KEARSARGE FOOD HUB

Home of Sweet Beet Farm+Market+Cafe

ANNUAL REPORT

celebrate · regenerate · integrate









20

22







www.kearsargefoodhub.org

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2022 AT A GLANCE

A Compee Region CHAMBER OF COMMERCE

2022 Business of the Year Kearsarge Food Hub For dedication to the Lake Sunapee Region

32 Employees

- 9 Board members
- 80 Volunteers
- 4200 Customers

1

- 546 Donors
- **205** Learners on the farm
- 148 Vendors in Sweet Beet
- **500** Families supported by donations

LETTER TO THE COMMUNITY

Dear Community,

2022 was a year of both stabilization and growth for us here at KFH. Together with you, our dear community, we supported 100+ local and regional farmers and producers with year-round market access and exposure; educated and introduced the wonder of farming to over 200 unique learners; donated over \$61,000 worth of fresh, nutritious, locallysourced foods to food pantry partners and the local community; we continued to hone in on farming practices that model regenerative, organic practices; we prioritized shared initiatives where partners co-create networks in service to community wellbeing and cohesion; and we invested in our most valued resource - our people.

Beyond our local network, we strengthened partnerships with other Food Hubs here in New Hampshire as well as mission-aligned organizations throughout New England.

2022 was also a year full of challenges, challenges that we're still facing in our community, like the rising cost of living, increased food insecurity, and neighbors feeling isolated and disconnected. These challenges are a call to action - our community service is more important than ever before.

Going into our eighth year, KFH is deeply committed to nurturing the "heart beet" in our community - for our team, for all neighbors, for this land we call home. Together, we're moving closer to realizing the vision we hold for a resilient and connected community where all people have access to healthy food, where local farmers and producers thrive, where the land is nourished, and where all people share a common sense of place.

Please join me in remembering the past year's accomplishments and the aspirations we hold for the future that are embodied in this report. As always, we're learning as we grow!

In service & gratitude, Charles Kelsey, Board Chair





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.

SERVICE AREA

Greater Kearsarge / Lake Sunapee region of New Hampshire

LAND ACKNLOWEDGEMENT

We are on the unceded land of Nd'akinna which has long served as 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 today. We commit to respecting and helping protect the lands within our use and share the bounty with our Abenaki partners today.

INITIATIVES

All KFH programs function in service to the three main initiatives from our mission statement, and a fourth initiative that focuses on building a viable, model nonprofit:



CULTIVATE FOOD SOVEREIGNTY

Empowering people to exercise their right to local foods by creating access and developing opportunities to participate in the process of how food is grown, shared, prepared, and consumed.

GROW ENGAGED LEARNERS

Educating and inspiring students and a community of learners to connect with the source of our food and grow the next generation of sustainable farmers and mindful food eaters.





NURTURE COMMUNITY

Nourishing relationships among food producers, food eaters, and the surrounding ecosystem using food as a catalyst for healing and connection.

STRENGTHEN ORGANIZATIONAL VITALITY

Building and sustaining an exceptional, innovative nonprofit food hub that is well-resourced, invests generously in its staff and community, and is grounded in resiliency and joy!



READING THIS REPORT

In each of the five program sections throughout this report, we explore the program impact through three different lenses:

CELEBRATE

One thing we're taking a moment to celebrate.

REGENERATE

One challenge we're addressing.

INTEGRATE

Something we're looking forward to.

A NOTE ON SWEET BEET



"A must stop location. They are much more than a market, please read their story. The crew at Sweet Beet is doing so much to improve on the deficiencies in the rural food system. A great place to source local products. Super friendly, helpful staff."

~Bryan, Sweet Beet Market customer

Sweet Beet is more than a farm + market + cafe.

The farm + market + cafe provide the foundation for all our programming here at KFH. The farm is the backdrop of our farm education programs, the market feeds our food donations, the cafe builds community. They all weave together to connect and inspire people around local food.

