



# Annual Report

# 2018

At GoFarm we aim to strengthen our local food system and build healthier communities. Across the nation, there is an upward trend of people caring about the food they eat, where it comes from, how it is grown, and how it gets to their plate. Due to the environmental landscape and decline in local farms over the past few decades, there is also a significant need to better sustain our land and soils, and build up beginning, local farmers. Because of this cultural and environmental shift, there is rising demand for local and sustainably-grown food. It is part of our mission to ensure that there is enough supply to meet this demand and sustain a healthy agricultural system. It is also part of our mission to ensure that everyone in our community can access and afford this food. Our programs work to increase the supply of and access to fresh, healthy, affordable, local food in Colorado, and thus benefit our environment, economy and community.

**2018** was a pivotal year for GoFarm. We earned two large-scale grants, hired two full-time employees, opened a new Local Food Share distribution location, and built partnerships with many organizations across Jefferson county and beyond. We created a three-year strategic plan and began work on a strategic fund development plan.

## Our Mission

Our mission is to increase the supply of and access to affordable, fresh, healthy, local food in Colorado.

## Our Values

### Collaboration

We engage in authentic partnerships that are mutually beneficial and long lasting. We strive for cooperation, teamwork, and interconnectedness with our employees and with the community.

### Innovation and Transformation

We encourage innovative ideas that are different from what already exists, that are transformative to current practices, and that create change at the systems level.

### Respect

We appreciate one another for the work we do and our intent behind that work. We respect and embody racial, social and economic equity (the fair and just distribution of resources and opportunities).

### Accountability

We hold each other accountable for our roles within the organization, the commitments we make to each other and to the community, and the informed decisions we make.

### Eco-responsibility

We actively work to protect, preserve, and replenish the earth by encouraging responsible farming and business practices and working with partners who share these values.

### Passion

We are engaged, inspired, and fearless in our work to achieve our mission. We create a positive culture by rewarding wins and having fun.

## Our Programs

### Farmer Assistance

A strong local food system cannot survive without healthy, local food and farmers to grow that food. Our Farmer Assistance program mentors and supports beginning farmers and builds up local, sustainable agriculture. Through The GoFarm Incubator we train and prepare farmer apprentices to run their own successful farm business. In addition, our Local Food Share provides a wholesale market option for apprentices as well as existing local farmers, providing a reliable sales avenue year after year.

### Local Food Share

Our Local Food Share (LFS) is where local agriculture meets community. Through the program we provide participants (shareholders) with a full season of fresh, sustainably-grown produce that we aggregate from our local farmers. Throughout the growing season shareholders pick up their weekly food shares from one of our three locations. We share out recipes, stories about our farmers and the food grown in Colorado, and educate on the benefits of buying local.

### Community Access

Our Community Access program aims to make fresh, local food more accessible and affordable to under resourced families. We partner with community organizations to run projects that address food insecurity at a systems level, reaching communities with limited access to healthy food. This program makes purchasing and cooking healthy, local food easy and routine for more families.



**Our programs** work together to strengthen our local food system and build healthier communities by addressing critical gaps and barriers within the food chain. Through the LFS, participants gain a better understanding and appreciation for the food on their plate by trying new items, cooking new recipes and learning about the farms it comes from. Our Farmer Assistance program allows us to source the food from local farmers, creating strong relationships and offering additional support and promotion when needed.

This is how we bridge the gap between YOU and your local farmers, as well as create the infrastructure with the volume and operations required to build an efficient and economical local food market.

The infrastructure of the LFS allows us to operate our Community Access program in areas with limited access to healthy food options. Our projects bring fresh, local food into neighborhoods where transportation, cost, and accessibility are significant barriers to eating healthy. We work with the JeffCo Food Policy Council, Hunger Free Golden, and other community organizations to ensure everyone can afford and access healthy food.



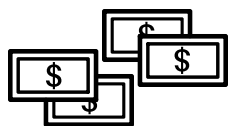


# Farmer Assistance



## Supported 18 Local Farmers

We supported 18 local, sustainable, small-scale farmers, and 8 local, artisan vendors.



## Paid \$94,800 in Farmer Revenue

We paid local farmers over \$94,800 for food for our Local Food Share and Community Access programs. This includes 1 pre-season payment with one of our farmers.



## Hosted 1 Farmer Training Workshop

For the first time, we partnered with Family Farmed, Jefferson Conservation District, and CSU-Extension to host a 2-day conference on Food Safety and Wholesale and Direct Market Success for farmers. Over 20 farmers attended the highly informational workshop.



## Expanded The GoFarm Incubator Program

Through the USDA Beginning Farmer and Rancher Development program, we were awarded a \$400,000, three-year grant to expand The GoFarm Incubator. Through The GoFarm Incubator we mentor beginning farmers and help break down barriers of entry into the farming industry by providing access to land, infrastructure, technical assistance, classroom curriculum, and farming training and workshops. During their two-year apprenticeship, apprentices manage their own farm plot and are taught the skills needed to run their own farm. Interns and externs support the apprentices, learn about sustainable farming practices, and are inspired to pursue a career in farming. When apprentices graduate from the program we help them find farmland and establish their own independent, sustainable farming business.

