2021 Impact Report
Dear Friends,

Over 40 years ago, CFSA was founded by a group of passionate organic farmers and gardeners who wanted to learn from one another while growing their movement across the southeast. Driven by a commitment to agroecological principles and a spirit of collaboration, these early proponents of organic agriculture knew that the only way to create a sustainable and healthy food system for all was to work in partnership with nature and one another.

Since then, our organization has grown and evolved in many ways, but one thing has remained constant: our dedication to sparking connections that will sustain farms and communities no matter what challenges we may face in the future. Our community saw those connections put to the test over the past two years and has emerged better for it, with stronger relationships that are rooted in trust, mutual respect, and innovation.

Those relationships led to a banner year for CFSA’s policy work thanks to individuals and organizations across North and South Carolina coming together to make our voices heard around a shared vision for the future of food and farming in our region. Our FarmsSHARE program expanded into a robust network of food hubs, farms, and community outreach organizations that provided locally grown food for even more households in need. Through partnerships with CFSA members, extension agents, and universities, our farmer outreach and research program provided new solutions to challenges experienced by organic farmers.

No one person, organization, or plant can do it alone. It takes partnership with soil microbes to grow crops; it takes collaboration with others in our communities to produce and distribute food; it takes allyship to win the fight for more equitable and ecological farm policies. Our movement has shown its value in the face of the pandemic, and it’s opening new opportunities for us to accomplish even more together. Thank you for your commitment to a better food and farming future for us all.

Sincerely,

Roland McReynolds
Executive Director

About CFSA

The Carolina Farm Stewardship Association (CFSA) is a farmer-driver, 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

Our mission is to 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

We envision a regional food system that is good for consumers, good for farmers and farm workers, and good for ecosystems.

2021 Board of Directors

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What We Stand For

Since our founding in 1979, CFSA has worked to unite farmers, consumers, and businesses to build a healthy, just, and sustainable food and farming system. We address pressing challenges to that vision: from climate change to a loss of farmers and farmland to the need for research and resources tailored to independent farms to the ongoing integrity of sustainable agriculture.

We advocate for fair farm and food policies

Carolina sustainable farmers are at the core of our advocacy: when small and mid-sized farms prosper because they are nurturing communities with healthy foods and a clean ecosystem, we all win. Our policy work champions ecologically beneficial and economically just alternatives to today’s exploitive, corporate-dominated paradigm of agriculture through grassroots advocacy, lobbying, coalition building, and policy research and analysis.

We build systems that sustainable farms need to thrive

CFSA provides support to grow and sustain food systems that are environmentally sound, economically viable, and socially just. We provide direct technical assistance, hands-on workshops, and resources to farmers on organic production and certification, food safety and Good Agricultural Practices (GAP) certification, high tunnel production, and market access. We conduct on-farm research and provide educational opportunities for the next generation of farmers at our Elma C. Lomax Research and Education Farm. We partner with food hubs and distributors across the state to make it economically viable for farmers to get their food into the hands of those in communities that need it most.

We educate communities about local, organic farming

CFSA brings together farmers, researchers, service providers, buyers, consumers, and activists to strengthen the connections and networks throughout our food system. We inspire and facilitate learning about organic agriculture through our annual agriculture conferences and farm tour, providing peer-to-peer educational opportunities for people from across the Carolinas each year.

Mark Dempsey, CFSA Farm Services Manager, co-leads a no-till, on-farm workshop during the 2021 Sustainable Agriculture Conference. Photo Credit: Casey Toth.
The Member Advocacy Program (MAP) gave me the tools and training to effectively engage in meaningful conversations with legislators. Having an elevator speech, data, and stories of how farmers are impacted by the issue opens up productive dialogue. Connecting with legislators on how the legislation can make a better life for North Carolinians resonates across the partisan divide. MAP teaches one how to listen and how to be heard so that real change can begin.

