2011 ANNUAL REPORT WALTHAM FIELDS COMMUNITY FARM

Waltham Fields Community Farm (WFCF) is the business name of Community Farms Outreach, a non-profit 501c3 organization, whose Tax Exempt ID # is 04-3261186



OUR MISSION:

We promote local agriculture and food access through our farming operations and educational programs, using practices that are socially, ecologically, and economically sustainable. We encourage healthy relationships between people, their food supply, and the land from which it grows.

Dear Friends,

In 2011, the farm was alive as I've never seen it before. We grew more produce than ever, distributed more vegetables than ever (\$50,000 worth!) for food assistance efforts, and interacted with more people than ever! Our pickling workshop focused on fermentation with living microorganisms, and we were visited by several wild animals - including coyotes hungry for our watermelons and a lone blue heron hungry for small critters. At dawn and dusk, for several weeks in the fall, the heron could be seen hunting among the mature swiss chard planting, its lanky steel grey body contrasting beautifully against the multi-colored stems of the crop, forcing us to slow down and observe the food chain and nature's cycles. The heron's presence reminds us of the role this farm has to play in nurturing biodiversity and creating open space, as well as its importance in providing sustenance for the soul as well as for the body.

The reflective moments in the fields are symbolic of the organization as whole in 2011, with the staff and board engaged in a series of discussions about who we are and future directions. We identified major topic areas and committed ourselves to maintaining trimmed-down agendas that gave enough time for us to have lengthy, focused conversations, with almost perfect attendance from board members throughout the year. This led to the creation and approval of a Strategic Plan for 2012-2015 of which we are all very proud (available on our website); it provides a blueprint for activities to come and we look forward to having your help in carrying it out.

Thank you for your ongoing support and engagement!

Sincerely,

Claire Kospiver

Claire Kozower, Executive Director



Board of Directors 2011

President: Rebecca Nesson

Vice President: Janet Yeracaris

Secretary: Nathan Weston

Treasurer: Jay Rudolph

Judy Fallows Alicia Harvie Meryl LaTronica Jay Luker Sophia Mansori Margaret Post Chris Yoder

2011 HIGHLIGHTS

- Approved a new 3-year Strategic Plan for the organization, emphasizing
 programming that brings people to the farm as much as possible and a
 heightened focus on food access efforts.
- Distributed over \$50,000 worth of vegetables to individuals and families in need through our hunger relief/food access programs
- Reached over 2,000 youth and adults through our Learning Garden education programs, volunteer opportunities, and public events.
- Started construction on a new 20'x40' barn on the UMass property where we are based, to be used for storage and vegetable distribution.
- Created a self-guided tour of the farm, allowing visitors to learn about our work and get the lay of the land.
- Held the 3rd annual Waltham Farm Day, a free event with over 300 community members in attendance.

FINANCIAL STATUS

We began and ended 2011 in good financial standing, making annual contributions to our reserve accounts for capital purchases, employee leave, and emergencies. Our net operating surplus was \$36,586.

We are pleased to continue working with accountant John M. Monticone, CPA, of Medford, MA, who completed a financial review of 2010 in accordance with nonprofit accounting regulations. A copy of this review is available from our office upon request. In 2011, with our revenue up over \$500,000 for the first time in our history, we are having our first audited review. Reports will be available in the fall of 2012.

Financial Statement for FY11

Revenue		Operating Expenses	
Agricultural income	\$289,317	Wages and benefits	\$372,046
Grants and contributions	226,518	Agricultural expenses (non-salary)	92,793
Annual fundraiser - Sprout	37,957	Organizational infrastructure	58,786
Membership	18,625	Facilities, fees & insurance	27,179
Service/program fees 9,		Total expenses:	550,804
Merchandise	5,413		
Interest	8		
Total revenue:	587,390		



Farm Sales Highlights

- We piloted a new partnership with our close friends and longtime farm partner, Picadilly Farm in New Hampshire, to grow all the produce (except pick-yourown crops) for 100 CSA shares, allowing us to increase the total shares offered from 350 in 2010 to 475 in 2011. The shares went quickly and we are so pleased to be providing more area residents with fresh produce and the opportunity to regularly experience a local farm through this joint effort.
- We met an ambitious goal of \$10,000 in seedling sales, and are thrilled our sales have been so positively received in the community! We offer organically grown seedlings through several on-farm public sales and a pre-order for gardeners at the GROW (Green Rows of Waltham) community gardens, located next to our farm fields.