Revenue from Sweet Beet programming contributes to a diverse income stream that makes all our work at the Kearsarge Food Hub possible.

SWEET BEET FARM

Sweet Beer farm is a certified organic, regenerative vegetable farm in rural Bradford, New Hampshire.

On Sweet Beet Farm, nestled in 50 acres of forest, we grow intensively on a very small plot of land – less than two acres – in the market garden style popularized by Jean-Martin Fortier. We take pride in growing healthful, flavorful, and nutrient-dense foods for area markets while using sustainable practices to nurture the land in return.

We see the farm as not only a place for growing food in harmony with the surrounding ecosystem, but as a gathering, nurturing, and educational space for our community.

19,426

pounds organic produce grown

2.3% increase from 2021

4

Markets Served

- Sweet Beet Market + Café
- Warner Public Market
- Harvester Market
- Local Harvest CSA
- Food pantries
- Area restaurants

Investing in our soil

- Low-till permanent raised bed system
- Cover cropping
- Intensive cropping
- Crop rotation
- Composting
- Mulching
- Certified Organic

SWEET BEET FARM



Spotlight: **NOFA-NH Member**

CELEBRATE

Our people and our farm infrastructure: we have solar powered irrigation, high tunnels, and rich soil to grow into the future.

REGENERATE

Real sustainability on the farm is compromised because we're reliant on outside fertilizers and other inputs.

INTEGRATE

We're developing a composting system to close waste loops and create our own fertility.







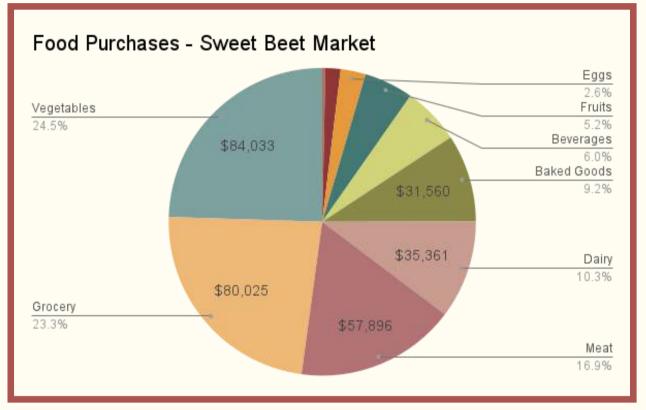
"I grew up in the suburbs, in an area and an era which placed low value on connecting to the land. Volunteering at the Sweet Beet Farm has been the antidote! The connections of earth, and growing, and nourishing, and caring all come together here."

- Nancy Jo, Sweet Beet Farm Volunteer

SWEET BEET MARKET

Sweet Beev market Year-round access to local foods from 100+ partnering farmers, makers, and producers.

The market sources directly from hyper-local, local, and regional farmers and producers to provide consistent, year-round food access to the community. With recipes, source identification, and robust communications around how to make the most of local foods, it's also an epicenter for education, information sharing, and community building.



Purchases through Sweet Beet Market send money back into our local economy. This supports local farmers, food producers, food system workers, sustainable practices, and more to increase our region's food security and resiliency.