In the fall of 2018 we brought on 2 apprentices and 2 externs.



"We all need to try to make this world a better place to live. Supporting your local farmer is one way of accomplishing this huge task."

~ Denise Ery, Grow Girl Organics





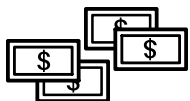


# Community Access



## Served 500 Households Across 85 Markets and Distribution Days

We made food more accessible and affordable to over 500 families across 85 markets and distribution days at Head Start preschools, a senior living facility, and a college campus, as well as through our Local Food Share program.



## Accepted \$5,100 in SNAP and Double Up Food Bucks Payments

We accepted over \$5,100 in SNAP (formerly known as food stamps) and Double Up Food Bucks payment for healthy food purchases. We also gave \$1,000 in discount Local Food Shares and \$530 in discounts to WIC (Women, Infants and Children) participants.



## Partnered with 2 Health Care Providers

We continued working with Centura Health to offer GoFarm Local Food Share vouchers to 40 patients screened for food insecurity. We also began working with Lutheran Hospital to provide fresh food for their Food Farmacy program.



## Continued Growing Community Access Programming

We were awarded a \$400,000, three-year grant from the Colorado Health Foundation to continue running our Community Access program. The grant allows us to work with existing and future community partners to discover and implement food access and affordability solutions that best fit the needs of their constituents.





"The food we are getting from the Market is a real life-saver, and so delicious! It's been a tremendous help to us in meeting our goals of providing our children with the best possible access to healthy produce. And we've gotten to try a few new things, which is exciting."

~Heather M., GoFarm shareholder



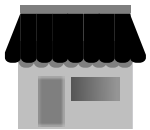


# Local Food Share



## Served 400 Shareholders

We distributed local, fresh, sustainably-grown food to over 400 shareholders and their families.



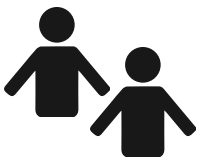
## Opened 1 New Distribution Location and Continued Growing 2 Previous Locations

We opened one new LFS distribution location in Arvada, CO, while continuing to grow our two previous locations in Golden. Each location has its own unique look and feel, allowing staff and volunteers the opportunity to make their distribution site their own.



## Launched the Online Store

We launched our online store for shareholders to purchase goods from local, artisan vendors throughout the growing season. There were over 200 purchases of jams, breads, cheeses, oils, cases of fruit, and more, from over 8 local vendors.



## Hired Two New Full-Time Staff Members

Through the Local Food Promotion Program grant we were awarded in 2017, we were able to hire two staff members to expand GoFarm's capacity to make a greater impact in the community.

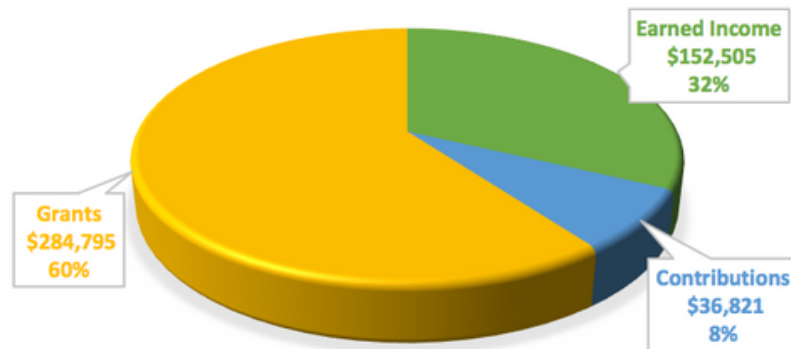
The Local Food Share Manager and Farmer Liaison, Natalie Fioretti, manages the Local Food Share operations and logistics, as well as manages all relationships and buying needs with our farmers throughout the year. The Marketing and Community Relations Manager, Lindsey Hoffman, develops and implements GoFarm's marketing strategy and education programs, manages relationships with partner organizations, and supports fundraising and development needs.