-Keith Sexton, United Methodist pastor and beekeeper (Roanoke Rapids, NC)

2021 by the Numbers

**MEMBERSHIP**

- 2,448 Members

**EDUCATION**

- 591 Conference attendees
- 159 Speakers
- 7 On-farm intensives
- 83 Virtual Sessions
- 19 Dow scholarships for beginning farmers, and Black, Indigenous, and farmers of color

**POLICY**

- 26 Member meetings with state and federal officials
- 2 NC policy wins, 1 policy influenced in SC
- 24 Member Advocacy Program graduates
- 27 Speaking engagements
- 10 Trainings for members

As a 44-acre start-up farm, funds are in short supply and high demand, so the Dow Scholarship made it possible for us to attend CFSA’s Sustainable Agriculture Conference, which we otherwise would likely have missed. We were like kids in a candy store trying to soak up everything that was offered, and the online format allowed us to view recordings of sessions we missed, which was awesome.

-Scotty and Donna Sweatt of Sweatt Family Farms (Rockfish, NC)
**FARM SERVICES**

- **1,399** People attended 85 webinars or workshops on organic production and certification, seasonal high tunnel production, food safety, and market access.

- **9** Farmers received Conservation Activity Plans Supporting Organic Transition (CAP138), 2 farmers obtained organic certification.

- **32** Producers obtained Good Agricultural Practices (GAP) food safety certification.

- **4** Farmers in Training operated a business out of our Elma C. Lomax Research and Education Farm.

**FarmsSHARE**

- **8,109** Pounds of fresh produce grown and donated to local food banks by Lomax staff, FITs, and volunteers.

- **157** Farmers received direct technical assistance on organic production and certification, seasonal high tunnel production, food safety, and market access.

- **12,650** Boxes of food 58 tons (116,001 lbs) of locally grown food distributed.

- **70** Food hubs sourced, packed, and distributed local food for food boxes.

- **69** Farms grew food for the program.

- **35** Farm and food hub jobs sustained due to income generated from FarmsSHARE.

- **7** Counties impacted.

- **1,500** Households served.

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FarmsSHARE is what community engagement is all about. We work collaboratively to address issues affecting the well-being of farmers and communities that need food the most. FarmsSHARE makes our farmers catalysts for changing policies, programs, and practices.

- Gerald Harris, Co-Creator of Tall Grass Food Box (Durham, NC)

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The Tall Grass Food Box team and Robert Alston, owner of The Board Food Delivery, host Senator Natalie Murdock and CFSA Local Food Distribution Coordinator, Kana Miller, during one of their FarmsSHARE food box distribution days. Photo Credit: CFSA.
Policy Advancements

The past year was an exceptional one for CFSA’s policy work. Our policy team, our members, and our partners were active on the local, state, and federal levels, and successfully advocated for policies that support equitable, local, and organic agriculture in North and South Carolina.

NC Budget Included FarmsSHARE Funding

The North Carolina state budget contained a $2 million appropriation to CFSA for the FarmsSHARE program. The funding is enough to purchase approximately 47,000 boxes of North Carolina grown produce and protein from local farms and food hubs for people in need. This win would not have happened if it weren’t for the grassroots advocacy of dozens of FarmsSHARE partners meeting with their state representatives and senators, CFSA members calling their legislators, and other community lobbying efforts.

Co-Founded the NC Food System Advocacy Coalition

CFSA came together with farms, food hubs, food banks, food councils, farmworker advocates, environmental justice groups, and more to create the North Carolina Food System Advocacy Coalition (NCFSAC). This diverse group is unified around racial equity, strengthening local food markets, food security, climate and agriculture, and food-system workers’ rights. The coalition has lobbied Congress and led a farm bill educational campaign that reached 200 people.

Winning SC Investments in Local Food and Farms

CFSA successfully lobbied the South Carolina Department of Agriculture to include $24 million in local food system infrastructure and marketing allocations in the department’s official request to the governor. These funds will directly support the growth of food hubs, farmers’ markets, meat processors and value-added producers, bolstering South Carolina’s local food economy.