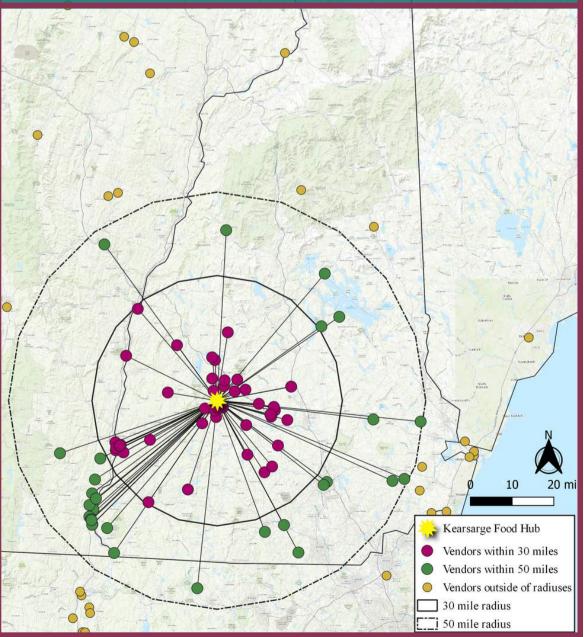
SWEET BEET MARKET

sweet Beer market

Map of 2022 local & regional vendors

We priortize sourcing from NH Vendors

Kearsarge Food Hub home of Sweet Beet 2022 NH Farmer & Producer Partners



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SWEET BEET MARKET



CELEBRATE

We reached over 1000 more customers in 2022 than we did in 2021 with services at Sweet Beet.

REGENERATE

Consistently rising food costs make affordability and access to local food a greater challenge for our community.

INTEGRATE

A market refresh to help better display our products, and fine tuning our selection and offerings.



"Great food. Fresh, organic produce from local sources, an environmental and humanitarian focused organization"

~Alan, Sweet Beet Market customer









SWEET BEET CAFE

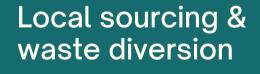
When we first opened Sweet Beet Café, we had a vision of lovingly prepared food with local, farm-fresh ingredients for our community. We believe it's an essential link in the farm + market + kitchen connection that makes our local food system more integrated and resilient. As our newest program, we're still learning how best to utilize the kitchen to serve the needs of our community and the KFH mission.

As of February 2023, the cafe closed temporarily as we continue to navigate which model works best for our team and in service to the community.

875+

Meals prepared for the Community FREEdge.

10 Community events hosted or catered.



- Local & seasonal ingredients sourced from the same partners that stock Sweet Beet Market.
- Transforming lessthan-perfect produce into nourishing meals.

SWEET BEET CAFE



CELEBRATE

sweet Beer cafe

The cafe brought people together to enjoy food and conversation, to share ideas, and to bring vibrancy to the space.

REGENERATE

We have work to do in building a model that is sustainable, impactful, and nourishing for our community.

INTEGRATE

We'll be gathering feedback to better understand how this program can best serve our community. "These folks are obviously invested in the community and genuinely care. Real people doing really great stuff. Thank you for the great breakfast."

~Cafe customer



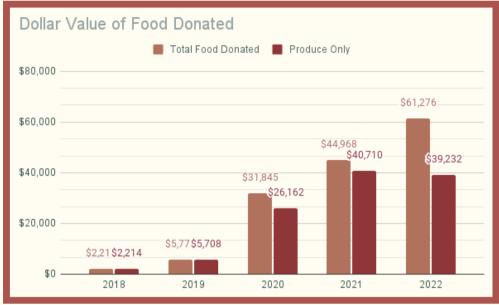




PROGRAMMING: FOOD SECURITY

FOOD PANTRIES SERVED WITH FOOD DONATIONS:

- Abenaki Helping Abenaki Food Pantry
- Bradford Food Pantry
- Henniker Food Pantry
- Hungry Owl at Keene
 State College
- Kearsarge Lake
 Sunapee Food Pantry
- Warner Food Pantry



Increase in food donations in 2022 represent more grocery items and prepared meals

18,275+

pounds of food donated in 2022

\$2,280

in SNAP dollars & Granite State Market Match

500

Families supported through food donations \$4,265

in discounts to Veterans in Sweet Beet Market

PROGRAMMING: FOOD SECURITY

3 KEY ELEMENTS MAKE OUR FOOD DONATIONS PROGRAM UNIQUE:

- 1. The vast majority of what is donated is **high quality, fresh produce**.
- 2. The majority of donated products are purchased directly from farmers or are otherwise recovered from local farms.
- 3. We donate what our food security partners order, allowing people more choice in the foods they consume.







Prepared meals for the FREEdge.



