



# BROOKWOOD COMMUNITY FARM

## Annual Report 2010

Dear Friends and Members of Brookwood Community Farm,

2010 was a year of significant progress in organizational development and food production at Brookwood Community Farm. This is the first year we have produced an annual report in which we share publicly our achievements for the year, demonstrate our financial standing, and recognize those that have made our work possible. On behalf of Brookwood's board of directors, I want to thank you for your involvement in and support for our work to build a just and sustainable food system for all!

~ Mark Smith, Board President

### Farm Operations

2010 saw significant growth in farm operations.

Achievements from the 2010 season include:

- Cultivated 4.5 acres for mixed vegetable production on three parcels of land in Milton and Canton
- Employed 3 full-time seasonal growers and 7 summer youth interns
- Operated a 170-member summer CSA program and piloted extended season spring and fall shares.
- Sold produce at farmer's markets in Milton and Mattapan
- Donated over 5,000 pounds of fresh produce to local food pantries and shelters (Rosie's Place, Milton Food Pantry, Quincy-Germantown Food Pantry, Mattapan/Haiti Project)
- Hosted numerous volunteers and volunteer groups from schools, churches and other programs.

Congratulations to the 2010 farm crew for an excellent season! Thank you for your incredible dedication.

Judy Lieberman, Farm Manager  
Jason McCartney, Field Manager  
Anna Wei, Assistant Grower



Brookwood Farm Staff & Youth Interns

2010 Farm Interns:

- Kasey Bilodeau
- Lindsay Shepard
- Garret Pavlicek
- Kitty Sargent
- Martin Weiss
- Stevenson Cantave
- Jeff St Surin



Brookwood Stand at the Mattapan Market

### Education & Outreach

In 2010, BCF's outreach and education committee organized several new events and classes in response to the members' survey at the January 2010 annual meeting. In February, Brookwood co-sponsored a workshop on backyard chicken coops attended by many members, several of which are now proud backyard poultry growers! Later in the year we co-sponsored Milton's first Tour de Coops, a walking and biking tour that showcased eight backyard coops throughout Milton.

In addition, Brookwood offered a workshop on preparing Kim Chi as a way members could "extend the season" and enjoy Brookwood's great fall vegetables for months to come. We are anxious to add more food preservation classes in 2011!



### 2010 Board of Directors

- |                          |                   |
|--------------------------|-------------------|
| Mark Smith, President    | Julia Khodabandeh |
| Helen Russell, Treasurer | Judy Lieberman    |
| Jim Buckle               | Suzanne Lombardi  |
| Simca Horwitz            | Cathy Smith       |
| Eric Johnson             |                   |



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### Fundraising

Brookwood's fundraising committee focused on three primary strategies for raising the funds necessary to meet our annual operating budget – special events, individual donors, and foundation grants. Food sales (CSA, markets, wholesale, etc) make up 70% of Brookwood's operating budget. The remaining 30% of the budget is derived from donations. In 2010, the committee organized Brookwood's first major donor event – a chef-prepared farm dinner held at Brookwood in August. The event raised a little over \$6,000 and also was the subject of a compelling article in the Boston Globe's Food section highlighting the farm's commitment to ensuring food access in low income neighborhoods. On the grants front, the committee submitted several letters of inquiry and funding proposals to local foundations – we hope for positive news soon! Lastly, for the first time ever, we mailed hard copies of



Guest enjoy the farm dinner

our annual end-of-the-year appeal to our members and friends. In 2011, the committee will focus on building our pool of individual donors, organizing more fundraising events, and expanding our grant writing capacity. Members can support the farm by making a tax-deductible donation on our website. Thank you to the many individual donors, big and small, who make our work possible!

Thank you to the following foundations for their generous support in 2010:

- Copeland Family Foundation
- Reebok Foundation
- A.A. Rockefeller Foundation

| Brookwood's Growth Through the Years |       |             |
|--------------------------------------|-------|-------------|
| Year                                 | Acres | CSA Members |
| 2006                                 | 1     | 12          |
| 2007                                 | 2     | 50          |
| 2008                                 | 3.5   | 110         |
| 2009                                 | 4     | 120         |
| 2010                                 | 4.5   | 170         |

### Finance

In 2010 we strengthened our financial systems with the help of an incredible volunteer. We now have more accurate and timely financial reporting. A summary report of the 2010 income and expenses is presented below.



Cultivating tractor in the fall

| 2010 Income and Expenses                         |                   |
|--|-------------------|
| Category   | Amount            |
| <b>INCOME</b>                                    |                   |
| Donations  | 13,365.14         |
| Grants   | 15,000.00         |
| Misc. Income                                     | 490.66            |
| Produce  | 118,136.01        |
| Summer CSA                                       | 74,507.01         |
| Milton Farmers Market                            | 10,783.00         |
| Mattapan Farmers Market                          | 3073.50           |
| Other Sales (fruit, fall CSA, restaurants, etc.) | 29772.50          |
| <b>TOTAL INCOME</b>                              | <b>146,991.81</b> |
| <b>EXPENSES</b>                                  |                   |
| Production Costs                                 |                   |
| Labor  | 55,523.69         |
| Consultants & Contractors                        | 1,700.00          |
| Payroll Fees                                     | 1,168.11          |
| <b>Total Production Costs</b>                    | <b>58,391.80</b>  |
| <b>Total Equipment</b>                           | <b>10,452.48</b>  |
| Other Costs                                      |                   |
| Buy-in produce for CSA                           | 13,889.00         |
| Vehicles   | 3020.67           |
| Insurance  | 1838.00           |
| Tax Preparation                                  | 2250.00           |
| Miscellaneous                                    | 2921.87           |
| <b>Total other costs</b>                         | <b>23,494.19</b>  |
| Supplies   |                   |
| Cooler   | 7645.47           |
| Fertilizer & Soil                                | 9385.10           |
| Seeds  | 5175.94           |
| Irrigation                                       | 3746.84           |
| Other  | 4366.54           |
| <b>Total Supplies</b>                            | <b>30,319.89</b>  |
| <b>TOTAL EXPENSES</b>                            | <b>123,110.71</b> |
| <b>OVERALL TOTAL</b>                             | <b>23,881.10</b>  |