Trained Members to be Policy Leaders and Advocates

We launched our Member Advocacy Program (MAP) to train CFSA members about grassroots advocacy, coalition building, networking, direct lobbying, storytelling, writing op-eds, and more. In the program’s inaugural year, we empowered two dozen farmers, local food business staff, and local food advocates from North and South Carolina to become policy leaders in their communities.

Above: CFSA Policy Director Nick Wood (center) and farmer Brielle Wright (right) of The Farmers B.A.G. (Elizabethtown, NC) meet with a legislative assistant about FarmsSHARE and GAP cost-share. Photo Credit: Phoebe Gooding, Toxic Free NC.

Opposite page: A farm bill meeting in Charlotte. Pictured left to right: Eboney Bailey, The Bulb Gallery; Jalah Clayton, Charlotte Mecklenburg Food Policy Council; Nick Wood, CFSA; and Erin Bradley, Freshlist. Photo Credit: CFSA.
A Blueprint for Counties to Build Resilient Food Systems

CFSA and food councils across North Carolina successfully advocated with the North Carolina Association of County Commissioners (NCACC)’s 2021 Task Force on Food System Resiliency. The NCACC resiliency report included many of their recommendations, including food system assessment, utilizing public transportation for food delivery, increased public cold and shared storage options, a state-level fund to offset farms’ equipment and certification costs for Good Agricultural Practices (GAP), and encouragement of local entities to use American Rescue Plan Act dollars to support food systems.

Empowered Food Councils

Our work on the inter-organizational Community Food Strategies team provided critical support to the network of the thirty-six food councils in North Carolina during a time of food system crisis. A vital component of that work was co-organizing and co-leading the 2021 Community Food Strategies Advocacy and Organizing Learning Series. This series included ongoing trainings, follow-up meetings, Facebook Live broadcasts, and collaborative calls that supported the network in growing their policy knowledge and advocacy skills. To learn more, check out the 2021 Community Food Strategies annual report.

Creating Incentives to Reduce Food Waste

We worked with local food councils in NC to advocate for funding for the NC State Extension Food Safety Lab to create resources and training for prepared food recovery activities. This effort had lobbying support from the NC Alliance for Health and the NC Restaurant and Lodging Association and resulted in a 2021 allocation of $67,500 in the North Carolina budget.

Documenting Obstacles for Small-Scale Meat Processors

We co-authored an article published by the National Sustainable Agriculture Coalition about small meat processing issues. The piece explored the history and causes of bottlenecks in the livestock processing sector and examined potential solutions like financing progressions and realistic grant structures. We will use this issue brief for education and advocacy efforts in making livestock processing resilient and sustainable.
Collective Action Sustains FarmsSHARE

“One thing always leads to another thing,” says Dave Walker, Co-Director of Blue Ridge Women in Agriculture and High Country Food Hub. “For years, I had been working with CFSA’s Community Mobilizer, Jared Cates, to develop the Watauga County Food Council, which is still very active. So when the idea for FarmsSHARE came about and he called me, it was so easy to say, I trust this guy, it reflects the need we are seeing with our growers and the work we are doing, so let’s go with it. I think that same thing happened all across the state because CFSA has been doing the work for so long to build up those networks and relationships.”

The High Country Food Hub, which is operated out of Boone, NC, by Blue Ridge Women in Agriculture has been a FarmsSHARE partner since the program launched in early 2020 as a response to farmers struggling to find markets, millions of workers losing their jobs, and pandemic related food shortages. It began as a pilot to develop a new market for farmers when they needed it most while providing free weekly boxes of locally-grown food to unemployed restaurant and hospitality workers. It has since expanded to meet the needs of other households facing food insecurity across North Carolina, especially in rural and underserved communities.

