A MESSAGE FROM OUR 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.

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-racialequity
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

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

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

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

In 2018, US sales of organic food reached a milestone of more than $50 BILLION.

More than 82% of households in the US now buy organic foods.

Today certified organic products make up 14% of all fruit and vegetables sold and 8% of all dairy products sold.

In 2017, North Carolina and South Carolina farms produced $148.5 MILLION worth of certified organic products.

There are more than 26,400 certified organic operations across the U.S. with more than 725 CERTIFIED ORGANIC FARMS IN THE CAROLINAS.

Over the past 8 years, the number of organic farms and businesses has grown by MORE THAN 26.8%.

ORGANIC FARMS prove to be 35% MORE PROFITABLE than the average US farm.
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)

5,140 VISITORS

17,558 TOTAL FARMS VISITS

59 PARTICIPATING FARMS

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

I: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

<table>
<thead>
<tr>
<th>Attendees</th>
<th>Description</th>
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<tbody>
<tr>
<td>60</td>
<td>Cover crop attendees</td>
</tr>
<tr>
<td>83</td>
<td>Integrated Pest Management attendees</td>
</tr>
<tr>
<td>236</td>
<td>Wholesale production attendees</td>
</tr>
<tr>
<td>437</td>
<td>GAP certification attendees</td>
</tr>
<tr>
<td>124</td>
<td>Soil health attendees</td>
</tr>
<tr>
<td>261</td>
<td>Organic certification attendees</td>
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<tr>
<td>404</td>
<td>High tunnel attendees</td>
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CFSA CONSULTING SERVICES

<table>
<thead>
<tr>
<th>Count</th>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td>11</td>
<td>Farmers completed Conservation Activity Plans</td>
</tr>
<tr>
<td>24</td>
<td>Farmers received organic transition consulting</td>
</tr>
<tr>
<td>7</td>
<td>Farmers became USDA certified organic</td>
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<tr>
<td>37</td>
<td>Farmers received high tunnel consulting</td>
</tr>
<tr>
<td>129</td>
<td>Farmers received GAP consulting</td>
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<tr>
<td>53</td>
<td>Farmers passed the GAP Audit</td>
</tr>
<tr>
<td>54</td>
<td>Farmers helped through building wholesale capacity work</td>
</tr>
<tr>
<td>237</td>
<td>Farmers helped through basic technical consulting services</td>
</tr>
</tbody>
</table>

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

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

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

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

Grants | 79.8%
*Includes $709,737 of multi-year funds released from restriction

Consulting | 2.2%
Conferences | 7%
Farm Tours | .7%
Educational Events | .2%
Memberships | 1.5%
Charitable Gifts | 8.4%
Miscellaneous | .2%

2018 EXPENSES CHART

Fundraising | 9%
Administration | 16.1%
Farm Services | 29.3%
Membership | 8.2%
Lomax | 8.6%
Policy | 13.8%
Education | 18.7%
# SPONSORS + FUNDERS

## MAJOR CORPORATE AND GOVERNMENTAL GRANTORS

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

## SPONSORS OF THE ORGANIC COMMODITIES AND LIVESTOCK CONFERENCE

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

## SPONSORS OF THE SUSTAINABLE AGRICULTURE CONFERENCE

| Anson Mills | Environmental Science |
| Atlas Greenhouses | NC SARE |
| Banner Greenhouses | NC State University Cooperative Extension |
| Barn2Door | Nomadic Analytics |
| Big Spoon Roasters | Organic Growers School |
| BioRegen Innovations Co-op | Rimol Greenhouse Systems |
| Black Mountain Chocolate | Santa Fe Natural Tobacco Company |
| BlueCross BlueShield of NC Foundation | Seal the Seasons |
| Brandt | Sierra Nevada |
| Brooks Contractor | Southern Exposure Seed Exchange |
| Burt’s Bees Greater Good Foundation | Southern SARE |
| Carolina Culture | Southern Seed and Plant Exchange |
| Carolina Farm Credit | Sow True Seed |
| Carolina Ground | USDA Natural Resources Conservation Service (NRCS) |
| California Certified Organic Farmers (CCOF) | Valent |
| Cheney Brothers/Southern Foods | Weaver Street Market |
| David & Eranda Bradshaw | Whole Foods Market |
| Doc Porter’s | WP Rawl |
| Durham Co-op | |
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.

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%.

CONNECT WITH US

Facebook | Instagram | Twitter
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carolinafarmstewards.org
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!