FARM HARVESTS

2011	Total Produce Harvested	Produce for Food Access Programs	Food Access as Percent of Total
Weight (lbs.)	151, 858 lbs.	28,730 lbs.	19%
Retail Value	\$299,149	\$50,749	17%

2011 Total Farm Income: \$289,317

CSA (Community Supported Agriculture) Revenue = \$270,330* Restaurant/Retail Produce Sales = \$3,751 Seedling Sale Revenue = \$10,825 Income from Food Access Sales = \$4,411**

Average Value per Acre: \$27,828 on 10.25 acres

CSA Program - Community Supported Agriculture						
Number & Type of Shares	Share Price	Ave. Retail Value Provided per Share	Ave. Pounds Provided per Share			
475* Summer Shares – 20 wks.	\$575	\$580**	286 lbs.			
155 Winter Shares – Nov/Dec	\$150	\$185	111 lbs.			

CSA Farm Partnerships:

- * Picadilly Farm provides produce for 100 of our summer shares, excepting pick-your-own crops.
- ** Retail Value above includes \$44 per share of winter squash and potatoes grown by Picadilly Farm, and \$12 per share of corn from Verrill Farm and Brigham Farm.

^{*}Our own harvests account for the large majority of our agricultural revenue, with 20% of our CSA revenue obtained through share partnerships and a la carte sales of local farm products.

^{**}Most of the value of produce distributed through our food access programs is fundraised for and provided for free, but a small amount of income is made by offering produce at subsidized prices through our farm-to-school sales, ½ price CSA shares, and Outreach Market, where low-income customers that don't have vouchers can pay \$5/bag with cash or SNAP/EBT.

FOOD ACCESS

Despite a very challenging growing season, we met our largest-ever goal of distributing \$50,000 worth of produce to area residents in need through our food access channels. And for the first time, direct sales to low-income people at our Outreach Market and through our half-price share program became more than 50% of our Food Access total.

Bulk Donations: Weekly donations were made to Food for Free, our longtime partner agency. The Greater Boston Food Bank and Boston Area Gleaners also helped distribute WFCF produce throughout the season.

Waltham Fields Outreach Market: The Outreach Market for low income individuals/families grew tremendously in its fourth year of operation. 973 bags of produce were distributed in 2011, a 61% increase from 2010. Overall, 55% of market clients paid \$5 for their bag (which they fill themselves with their choice of vegetables), 43% redeemed free vouchers they received through one of our partner organizations, and 2% used their SNAP benefits. SNAP acceptance was new to us this year, and something we'd be working to make happen for some time; overall, redemption with SNAP was low, but customers who did make use of it, walked away with more than five times the value of the \$5 swiped from their card. The average bag value was \$27, with a total of \$26,674 worth of produce distributed through the Market on the whole. Jewish Family & Children's Service (JF&CS) and Healthy Waltham continued to work with us to have a Registered Dietician and a chef coordinate recipe sampling/cooking demos using seasonal produce throughout the Market season.

Food for All ½ Price CSA Shares: Ten low-income households participated in our CSA program at a subsidized rate in 2011, more than doubling the number of participants from 2010. This program was supported by the purchase of Food for All shares by full-paying CSA shareholders.

Farm-to-School and Healthy Waltham Nutrition Education Initiatives: Collaborations with the Waltham Public Schools Food Service Department and Healthy Waltham continued, with produce from our farm supplying the Vegetable of the Month in school meals from September through November, as well as supplying afterschool and summer cooking/nutrition education programs with donations for demonstrations at public events, and special meals for the Waltham Family School and other low-income community groups.