Food hubs are businesses or organizations that assist smaller producers with market access by aggregating, distributing, and marketing food products within a particular town, city, or region. They make ideal partners for FarmsSHARE as they allow a larger number of independent farmers to participate in the program, resulting in more money being paid to more farmers while building the food hub’s capacity along the way. Throughout the pandemic, the program has provided a reliable source of income for partnering farms, increasing their economic stability and security. In 2021, a little more than $500,000 was invested into local farm businesses throughout North Carolina. Since launching FarmsSHARE, almost $1.4 million has been paid directly to farmers through partnering food hubs. According to the Local Food Impact Calculator, this resulted in an additional $2 million investment into the local economy, as those farms pay for labor, equipment, and supplies.

In order to grow and sustain the program, CFSA’s policy team worked throughout 2021 with CFSA members and FarmsSHARE partners to lobby policymakers across the state to allocate funds for FarmsSHARE in the 2022 North Carolina State budget. This was something that the High Country Food Hub team felt prepared to do, thanks to their years of food council work and policy trainings with Jared and other CFSA staff. “I think CFSA has a rich history of being able to prepare producers and organizations like us to have those conversations with policymakers. We hosted Watauga county Senator Deanna Ballard and Representative Ray Pickett and introduced them to farmers, so they really understood what’s happening in our community. To have the chance to pilot the first
round of FarmsSHARE and then to be able to leverage that and go to the legislature and others and say, hey, this is making a real difference, and this is how we see it working in the future was pretty phenomenal,” says Dave. The group’s collective efforts resulted in a $2 million appropriation for FarmsSHARE in the 2022 NC state budget that CFSA will use to purchase locally-grown food from even more food hubs and farmers.

Today, the High Country Food Hub, along with six other food hubs, anchor this thriving statewide network which includes 70 farms that supply the produce and 20 community organizations, such as food pantries, schools, and senior housing authorities, who help with its distribution. Leveraging their combined power, these organizations work together to ensure that households in need can access fresh, locally grown produce, as well as meat, dairy, and eggs at no cost to them. FarmsSHARE has shown the power of what the local food movement can achieve when we marshal our resources, talents, and strengths to support the success and wellbeing of one another. CFSA plans to expand the program’s network to 13 food hubs serving 55 counties by the end of 2022 with the hopes of establishing a sustainable system that will thrive in the future.

Cooperative Farming: Strength in Numbers

It’s a great feeling when you can walk into your neighborhood supermarket and purchase produce that was grown by a local farmer, but have you ever wondered what it took to get it there? Because retail and institutional buyers (grocery chains, hospitals, universities, etc.) tend to purchase greater volumes of produce that comply with rigorous food safety and quality standards, accessing wholesale market channels is notoriously difficult for farmers who are not growing on a large scale. This was the situation that a group of farmers from St. Helena Island’s Gullah Geechee community found themselves in back in 2010.

When South Carolina’s Beaufort County School District launched an initiative to begin serving fresh, locally grown food in their cafeterias, a search began for sources of produce from nearby farms. For the Gullah farmers, meeting this new demand posed a challenge when operating individually. However, they realized they could meet the needs of the school district and gain access to new markets by working collectively. This catalyzed a group of ten farmers who joined forces to form the Gullah Farmers Cooperative Association.

The Gullah Geechee people have a long history with agriculture and a deep connection to the land. They are descended from West and Central Africans who were enslaved and forced to use their agricultural knowledge to work on coastal rice, cotton, and indigo plantations from North Carolina to Florida. The relative isolation of the coast and Sea Islands enabled the preservation of their cultural traditions, which can be found in their foodways, storytelling, music, art, and language.

The members of the Gullah Farmers Cooperative Association are honoring these traditions in the coastal Southeast while creating a sustainable model that injects money into the local economy, creates professional agricultural opportunities for Gullah youth, and protects Gullah land from commercial development. As York Glover, the cooperative’s secretary and owner of Yorkshire Farms explains, “Money from small farmers turns around more in this community than anywhere else. If we have many small farmers we’re going to have a very healthy community. It also helps with obtaining the land and making sure it stays in the family. That is giving us that lift, that potential, that hope, that we can actually retain property.”
Establishing the cooperative was only the first step; the farmers also needed a processing facility where they could safely pack, wash, process, and store produce. In 2012, with guidance from Clemson University extension agents, they began organizing the funding and a network of support to make that goal a reality; by 2018 they had acquired a building and were in the process of purchasing equipment to make the facility functional. Kim Butz, CFSA South Carolina Local Produce Safety Coordinator, has worked with the cooperative over the past two years to help the group develop an essential component of building wholesale capacity: Good Agricultural Practices (GAP) certification for the processing facility and five of the cooperative’s farms.