"Thank you for the FREEdge. So helpful right now! We love you all for your kindness."

~FREEdge client

CELEBRATE

8,780+ items including produce, meals, and groceries were donated through the community FREEdge in 2022 -- a \$26,650+ total value.

REGENERATE

Keeping up with the growing demand for access to local foods for all neighbors, regardless of anyone's ability to pay.

INTEGRATE

We'll seek innovative ways to increase food donations sustainably through, gleaning, food drives, and greater collaboration with our partners.

PROGRAMMING: EDUCATION



FARM-BASED EDUCATION

"Your work with Anna has been awesome! The educational material and experience has been fantastic quality :) Thank you for everything you do!"

~Rebecca Hemingway, ELO Coordinator Kearsarge Regional High School 2022 was all about getting more learners of all ages to the farm. We added two new programs – one for third and fourth graders, and one for highschoolers – and formally opened up the farm for field trips and farm tours so that everyone can come and be a part of the magic of Sweet Beet Farm.

~Julie, KFH's Farm Education Coordinator



Extended Learning Opportunities & Internships

We established a partnership with Kearsarge Regional High School and began offering Extended Learning Opportunities (ELOs), which give high school students school credit for the hands-on learning they do on the farm.



Homeschool Programming

In 2022 we took action to address the need for more handson learning options for local homeschoolers. We hosted field trips and started planning our <u>2023 Farm + Forest Club!</u>



<u>Elementary School Programming</u>

1st, 3rd, & 4th graders of Kearsarge Regional Elementary School work with Sweet Beet Farm educators to engage in curriculumbased, experiential learning at the farm throughout the year.



Field Trips and Farm Tours

IWe added offerings for field trips and farm tours. Everyone should have the chance to visit the farm! Learn more here.

PROGRAMMING: EDUCATION

FARM-BASED EDUCATION

CELEBRATE

We created a new position at KFH: Farm Education Coordinator. This dedicated position has enabled us to expand and deepen our programming.

REGENERATE

We're navigating the intersection of farm education and production to create a space that's both efficient for workers and welcoming to students & visitors.

INTEGRATE

We'll be launching new programs, like our Farm + Forest Club, and building an educational building for students.







"Bradford's Third Graders have begun a project with Sweet Beet to teach students about the history of farming with particular attention on the Three Sisters and Abenaki farming methods. This project is such a wonderful way to connect to community and continue a relationship begun in First Grade."

~Lauren Duquette, Gr 3 teacher Kearsarge Regional Elementary School

PROGRAMMING: EDUCATION

COMMUNITY OF LEARNERS

Beyond our curriculum-based learning on the farm, we're committed to nurturing a community of lifelong learners: from farmer peer networks to home gardeners to eaters!



Tomato grafting workshop hosted by Sweet Beet Farmers, Pierre and Julie



2023 Farm Bill Listening Session in the community room at Sweet Beet

VICTORY GARDEN GOLKIT Lessons from growing food in community.

FEED Kearsarge Presents



A guide to growing home & community gardens created with partners in 2022 to benefit home gardeners and community garden sites!

205

unique student learners visted Sweet Beet Farm

2,200

newsletter recipients receiving good food news

8,430

in our Social Media Community of Learners

17

PROGRAMMING: COMMUNITY

SHARED INITIATIVES

Actively collaborating with community partners through shared initiatives is an integral part of our community building practices.



ABENAKI SEEDS PROJECT

Neighbors growing Abenaki heritage seeds to learn about Indigenous foodways and support Native food security

- **50 home and community gardens** signed up to grow plants from Abenaki seeds.
- A comprehensive Grower's Guide distributed to all growers.
- Harvest tasting & educational event on Indigenous People's Day,

FEED KEARSARGE

(Food Expansion, Education, Distribution)

Year three of this collaboration brought:

- **400 free seedlings distributed** to home and community garden sites.
- **Gleaning programs** rescued produce for distribution through food access channels.



