Company	

SPONSORS OF THE SUSTAINABLE AGRICULTURE CONFERENCE

Anson Mills	Earth Tools	Environmental Science
Atlas Greenhouses	Edible Charleston	NC SARE
Banner Greenhouses	Edible Columbia	NC State University Cooperative Extension
Barn2Door	Evans Family Farm	Nomadic Analytics
Big Spoon Roasters	Food Animal Concerns Trust (FACT)	Organic Growers School
BioRegen Innovations Co-op	Firsthand Foods	Rimol Greenhouse Systems
Black Mountain Chocolate	Foster Caviness	Santa Fe Natural Tobacco Company
BlueCross BlueShield of NC Foundation	Freshlist	Seal the Seasons
Brandt	FreshPoint	Sierra Nevada
Brooks Contractor	Greenbrier Farms	Southern Exposure Seed Exchange
Burt's Bees Greater Good Foundation	Happy Dirt	Southern SARE
Carolina Culture	International Certification Services (ICS)	Southern Seed and Plant Exchange
Carolina Farm Credit	Leading Green	Sow True Seed
Carolina Ground	Marsha Back	USDA Natural Resources Conservation Service (NRCS)
California Certified Organic Farmers (CCOF)	mesur.io	Valent
Cheney Brothers/Southern Foods	Morning Ag Clips	Weaver Street Market
David & Eranda Bradshaw	Mushroom Mountain	Whole Foods Market
Doc Porter's	Natural Capital Investment Fund (NCIF)	WP Rawl
Durham Co-op	NC A&T College of Agriculture and	

OUR NETWORK

- 2988 total members
- 574 new members in 2019
- 2074 members in NC
- 466 members in SC
- 212 national members
- 2 international members

TAKE ACTION NOW!

Support CFSA

You have the power to make a profound impact on our food system in the Carolinas by giving a tax-deductible gift in support of the sustainable food movement!

When you join CFSA as a member, you become part of a vibrant network of farmers, consumers, businesses, and organizations all working together to ensure a healthy and sustainable food system -- now and for future generations.

Join as a Member

CFSA Members get valuable benefits like deep discounts to our signature events, access to membership networking, and free on-farm technical assistance. Your membership – as a consumer, farmer, business, or organization – increases our voice as a champion of sustainable, regional food systems. Join or renew today!

Become a Sustainer

Your financial support is one of the best ways to help local farmers and champion good food. Consider joining CFSA's Perennial Givers Guild as a sustaining monthly or quarterly donor. Your recurring donation means so much and helps CFSA ensure we can continue to provide quality programming, on-farm technical assistance, and educational events across the Carolinas for another 40 years.

CONNECT WITH US

Facebook | Instagram | Twitter
 PO Box 448, Pittsboro, NC 27312
 919-542-2402
 carolinafarmstewards.org

Did You Know?

CFSA influenced the establishment of organic certification before there was an institutionalized process. CFSA continues to advocate with the National Organic Standards Board to ensure organic integrity in the Carolinas and across the country.

Why Is It Important?

Clusters of organic businesses help kick-start rural economies, which boosts medium household incomes by an average of \$2,000 and reduces poverty levels by 1.35%.

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GIVE TODAY!

Your gift -- of any amount -- helps ensure a thriving regional food system in the Carolinas. A system that is good for farmers and farmworkers, good for consumers, and good for the land. Join us as a farmer, business, or supporter today!