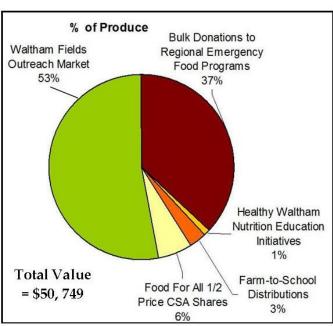
Kristen Pufahl from JF&CS and Chef Leslie Glynn from Healthy Waltham prepare for a fresh greens food demo at the Outreach Market

Food Access Produce Distribution by Program

Our half-price subsidized shares for low-income individuals and families inspire healthful eating!

"Having this share made a difference to my life and will help impact the food choices that I make for years to come." K.Rafter





EDUCATION & OUTREACH

Learning Garden Programs & Workshops: In 2011, we maintained strong partnerships with the Waltham Recreation Department and Cambridge Adventure Day Camp, and grew our own scholarship fund, ensuring the ability to accommodate all participants at affordable rates. In total, our Learning Garden programs reached 490 children and 95 adults with after-school and summer programs, Farm Visits for school and community groups, practical skills workshops for adults (pickling, jam-making, felting, organic gardening), and Little Sprouts Family Programs for preschoolers with their caregivers. Food preparation remains a key part of all of our youth programs and the solar electric system was in full operation this season, helping us whip up fresh garden snacks, including hummus, salsa, smoothies, stir fries and more!





"It was awesome. I loved being in the rain, digging for potatoes and having soooo much super awesome fun...I learned that being a farmer is really really hard work and you have to work in the rain, but I'd probably do it anyway." - Waltham Rec. participant, age 6

"My children loved helping washing and preparing the snack and especially love eating healthy beans now because of their experience helping to prepare them at the farm."
- D. Callahan, Mother of two Little Sprouts

Service Learning: As with our other education programs this year, our volunteer opportunities brought back many regulars (both individual and group) as well as quite a few new faces and organizations making a total of 730 individuals and 42 groups. These volunteers worked 3,039 hours in the fields, the office, or helping out with one of our public programs. Improvements to our volunteer management included implementing an on-line availability calendar and group sign-up form.

Our 2011 Volunteer Recognition Award went to Wendy Singleton (pictured here on the left), who has been a steadfast volunteer for many years, often dedicating her late summer hours to cleaning garlic.

"Great Folks. Great Day. Great Cause. A really rewarding experience. Who would have thought at 60 I would still love playing in the dirt!" - 2011 Volunteer

Farmer Training: Two Assistant Growers participated in our 2011 Farmer Training program, Larisa Jacobson and Lauren Weinberg, both first-year trainees from out of state. Throughout the season, these women got to participate in 11 field walks and more than 5 EMass CRAFT (Eastern Massachusetts Collaborative Regional Alliance for Farmer Training) farm visits, rounding out their on-farm curriculum and on-the-job training.

WFCF hosted a well-attended EMass CRAFT visit on organic pest control, and sprayer safety and calibration in conjunction with University of Massachusetts extension agent Ruth Hazzard.



Public Programs: A stronger emphasis social media marketing combined with a high level of demand for farm-based opportunities helped to make public programs like Stargazing, Insect Exploration, and Wild Foraging a big success. Together with our annual Waltham Farm Day and Harvest Potluck/Annual Meeting these programs brought nearly 500 community members and partnering organizations out to the farm to learn about food and farming, and to enjoy the open space and beauty.

THANKS TO OUR 2011 DONORS

The food access and education programs of Waltham Fields Community Farm are made possible through both financial and in-kind donations from hundreds of individuals, businesses, community organizations and foundations.

We are grateful to everyone who contributed to our work in 2011 through donations and participation in our fundraising events, including Sprout (our annual silent auction and celebration), Greens Breakfast on the Farm and benefit dinner with Kitchen on Common, Elephant Walk Benefit Restaurant program in October, benefit night at Flatbread Pizza, Empty Bowls Dinner on the farm featuring 100 handmade bowls (pictured at right) by WFCF Field Manager Andy Scherer, and several unique events hosted by board members..