GRASS SLOOX FUND



Year-long participatory grant making initiative

- Built relationships with 12 regional food system organizations
- Emphasis on amplifying BIPOC voices
- **Disrupting the status quo** around who gets funding for food system projects.



PROGRAMMING: COMMUNITY

On our Love Local Event:



"Kearsarge Food Hub's commitment to highlighting, and supporting, local producers of all types around the State of NH reinvigorated my participation in the local goods network. It reminded me that I am not alone. That we're all out there struggling together to make our communities more connected, and we're all stronger for it."

~Aaron Lichtenberg, Winni Woods Farm

CELEBRATE

We created and shared videos about five partnering farmers and makers to educate people about the challenges, joys, and future of local food and farming.

Watch the 2022 Love Local Videos

REGENERATE

We're learning how to be strategic about the community initiatives we engage in to prioritize those most in line with our mission and with the greatest impact.

INTEGRATE

We'll seek to strengthen farmer networks by participating in a Climate Farmer Cohort and hosting farmer storytelling events with Vital Communities.

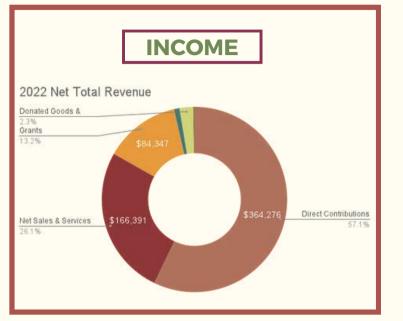




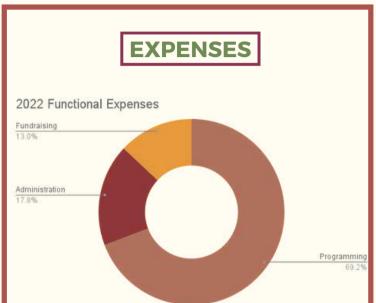
FINANCIALS

INCOME & EXPENSES

KFH is committed to nurturing a multitude of funding streams to contribute to the financial viability of our charitable activities.



| <u>Total Revenue</u> | <u>2021</u> | <u>2022</u> | <u>Change</u> |
|-----------------------------|-------------|-------------|---------------|
| Direct Contributions | \$302,261 | \$364,276 | 20.52% |
| Net Sales & Services | \$108,408 | \$166,391 | 53.49% |
| Grants | \$22,448 | \$84,347 | 275.75% |
| Special Events | \$1,124 | \$6,071 | 440.15% |
| Donated Goods & Services | \$18,400 | \$14,984 | -18.57% |
| Other Income | \$1,104 | \$1,716 | 55.42% |
| Total Revenue | \$435,345 | \$637,785 | 46.50% |



| Functional Expenses | <u>2021</u> | <u>2022</u> | <u>Change</u> |
|---------------------|-------------|-------------|---------------|
| Programming | \$286,061 | \$412,776 | 44% |
| Admin / Ceneral | \$85,001 | \$106,131 | 25% |
| Fundraising | \$45,568 | \$77,657 | 70% |
| Total Expenses | \$416,630 | \$596,564 | 43% |



FINANCIALS

INVESTING IN OUR PEOPLE

None of the work outlined in this report is possible without the incredible efforts that our teammates make every day. From a group of 6 volunteer co-founders to a paid staff of 20+ people, we have really come so far nearly 8 short years! As we continue to evolve, our aim is to develop a model nonprofit that is well-resourced, invests generously in its staff, and is grounded in resiliency and joy!



CELEBRATE

We implemented a staff meal program to feed our team through the café operations, expanded our staff, and increased pay rates significantly across the board.