"One of the biggest challenges for farmers who want to become GAP certified is keeping track of the many steps in the application process, as well as adapting to a routine of detailed recordkeeping, facility maintenance, and harvesting procedures. According to Sandra Freeman, one of the cooperative’s members and co-owner of Freeman Farms, “Honestly speaking, I don’t think we would have ever attained our GAP certification without the encouragement and assistance of the Carolina Farm Stewardship Association. A process that we thought was insurmountable turned into an achievable goal.”"

In late 2021, the Gullah Farmers Cooperative Association held the grand opening of their new GAP-certified food center. The cooperative is already lining up new wholesale contracts, including one to provide romaine lettuce for the Beaufort County school district’s salad bars throughout the school year, guaranteeing a reliable and steady stream of income for co-op members and bringing Gullah-grown food to the next generation.
Organic No-Till for Small Farm Success

On-farm research is a cornerstone of CFSA's work, helping provide solutions to the challenges faced by organic farmers in the Southeast. One critical area is improving soil health for crops by cutting back on tilling as a weed control measure. While tilling has been embraced as the primary alternative to weed-killing chemicals—many of which cannot be used in organic agriculture—it reduces soil health by increasing erosion and disrupting the complex soil ecosystem. CFSA’s Elma C. Lomax Research & Education Farm in Concord, NC, decided to address this by investigating if organic no-till was a viable solution for smaller farms. In order to evaluate the economics, scalability, and success of a variety of organic no-till methods, a scale-appropriate no-till two-year research study was conducted at Lomax and at Mary Carroll Dodd’s Red Scout Farm in Black Mountain, NC.

Mary Carroll is a longtime CFSA member who has taken advantage of CFSA’s free technical support for farmer members over the years, most recently working with CFSA Organic Research Coordinator, Gena Moore, to select and construct a high tunnel at the farm in March 2021. Mary Carroll also worked with CFSA Farm Services Manager, Mark Dempsey, back in 2016 to get organic certification for Red Scout. “Mark walked me through the process of certification and helped me with a run-through on what an inspection might be like. This gave me confidence throughout the process and most certainly helped us earn our certification more quickly.” Her background as a science teacher-turned-farmer made it easy for Mary Carroll and Mark to work together to implement the project and collect data. Her interest in the project stemmed from what she saw as the positive impact of no-till practices on her farm’s soil health.

The principal no-till method used in this research project was growing a large cover crop (an off-season crop grown to protect soil and suppress weeds) of winter rye, killing it, and then laying it down as a mulch. Winter squash, the cash crop, was planted into the mulch, and crop yields were then measured against traditionally managed beds. The advantage...
of this “grow your own mulch” practice is that it can be done on any scale, unlike most other organic no-till practices. Moreover, converting from tilling to no-till practices has proven climate benefits as it can sequester carbon in the soil over time and when combined with cover cropping, there is a measurable improvement in soil fertility and water retention and a decrease in erosion and nutrient loss. With no-till, Mary Carroll says, “we have less weeding, healthier plants, and higher yields.”

Prior to implementing this research project, there was little information, beyond anecdotal experience, on the best organic no-till methods to use on small farms. CFSA tackles many of the production challenges organic farmers face with our research program, always with the end goal of providing organic farmers with the information they need to make smart decisions about how they grow and to be able to grow better. As Mary Carroll says, “I am so grateful to CFSA for their commitment to helping and improving small farms like ours. The no-till research project, Sustainable Ag Conference in November, and organic certification consulting have made our farm stronger and more successful!”