Local Business Heroes

AlphaGraphics - Cityside Subaru, Inc - Earth, Inc. - Eastern Bank – Flatbread Company - Fresh Pond Capital, Reynders, McVeigh Capital Mgt - Gravestar, Inc. - Gordon's Fine Wines and Liquors - LeBlanc Mechanical - O'Connell & Rudolph, LLC - Pioneer Investments - Stanton Insurance Agency - TD Bank - The Elephant Walk, Waltham - Waltham Fresh Fish & Prime Inc. - Watertown Savings Bank - Whole Foods Market, Fresh Pond & Newtonville

Additional Business & Community Support

15 Walnut Restaurant - A Friendly Inn at Harvard - AMC Paddling Committee - AMD Foundation Employee Giving - American Repertory Theatre - Ames Hotel - Aquitaine Bis - Arbella Insurance Group - Aroa Fine Chocolate - Atwood's Tavern - Autumn Hills Orchard - Back Pages Books - Belmont Day School - Berklee College of Music - Blue Cloud Gallery - Blue Ginger - Bob Slate Stationer -Bookcase Factory Outlet - Brandeis Community Connections - Brine's Sporting Goods - Cambridge Savings Bank - Cantata Singers -Central Path Acupuncture - Center Street Cafe - Chapel Hill Chauncey Hall - Charles River Chiropractic - Chestnut Farms - Christ Church - Christopher's Restaurant - Cisco - Clear the Clutter - Community Rowing, Inc. - Cooper Muscular Therapy - Craigie On Main - Cuisine en Locale - Dali - Doubletree Guest Suites - Farm Aid - Fedco Seeds - FEI Theaters - Finale's Desserterie and Bakery - First Parish Church in Waltham - Flora - Flying Moose Lodge - Formaggio Kitchen - Gardener's Supply/Dutch Gardens - Genzyme Corporation - Green Mountain United Way - Greenward - Grezzo - Harpoon Brewery - Harvard Pilgrim Health Care Foundation -Healing Arts of Belmont - Highland Kitchen - Hoblitzelle-Waitsfield LLC - Hostelling International USA - Hungry Nomad Maps -Jewish Family & Children's Services - Johnny D's - Kitchen on Common - Kitch in Sync - Kundalini Now - Larz Anderson Auto Museum - Legal Sea Foods - Lesley Ellis School - Lizzy's Ice Cream - Masao's Kitchen - McKesson Foundation - MediaFriends Inc. -MetLife Insurance - Microsoft Matching Gifts Program - Mind's Eye Yarns - Morgan Stanley Smith Barney - Never Too Late Basketball -New England Wild Flower Society - New Repertory Theatre - Northeast Fiber Arts Center - Old Sturbridge Village - Our Lady Comforter of the Afflicted - Padula Brothers, Inc - Pansy Maiden Bags - Petsi Pies - Pico Restaurant - Pilar Botana Design - Progressive Asset Management - Prospect Hill Forge - Rayzor Pottery - Real Pickles - Red Lion Inn - Redbones - Reynders McVeigh Capital Management, LLC - Rockland Trust Charitable Foundation - Rotary Club of Waltham Inc. - Russo's - Shaw's Supermarkets - Sherborn Inn - Sherman Market and Cafe - Shire Human Genetic Therapies Inc. - Silver Clay Gifts - Small Planet Media - Solea - Spaces Design Studios - Stone Hearth Pizza Co. - Stone Meadow Golf - Stroller Fit - T.W. Food - Taza Chocolate - TD Bank - Temple Revim - The Charles Hotel - The Druid - The Elephant Walk Restaurant Group, Inc. - The Fireplace - The Friendly Toast - The Herb Lyceum - The Magnolia Wine Company - The Ritz-Carlton - The Waldorf School of Lexington - Tomasso Trattoria - Tower Hill Botanic Garden - Tufts Institute of the Environment - Turtle Creek Winery - Upstairs on the Square - Valora Charters - Vanguarden CSA - Waltham Athletic Club - Waltham Fields Community Farm - Watch City Brewery Company - West Side Lounge - Westport Rivers Vineyard & Winery -Wheelworks - When Pigs Fly Bakery - Yahoo Matching Gifts Program - Zing Pizza - Zocalo Cocina Mexicana