REGENERATE

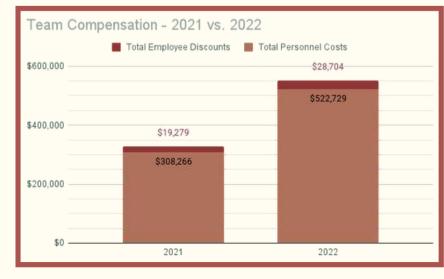
Current social and economic conditions, like increased cost of living and housing shortages, pose many challenges to recruiting and retaining staff. We have work to do in creating work opportunities that are competitive and fulfilling.

AHR

Average hourly rate changed from \$12.75 in 2021 to \$16.78 in 2022 -- a 32% increase

FTEs

Full-time equivalents changed from 9.2 in 2021 to 13.2 in 2022 -- a 44% increase



INTEGRATE

We will be doubling down on our efforts to nurture a cohesive, collaborative, and purposeful work environment for all team members.

GROW WITH US! MONTHLY DONORS

In 2022, **190 monthly donors** nourished KFH's mission. We are so thankful for this committed group of supporters and the energy and hope their recurring gifts generate.

Abenaki Trails Project Allie Abbey Bethany & Pete Albrecht Jennifer Alford-Teaster Sarah Amitav Sarah Anderson Michael Andrews Patti Ann Anne Appel Peter Arnold Susan Arnold Lorna Austin Janet Bauer Janet Bavicchi Marc Beauchemin Susan Beauchemin **Fd Bender** Joslin Bennett S Marek Bennett Greg Berger Alexander Bernhard Xochiquetzal Berry Kathleen Biaford Gavin Bodkin Lindsey Boisvert Claire Boland Larane Bradshaw Sandra and Steve Bravo Jessica Brav Barbara Breitwieser Connie & Bob Brookes Karl Brooks Ellie Brown Suzanna Brown Ellen Brownson Deborah Bruss Michael Bruss Nathanial Bruss Al Byam Quimby Cabin Bob & Missy Carroll Emily Cawley Caitlyn Cawthron David Chaim Lauren Cole-Johnson Carol Conforti-Adams Samantha Cooper Jackie Cowell Leah Cummings Chris Daniels Caitlin Danielson Padraic Dayton Andy DeBergalis Al Dekin Margaret Dellert

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"The impact of the Food Hub is clear on a daily basis in the community! Thank you for your dedication and the heart in all you do!"

~Monthly Donor

INDIVIDUAL DONORS

Every donation big and small is deeply appreciated and directly supports all KFH programs and services.

Allie Abbev Chet Adamczyk Shela Adams Maverick Adams Frank Albanese Laurie Albanese Nancy Alibrandi Don Allard Claudia Altemus Katrina Amaral Sarah Amitay Vicki Anderson, Psy.D. Abbie Andrew Lorna Austin leff Backer Betsy & Tom Balderston Brenda Balenger Brennan Barnard Bonnie Bauer Charlene Baxter Althea Beck Jo-Ann Belanger S Marek Bennett Rebecca Bense Grea Benson Alicia Bergeron Patricia Berkov Kara Berns Barbara & Stewart Bernstein Xochiquetzal Berry **Roland Berube** Tony Biancosino Tara Bielaski Kathleen Bigford Penelope Binning Alison Blake Stephen Blakney Gavin Bodkin Statam Boisvert Matt Bolduc Dennis Bourassa Jill Bowyer Caitlin Boyle Larane Bradshaw Heather Brady Jennifer Braley Amanda Brendell Deborah Broderick Diane Brown Deb Bruss Mark Bryer Steve Burnell Kathleen Butcher Mava Carl Barbara Carr Bebe Casey

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Please note that we have made every effort to ensure that this list is accurate and appears according to donor wishes. If there is an omission or error, please know that it is in no way intentional and accept our deepest apologies. Please contact Co-Executive Director France Hahn at france@kearsargefoodhub.org with any guestions or concerns.

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SUPPORT

CORPORATE SPONSORS



















ORGANIZATIONS — FOUNDATIONS

Bradford Police Department Captrust Embrewdery Genuine Local Hanover Cooperative Community Fund Henniker House Bed & Breakfast Inn Jake's Market & Deli New England Grassroots Environment Fund Old Hampshire Designs Spring Ledge Farm Sunapee Seasons LLC Tuckaway Farm Z&M Sheetmetal, Inc.

