



# FOODSHED CAPITAL



## December 2021



### Greetings!

On behalf of our entire team at Foodshed Capital, I would like to wish everyone a healthy and peaceful conclusion to the holiday season. With your collective support, we are wrapping up another successful year of providing patient, low-cost capital to small-scale diversified farms as a means to foster a more equitable and environmentally resilient food system. This was our third year of lending, and you can read about some of our impact below, or in previous newsletters.

It's easy to get caught up in these numbers. All nonprofit organizations do. As do for-profits. It's the "what" that defines the work - usually called "impact" - whether it's number of loans made, jobs supported, return delivered for investors, etc.

When the "what" becomes all-consuming, it is very easy to lose track of the "why." As another new year blooms, it's a good time to re-emphasize the "why." Why I helped start Foodshed Capital in 2018, and why I continue to be passionate about the work, is rooted in a worldview that believes in the interconnectivity of all things that ripples through time and space. The work we do now - together with you our supporters, and other collaborative organizations working in regenerative food systems - is about transforming our common home into a place that's hospitable for all life. How we produce our food, and who has access to it, is essential to that transformation, even if we don't quite have all the answers. To paraphrase something I heard in a recent podcast, we have a responsibility to expand what's possible for the children growing up today, and the children growing up for generations to come. We will be defined but what kind of ancestors we choose to be

today, right now, in this epic moment.

We hope you will continue to support us in 2022. We commit to remaining centered on our “why” and doing our part to help accelerate more regenerative and equitable foodsheds by providing access to capital for farmers and food entrepreneurs who need it. Thank you.

Blessings,

*Michael Reilly*

Co-Founder/Executive Director

Support Our Work

## Capital in the Field



Anchored by historic Brookland Park, Richmond's Northside Community is the home to a proposed new farmers market in 2022. The initiative is led by the



Northside Food Access Coalition, a resident-led initiative whose mission is to increase access to, and control over, a local, sustainable food system within the Northside community. The community is home to over 35,000 residents, of which 56% have low food access.


In 2021 the Coalition received a \$50,000 grant from the [Virginia Food Access Investment Fund](#) to convert an existing community-owned building into a cold storage unit and to hire a person to help run the market. Because the grant is a reimbursement grant payable upon completion of work, the Coalition was in need of funds to get the project started. Foodshed Capital stepped in with a \$35,000 bridge loan at 0% interest through our Black Farmer Equity Fund.

Coalition partners include: American Heart Association, [Happily Natural](#), Historic Brookland Park Collective, [Nomad Deli](#), Richmond City Health District, [Richmond Food Justice Alliance](#), and [Virginia Community Capital](#). Learn more about the Coalition [here!](#)

## Goings-On

BEYOND  
SPREADSHEETS:  
**BOOKKEEPING**  
FOR THE SMALL FARMER

**Three-Part  
Virtual Workshop Series**  
February and March 2022

  
**FOODSHED  
CAPITAL**

We're excited to announce the next edition of our [small farm-focused, completely free workshop series](#), funded in part through a grant from the U.S. Small Business Administration. We're teaming up with our partners at [Kitchen Table Consultants](#) to get you completely oriented with Quickbooks over three sessions, from setting up your chart of accounts and reconciling bank statements, to making sense of your reports and creating cash flow projections.

We know how busy the farm season can be, and we know how much planning and preparation farmers cram into the winter months. So [we're offering the three part session, two different times](#) to give you as much flexibility as possible. Each series will begin with a basic introduction and build up to more

advanced skills. Here is the schedule:

### Three Week QuickBooks Workshop Series

Series 1 - February 1, 8, and 15

Series 2 - March 15, 22, and 29

Tuesdays 10am - Noon

To maximize engagement, we'll be capping each series at just 20 participants. Registration will open in January, so keep an eye on our social media and future newsletters!

## More Goings-On

### The Future of Regenerative Funding



**FOODSHED  
CAPITAL**



**Steward**



**FUTURE HARVEST**  
Chesapeake Alliance for Sustainable Agriculture

January 14, 2022

Foodshed Capital is teaming up with [Steward Lending](#) to present at the annual Future Harvest conference in January. It is being held virtually again this year. Michael Reilly, FoodCap executive director, and Ryan Anderson, Steward's SVP of Services will discuss the future of regenerative funding, with an emphasis on the particular challenges that socially disadvantaged farmers face when accessing capital. The session will take place at 10:30am on January 14. Please join us!

[Register for the conference here.](#)

*Foodshed Capital's participation is funded in part by a grant from the U.S. Small Business Administration.*

## Collaborations

# ADVANCING REGENERATIVE AGRICULTURE



We are excited to announce the launch of a two-year project to help develop a regional network for regenerative verified meat in the Mid-Atlantic. The network will include production, processing, marketing, and distribution of pasture-raised, grass-fed livestock.

This project is a partnership among eight organizations in the region. In addition to Foodshed Capital as the lead partner, it includes: [4P Foods](#), [Robinia Institute](#), [Kitchen Table Consultants](#), [Future Harvest](#), [Piedmont Environmental Council](#), [American Farmland Trust](#), and [Hatch Richmond](#).

The long-range goal of the project is to expand the production of livestock using holistic methods with verified ecological outcomes and to develop regional sales channels that include institutional buyers. In between, is the critical component of rectifying processing bottlenecks and inefficiencies.

The project is underwritten by a \$250,000 grant to Foodshed Capital and its partners through the USDA's Regional Food System Partnerships program. Francesca Costantino, a former FoodCap board member, has taken on a two-year staff position to lead the partnership. If you are a funder interested in this work please reach out to Francesca at [francesca@foocap.org](mailto:francesca@foocap.org).

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Thanks to all who attended our Farm Funding workshop on November 18!



For those who missed it, [check out the recording on our YouTube channel here](#) for our overview of loans and grants available to small farmers.

Thanks again to our co-presenter at [FarmRaise](#) for the deep dive, and to the U.S. SBA for the grant funding



that allowed us to present this workshop completely free of charge.

## Impact Update



# OUR WORK IN 2021

- **27 TOTAL LOANS MADE**  
*(Up from 18 in 2020)*
- **\$510,500 IN ZERO AND LOW-INTEREST CAPITAL DEPLOYED**  
*(Up from \$145,500 in 2020)*
- **89% OF LOANS TO OPERATIONS RUN IN PART BY WOMEN OR PEOPLE OF COLOR**  
*(Up from 83% 2020)*

## Giving is Always in Season.

### Small and Steady!

There are scores of organizations doing critical work, and yes, all of them are trying to enlist your financial support as the year comes to a close.

But instead of a big one time gift, we're asking you for your sustained, monthly support to help us cover our operational costs and focus our attention on serving our borrowers.

**Whether it's \$5 a month or \$50 a month, small and steady gifts are the most valuable kind of support.** Thanks for chipping in!

Become a Perennial Supporter

[www.foodcap.org](http://www.foodcap.org) | 434.409.0054 | [info@foodcap.org](mailto:info@foodcap.org)