Foundation & Corporate Grant Support

Adobe Foundation – CHNA18 - Cedar Tree Foundation - Clipper Ship Foundation - Draper Laboratory - Foundation for MetroWest - Foundation M - Genzyme Corporation - Green Leaf Foundation - Harpley Foundation - Hope Foundation – IBM - Middlesex Savings Charitable Foundation - Orville W. Forté Charitable Foundation, Inc. - Project Bread - TD Charitable Foundation - The Frederick E. Weber Charities Corporation - The Fullen-Smith Foundation - Waltham Community Foundation

Individual Support above \$25 Organizational Membership

Marty Ahrens and Gary Madison - Gretta Anderson and Paul Bay - Shimi and Sharon Anisfeld - Elizabeth and James Apgar - Lynda Banzi-Sponholtz - Brad Barber - Robin Barber - Wendy Barret and Alisa Wolf - Naomi and Yaneer Bar-Yam - Molly and Peter Baskette - Mike and MaryLou Beermann - Audrey Benevento - Leah Rae Berk - Lew Berk and Lucila Halperin - Laura Bethard and Jack Greene - Jericho Bicknell - Joan Bicknell - Judy and Jerry Blaine - Heather Bodman and John Pyper - Alice and Nelson Bolen -Catherine and Hillel Bromberg - Nathaniel Brooks - Jessica Brown and Rob Berridge - Cynthia Buck - Carole Bundy - Eliza and Doug Burden - Catherine Cabrera and Joel Patterson - Amy Cadge and Pete Berquist - Wendy Cadge and Deborah Elliott - Faith Calhoun - Carol Caro - Elisabeth Carter - Don and Mary Cather - Kimi Ceridon and Oivind Brockmeier - Angela Chang and Christopher Sokolowski - Eric Chasalow and Barb Cassidy - Holly Chin - Mindy Chin - Dan and Lacey Christensen - Michelle and Bob Christman - 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Bobbi Fox and Daniel Dern - Michelle Frayman and Scott Preston - Marian Friedman - Doug Fuller - Zvg Furmaniuk - Charlene Galarneau and Don Tucker - Jocelvn Gardner - John Gawoski - Sabine Gerbatsch - Lauren Gill and Paul Smith - Dorothy and Steven Gilman - Elizabeth and John Gilmore - Donald and Allison Girod - Karen and Michael Gobler -Elon Goldstein and Helen Oh - Carol Goranson - Betty and Bruce Green - Elizabeth Greenman - Michael and Nettie Greenstein - Deb Guttormsen - Martha Hamilton - Melissa and Frank Hanenberger - Lauren Hansen and Aaron Beck - Aimee Hariramani - Shaunna Harrington and Greg Papastoitsis - Alicia Harvie - Ezra and Allison Hausman - Kerry Hawkins - Andrew Heilpern and Carol Margolis - Alex Helsinger and Sharon Kivenko - Stacie Hennig Davis - Elise and Ethan Hoblitzelle - Laurie Hoffmann - Ruth Hopkinson -Mariann and Nick Horgan - Sara Irwin and Noah Evans - Diab Jerius and Sherry Winkelman - Brita Jessen - Carolyn Jordan and Harry Fair - Edward Kahn - Barbara Kalinowski - Robin Kantrowitz, M.D. - Anwar and Cate Kashem - Delia Kaye and Paul Simmons - Leo Keightley and Martha Creedon - Robert Kelliher - Adam and Kate Kessler - Anna Kessler - Sarah Kielsmeier-Jones -Chris Klein and Kristin Newton - Benjamin Kozower and Nikki Fedoravicius - Claire Kozower and Charlie Knoble - Dr. and Mrs. Kozower - Max Kozower and Jane Guttenberg - Mary Beth Krafcik - Donna Kray - Dee and David Kricker - Griffin and David Lamb - Michael Langen - Meryl LaTronica - Rebekah Lea - Randy and Tiffany LeBlanc - Rebecca Leong and Mark Drews - Persis and David Levy - Xuemei Li and Peter Cuddihy - Henrietta Light - Jay Luker and Jennifer Zacharis - Stephen H Lund and Pascale B Lucier - Julie Mackin and Dan Clevenger - Ricardo Maldonado - Sophia Mansori - Alison