



## NOVEMBER 2022

\*{{First Name}}\*,

I managed to escape the dropping temperatures of Virginia and am currently basking in the warm Georgia sun. Seeing family, visiting friends, and cuddling with my dog all make it onto my holiday top ten, **but I must mention the true star of my visit: the food. Nothing beats home cooking, and honestly, food tastes the best during the holidays.**

I can't mention food without talking about farmers. **The end of November marks the start of the farmer's off-season, and with it, time to rest (hopefully), reflect, and plan.** Which crops were most popular or profitable? Which equipment needs to be upgraded or replaced? What are the best ways to invest in the operation going forward, and (for many), **how do we scale up for success if we don't own our land??**

The land security question has loomed large for us as we hear about this challenge time and again from farmers in our network, particularly farmers of color. Our typical lending has focused on operational needs, but **we've seen an increasing demand to address the most fundamental need farmers have: a reliable place to farm.** Read on for details about how we've galvanized support and partnership to increase opportunities for land security.

In this season of gratitude, we consider ourselves so fortunate to have the support of this community. Thank you for reading along and for sticking with us as we build more equitable, more regenerative foodsheds.

Warmly,

**Ashley Appolon**  
*Communications and Outreach Coordinator*



## FOODCAP ON THE ROAD



It was a good month for field trips! Along with our Diversity Coordinator, Bri Stevenson, I had the honor of attending two amazing farm events.

The first was a farm-to-table dinner at [Esther Manor Farm](#), a **Black- and female-owned farm in Virginia focused on organically grown, ethnic African produce and providing space for cross-cultural connection.** Owner Patience Fielding, a Cameroonian expat, launched Esther Manor to meet the culinary needs of her community and others in the African diaspora.

The dinner had it all. A beautiful outdoor setting, festive music, and delicious food all paid homage to Cameroon's beautiful customs and traditions. Speakers from various backgrounds made an appearance. **Would you believe us if we said the Cameroon ambassador to the US even stopped by? (He did!)**

Later in the month, our dynamic duo

made another stop at the [2022 VSU Annual Small Farm Conference](#).

The two-day conference included farm tours, networking with farmers raising everything from bees to goats, and panel discussions focused on rural development, business skills, and marketing techniques.

**It was an excellent opportunity to connect with our community of farmers and share about our work with new friends.** Bri really tied a bow on it by hosting a Black farmer mixer – complete with electric slide!



## CAPITAL IN THE FIELD



What started in Bethlehem, PA in 2020 as a "quarantine dream" is now a five-acre farm with 75 varieties of certified organic produce. **Farm owner Kegan Hilaire started [Blackbird Farm](#) to bring people together using the power of food.** Blackbird Farms stays true to its mission by providing a CSA and "solidarity shares" for low-income folks. Earlier this month, **FoodCap supported Blackbird Farm with a low-interest bridge loan to front the cost of business planning and strategic visioning with our partners at [Kitchen Table Consultants](#).**

## LAUNCHING A NEW INITIATIVE



On Giving Tuesday, we shared the news about our new initiative in support of land security for BIPOC farmers. **We launched this effort in response to an absence of land financing options that are simple and expedient for busy farmers, and that don't rely on collateral or credit scores, require a down payment, or come with high interest rates, burdensome fees, etc.**

As they say, "If you want to go far, go together," so we're teaming up with numerous BIPOC leaders and organizations who have been working in this space long before us, and we'll lean into their knowledge and insights to identify experienced, vetted BIPOC farmers for the project.

We'll then pair farmers with land through partnerships with regional land trusts, finance land purchases with **our innovative "loan-not-debt" financing – with zero interest and zero payments** – and provide them with ongoing support as new landowners.

**As far as we can tell, no one in the country is doing anything like this. It's a big idea, and we'll need big support to get this Initiative launched!**

I'M INTRIGUED!  
LEARN MORE

WE'RE RAISING \$100 MILLION  
TO SUPPORT GENUINE LAND SECURITY  
FOR BIPOC FARMERS.

Please consider making a gift to help us launch this Initiative!

We're kick-starting the work by raising \$2 million by Spring 2023 to finance our seed projects. Your financial gifts, no matter the size, will be the backbone of this project.

Interested in helping us support genuine BIPOC land security?

I'M IN!  
SUPPORT NOW



**Our Contact Information**

\*{{Organization Name}}\*  
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