Variety Demonstrations

Through a collaboration with Union County Cooperative Extension, CFSA’s Lomax team evaluated three varieties of sprouting broccoli as a winter market option from November 2020 through March 2021. The results were conclusive: the crop was high yielding and extremely low maintenance, with an estimated gross income of $5/sq. ft.

In partnership with Allen Blake of Maters and More Farm, a two-year strawberry trial was launched at Lomax to learn about growing three varieties, including two June-bearing and one day-neutral, in high tunnels. Results will be published later this year.

Upcoming Research Projects

A four-year lentil breeding study in partnership with Clemson University will evaluate traits based on genetics and environment to ultimately select varieties suitable for growing in the Southeast.

Research to evaluate optimal cucumber variety choices for Southeast high tunnel production and which trellising structure yields the highest profit will be conducted over the next three years.

Results of all of CFSA’s research projects can be found on our website.

Other CFSA Research Projects

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Accessing New Markets

“Farming is in my blood,” says Chris Neal, who grows 110 acres of butterbeans with his family on their farm, Carolina Butter Beans & Produce Farm, in Goldsboro, NC. Chris was raised in an agricultural community by his grandparents, who were also farmers, and has been a passionate grower since the late 1990’s. While the Neal family grows a variety of products, butter beans have become a profitable niche crop in recent years. “It’s uncommon and not something everyone can grow because it takes specialized equipment,” says Chris.

Growing the roughly 10,000 bushels of beans (almost 40,000 pounds) a year is a family affair. Wendy, Chris’s wife, keeps the books and is a school teacher. Their two sons, Hayden and Will, are third-generation farmers-in-the-making. When the pandemic hit, the family was forced to explore new ways to market their goods. Realizing that he would have to obtain Good Agricultural Practices (GAP) food safety certification for the farm to reach new wholesale markets, Chris reached out to Chloe Johnson, CFSA Local Food System Manager, and is happy he did. “She was so helpful in guiding us through the process,” Chris says. “…CFSA helped us get it done smoothly and under budget.”

Chris’s journey to diversifying his farm’s market channels didn’t end there, however. He still had to find buyers for his thousands of pounds of butter beans and other crops. Choosing and accessing the right markets for your products can be a daunting task, which is why CFSA launched our Market Access Initiative. The program provides business planning services, crop planning, and buyer relationship building to small, diversified, sustainable farms, food hubs, and farmer cooperatives. In Chris’s case, he was able to work with Geoff Seelen, CFSA Market Access Coordinator, to meet new buyers across the state. “The grower-buyer meetings that Geoff set up were great for us. Adding wholesale buyers has really helped keep our sales diversified,” says Chris.

Beyond receiving technical assistance on GAP certification and getting connected to multiple wholesale buyers, Chris has gained a lot from his membership with CFSA. “There’s not a book, class—whatever, that I could afford to buy that would equal the value I’ve gotten from the CFSA crew in being able to pick up the phone, ask a question, and get an answer that makes sense and helps my operation.”
Financials

This financial report reflects CFSA’s fiscal year 2021, pending a third-party audit.

Income
Total Income: $2,331,520
*includes $749,939 of multi-year funds released from restriction

Expenses
Total Expenses: $2,175,587

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Caywood Farm, (Rougemont, NC)
Photo Credit: Casey Toth.
Join Us
Become a member today to connect with a vibrant network of farmers, consumers, businesses, and organizations all working together to ensure a just, healthy, and sustainable food system.

Support Us
Set up a monthly donation to sustain and grow our movement.

Advocate with Us
Sign up for federal and state alerts about policy affecting local food and farms.

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Connect with us on social media and subscribe to and share our newsletters.

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Front Cover: Howard Allen, owner of Faithfull Farms (Chapel Hill, NC) presents during our Organic No-Till for Small-Scale Farms workshop. Credit: Casey Toth. Back Cover: A visitor enjoys CFSA’s Piedmont Farm Tour. Photo Credit: Jamie Kite.