# Year End Financials

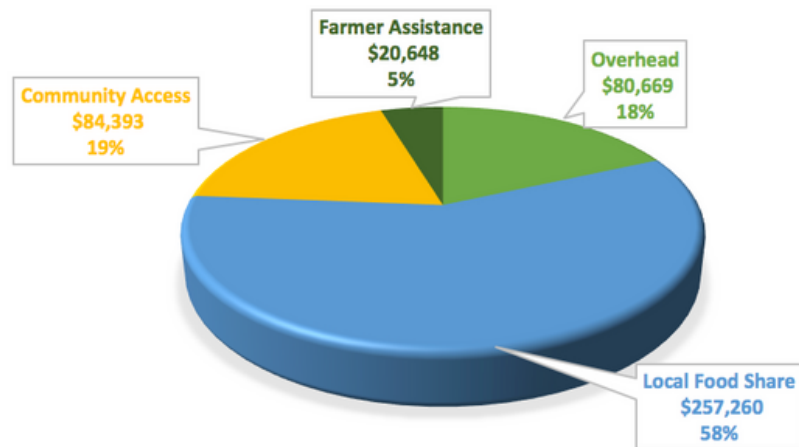
## 2018 Income

Total: \$474,121



## 2018 Expenses

Total: \$442,971



## 2018 Net Operating Income

Total: \$31,150

# Strengthening our Local Food System and Building Healthier Communities



"Food is central to the well-being of our communities. Buying local food sustains a thriving local economy, reduces food miles, and guarantees fresh food for the consumer because it doesn't travel as far to reach our plates. It also re-establishes the connection between ourselves, our food, and our farmers"

~ Roberto Meza, Emerald Gardens



# Thank You to our Donors and Funders!

## Grants and Foundations

United States Department of Agriculture  
Colorado Health Foundation  
Rolling Hills Foundation  
New Belgium Brewing Company  
Golden Civic Foundation  
Clif Bar Family Foundation  
City of Golden  
Jefferson County Public Health  
Family Farmed  
Community First Foundation  
Oliver Family Fund  
Roland & Linda Lindsay Family Foundation  
The Dennis Kennedy Foundation

## Corporate and In-Kind Giving

Centura Health  
Origin Hotel Red Rocks  
Abejas  
Miner's Saloon  
Lutheran Hospital  
Bob's Atomic Burger  
Calvary Church  
RoxBox  
Earth Sweet Botanicals  
Balefire Goods  
CoorsTek  
Daniel Asher  
Golden History Museum  
Lions Club  
Connects Workspace  
Golden Mill  
Karsten Electrical Services  
Sheridan Law  
Your Corner Consulting  
Golden Visitor Center  
Community Mechanical  
OneHope Wine  
Holidaily  
Arvada Center for the Arts and Humanities  
Earth Treks  
Miners Alley Playhouse  
Symmetry Massage  
Micro Farms

## Corporate and In-Kind Giving (cont.)

Five Fridges Farm  
Jefferson County Public Health  
Fort Lewis College - Old Fort at Hesperus  
National Incubator Farm Training Initiative  
Sprout City Farms  
Jefferson Conservation District  
CSU Extension  
Denver Botanic Gardens

## Seeds for Sustainability Donors (\$500+)

Jenna and Jacob Mathews  
Annie and Patrick Walsh  
Helen Herbert  
Darden Coors  
Megan Hottman  
Zakkai Davidson  
Claudia Pillow  
Jackie Conley

## Individuals (\$30+)

Josh Dinar  
Barbara Mills-Bria  
Bethany Thomas  
Maria Ester Blanco  
Alyson Stanfield  
Betty Ill  
Barbara Taylor  
Casey Brown  
Corby Felsher  
Karen Spaulding  
Traci Case  
Diana Herrero  
Karen Chung  
Leslie Schein  
Cynthia Schott  
James and LouAnne Dale  
Sandy McCray  
Stephen Goldman  
Stacy Laner

## Individuals (cont.)

Cory Popovich  
Michele Murray  
Elise Lubell  
Martha Sullins  
Anthony Halsch  
Debbie Hoffman  
Cathy Hitch  
Laurel Mitchell  
Nancy Gruschow  
Kathryn Okonzak-Lowry  
Mark Shaker  
Craig Metrick  
Lisa Davis  
Kara Brovsky  
Chris Endler  
Anne Pogoriler  
Christina McDowell  
Khristine Rogers  
Andrew Remnant  
Brian Hoffman  
Marie Laurenza  
Alicia White  
LouAnne Dale  
Karen P Smith  
Kathleen Smith  
Matthew Haskamp  
Greg Maaske  
Elizabeth Wilson  
Julianna Nelson  
Laura Schott  
Cara Ladd  
Michelle Hill  
Jill Powers  
Jeri Miller  
Felice Seigneur  
Lisa McKendry  
Joan Richardson  
David J Hoffman  
Judith Ames  
Amanda Trosten-Bloom  
Kelly Ivan  
Tamara Zelikova  
Whitney Rey

## Our Board

### Maria Bumgarner

Agriculture Conservation Coordinator;  
Jefferson Conservation District

### David Christenson

Financial Manager; Calvary Church

### Traci Case

Colorado School of Mines;  
Mechanical Engineering Department

### Anthony Halsch

Founder; RoxBox

### Megan Hottman

Attorney and Founder; Hottman Law  
Office, Host at Maximum Enthusiasm

### Michele Murray

Director of Marketing Communications;  
Children's Hospital Colorado Foundation

### Martha Sullins

Agriculture Business Management  
Specialist; CO State Univ. Extension

### Katherine Sumner

Co-Founder; Nourish Schools





GoFarm

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**GOFARM**™