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COMMUNITY PARTNERS

ACTIVE PARTNERS

Abenaki Helping Abenaki Pantry Abenaki Trails Project Bradford Elementary School, KRSD Bradford Food Pantry Colby-Sawyer College **Evergreen Healing Arts** Henniker Food Pantry Hopkinton Historical Society Kearsarge Community Network Kearsarge Neighborhood Partners Kearsarge Regional High School **KLS Food Pantry** Main Street Warner, Inc. New London Hospital NH Food Alliance NH Food Hub Network NOFA NH Spring Ledge Farm The Hungry Owl **Unless LLC** Vital Communities Warner Connects Warner Public Market



"As a nonprofit organization helping neighbors flourish, KNP coordinates volunteers to package and deliver produce from KFH to local food pantries on a weekly basis throughout the year. Each spring, FEED Kearsarge's Tray it Forward initiative is our largest collaboration. We are honored to work beside the Kearsarge Food Hub, and applaud them for their commitment to education, ensuring community resilience, and promoting access to local food resources for all neighbors."

~Nancy Allenby, Kearsarge Neighborhood Partners

PROJECTS WE SPONSORED

NH Eats Local Month NH Food Alliance Statewide Gathering Bradford Center Meetinghouse NOFA-NH Winter Conference NOFA-NH Share the Bounty Project Sunapee



VOLUNTEERS

Thank you to our 80 volunteers from 2022! These folks show up and contribute their time, energy, and heart to help KFH operations sing with resonance and community connection!

Cody Anderson Morgan Anderson Peter Arnold Eliot Austin Tim Austin Andrea Ávila Ashleigh Barker **Carter Bascom** Garrett Bauer Janet Bauer Damon Bell Matthew Bennett Kathleen Bigford Peter Blank Sandra Bravo Amanda Brendell Erica Broman Ellen Brownson Pam Bruss Laurie Buchar Kecia Burns Abby Castriotta Nancy Jo Chabot Anna Cook Jenna Cook **Bo Cummings** Leah Cummings

Liv Cummings Dani Deely Waylon Deely Joey Desaro Ann Eldridge Charlotte Flanders **Chase Flanders** Oliver Flynn **Elizabeth Forgiel Dick Gates** Jorge Guerra Kellianne Hamburg Sarah Hansen Krista Haynes Harper Heath-Austin Mike Heffernan Karen Honan Marty Hopkins Mike James Andy Jeffrey Dorothy Jeffrey Ben Jones Zack Jones Natalia Karaulova Charlie Kelsev Dabney Kelsey Caroline Kittridge

Julie Loosigian Lisa Loosigian Tara Mahady Leon Malan Janet Miller Haines Denise Mitchell Peter Mitchell Will Moss Don Moss Susan Moss Patti Mullin Jay Mutschler Anna Phelan Matt Phelan Linda Porter Alan Reetz Denise Rico Monica Rico Laura Ryder Sage Scott Connor Shannon Martin Sheerin Maria Storm Max Thompson Lynn Zeltman







THE KFH TEAM

2022 STAFF

Garrett Bauer Dani Deely Oliver Flynn Cam Huftalen Lilly Landes Dustin Laverack Shannon Osteen Katlyn Paquet Zoe Parys Andy Post Brianna Sink Connor Snarski Scott Sweatt Jeff Volkers Connor Winter Jacob Baldasaro Alicia Simoneau

Kaitlyn Blaisdell Michael Brown Anna Cook Leo Esperanza Hanna Flanders France Hahn Pierre Hahn Lauren Howard Cassie LaShier Julie Loosigian Tara Mahady Jake McCormack Denise Mitchell Sarah Nelson Jennifer Silvia







2022 BOARD MEMBERS

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