and Jason Marshall - Martha Martin -Peggy and Ken McIntosh - Colleen McKiernan and Jason O'Brien - Julie Johnson McVeigh and Patrick McVeigh - Rachel and Jay Mepani - Dinan Messiqua - David and Shari Metcalf - Rachel Milgroom - Charles and Heather Miller - Marie Miranda - Kurt Moellering and Mica Richards Moellering - John Monticone, CPA - Allison Mooney - Patricia Moran - Paul Morganthall - Carolyn Mugar - Rekha Murthy - Susan Musinsky and David Krieger - Debra Neiman and Karen Nickel - Jack Neiman - Ruth Nelson - Fern and Charles Nesson - Rebecca Nesson and Wayne Marshall - Helene Newberg and Emily Farmer - Ben Noeske - Rick Oches -Dorothy and Shaun O'Connell - Saskia Oosting and Andrew Ward - Lou and Jay Paap - Monica Pacheco-Tougas and David Tougas -Heidi Patel - David and Larisa Pazmino - Jennifer Peabody and Scott Menhinick - Robert and Elizabeth Penny - Anne Peretz - Bob and Geraldine Perry - Elizabeth Petheo - David Petty - Susan Phinney - Joan Pic - Peter Pinch and Catherine Yu - Oakes Plimpton and Pat Magee - Samuel Plimpton and Wendy Shattuck - Christopher Post - Dr. and Mrs. Martin Post - Jeannette Post - Jonathan Post -Margaret Post - Kavitha Prakash - Laura Prickett and Jared Rice - Ana Rivera and George Snell - 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Will Tenney and Susan Gerould - Victoria Thatcher and Mayhew Seavey - Sarah Trilling and Lou Fiscarelli - Theresa Tucci and John Saxe - Karla and Clint M Twedt-Ball - Ingeborg and Arthur Uhlir - Cristina and Andrew Ullmann - Donna and Bill VanderClock - Nancy Vineberg - Bill Vogel and Constance Parrish - Debbie and Moritz von Rechenberg - James Walker - Steven Walsh - R Bruce and Toby Klang Ward -Peter Warren - Fan and Peter Watkinson - Justine Watt and Scott Tougas - Amy and Moshe Weitzman - Nathan and Joanna Weston -Jane Whitmore - Beth Wilkinson - David Wittenberg and Cynthia Kagno - Eric Wlodyka - Tim and Sara Wondolowski - Eileen Woodford - Dudley Wyman and Nicole Barna - Nick Wyneken - Janet and Anthony Yeracaris - Glenda Yoder - Chris Yoder - Diana Young - Margaret Young - Sabrina Zanella-Foresi and Antony Flackett - Erica Zissman and Dr. Morton Isaacson - and eight Anonymous Donors

Our Farm is Your Farm



Come Visit Us!

Opportunities abound for people of all ages and income levels to get involved with our programs.

Volunteer in our fields or with special projects – we have individual drop-in hours for all ages and available dates for groups ages high school and up.

Schedule a Farm Visit for your school and/or community group - for those in pre-K through 8th grade or for family groups. Activities include farm explorations, learning games and farm-to-table fresh snack preparation.



Take a stroll around the farm. Our main farm site is located on leased land owned by the University of Massachusetts. You are welcome to walk around the farm anytime during daylight hours to enjoy open space, and observe wildlife and the rhythms of the agricultural season. Please stay on the farm roads and keep pets on leash.



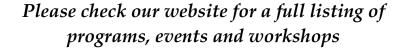
2012 FREE PUBLIC EVENTS - All are welcome...

Waltham Farm Day:

Sat., Sept. 22 (rain or shine), 2-5pm

Harvest Potluck/Annual Meeting:

Thurs., Nov. 8, 5:30-7:30pm





Waltham Fields Community Farm

240 Beaver St. Waltham, MA 02452 (781) 899-2403 www.communityfarms.org



FIND US ON FACEBOOK- CHECK OUT OUR BLOG!

