

Founded in 1978, the Community Alliance with Family Farmers (CAFF) is a membership-based organization of family farmers working to build sustainable food and farming systems through policy advocacy and on-the-ground programs that create more resilient family farms, communities, and ecosystems. Our programs help growers throughout California improve the environmental impacts of farming, and we ensure that communities are supportive of their local producers by facilitating the availability and abundance of farm-fresh food in urban and rural settings. CAFF's overall goal is to strengthen family farms, the cornerstone of healthy and economically viable communities. By helping farmers increase their economic and environmental sustainability, we support community members and businesses in reducing their ecological footprints and improving community health. To reach these goals, we focus on three main program areas: Farm to Market, Climate Smart Farming, and Policy & Advocacy.

As CAFF celebrated its 40th anniversary in 2018, our board and staff recognized Diane Del Signore who served as our inspiring Executive Director for the past decade. With Diane's leadership, CAFF continued to grow into a recognized innovator in the Food Systems Movement with on-the-ground programs that create new markets for farmers, promote responsible growing practices, and invigorate local food economies.

At the beginning of 2019, we were excited to welcome Paul Towers as our new Executive Director. Paul's previous experience includes work with the Sacramento Food Policy Council, California Food & Farming Network, Sacramento Urban Ag Coalition, Pesticide Action Network, the Farmer Justice Collaborative, and the California Endowment's Healthy Food for All Collaborative. We welcome Paul to our community and look forward to many more years of growing more resilient family farms, communities, and ecosystems.

Sincerely,
The CAFF and Farmers Guild Team



PROGRAM HIGHLIGHTS

FARM TO MARKET

CAFF connects farmers and businesses, providing growers with a suite of tools and marketing materials—and also coordinating product availability with aggregated purchasing to ensure supply and demand grow together. The Farm to Market program couples consumer education with technical assistance in tracing value through the supply chain. CAFF works with food service leaders to provide staff trainings, education for students, and collaborative purchasing and resource sharing structures. 2018 Highlights in Farm to Market include:

- **Farm to Cafeteria** targets school districts and hospitals that serve low-income communities and increases access to fresh fruits, vegetables and proteins within these institutions while simultaneously expanding market access for local family farmers. *Purchasing Collaboratives* are groups of school and hospital food service purchasing representatives from the same region, utilizing common distributors and farmers. In 2018 CAFF facilitated over \$1,100,000 sales via Purchasing Collaboratives (of 38 family farms and 41 institutions). *Farm Direct* sales directly connect institutional purchasers with farms, this results in increased transparency, more opportunities for communication and education, a high level of customer service, more access to local, family farm, and in season products, and increased community awareness in the food system. In 2018 CAFF facilitated over \$64,000 Farm Direct sales to 32 family farms from 12 institutions. While our reach has grown, there is still significantly higher demand and opportunity to help cafeteria leaders increase access to local food.
- **Food Safety:** Our food safety outreach in 2018 included workshops, webinars, and in-depth one-on-one guidance to over 600 growers—as well as the development of our new podcast which debuted in February 2019. The first few podcasts episodes were recorded at different farms discussing various food safety “quick tips” for small growers.
- **Community Supported Agriculture (CSA):** In an effort to increase the economic viability of CSA operations, CAFF partnered with technical assistance groups from across the nation to develop a CSA Community of Practice so they can more easily share marketing innovations and other best practices. The Community of Practice allows for the combination of extensive marketing expertise and collation of resources for the betterment of CSA farmers across the United States. By providing space for collaborations, we can facilitate the exchange of hard-won lessons and innovative ideas between service providers and CSAs nationwide. This exciting national effort feeds into a noteworthy international CSA movement, in which CAFF also participates, aimed at improving social justice and solidarity economies throughout the world through CSA and other farm-direct models.

CLIMATE SMART FARMING

In 2018, the Climate Smart Farming program continued its work investigating and promoting climate smart farming practices that build farm productivity and resilience, conserve natural resources, and mitigate and adapt to climate change. CAFF works with growers and partners with organizations on winter cover cropping, on-farm applied research in integrated crop-livestock systems, dry farming, biointensive no-till systems, hedgerows, and water conservation. Highlights for 2018 include publishing the second edition of CAFF's Hedgerow Manual, carrying out a barrier/motivations survey of grazing sheep vineyards, planting cover crops in nut orchards and hosting our first cover crop farmer-to-farmer event, interviewing irrigation/water districts on regulation and ag water use, and continuing our biointensive no-till pilot project with five farms differing by soil type and climate. With support from the Bi-Rite Family of Businesses, we started our Climate Resilience project which focuses on helping farms and farm communities adapt to the inevitable consequences of climate change, namely the increased wildfires California has suffered these past few years.

POLICY

CAFF has been advocating for family farmers in the California legislature since 1978. We continue that work today by focusing on state and federal policies, defending the rights of family farmers, as well as educating them about new policies that affect their farms. CAFF is a strong advocate for family-scale agriculture that cares for the land, sustains local economies, and promotes social justice. It is CAFF's goal to change the course of agriculture, and to do that we need to influence institutions, commodity boards, state and federal agencies, and legislators who set public policy.

2018 efforts focused on the Farm Bill; working with California Climate and Agriculture Network (CalCAN) on State Water Efficiency and Enhancement Program (SWEEP), the Alternative Manure Management Program (AMMP), and Healthy Soils Program; the Compost General Order; immigration reform; surface water and groundwater (regulatory changes and water use efficiency); managing the California Agricultural Water Stewardship Initiative (CAWSI) website and resource library; and California legislation (<https://www.caff.org/ca-legislation>).

ANNUAL EVENTS



Farmers Guild-Raising: Over 200 farmers, ranchers and local food advocates from across California gathered at the 5th Annual Farmers Guild Raising to share skills, explore hot topics in sustainable agriculture and collectively forge a united voice on behalf of family farms. The event concluded with the 'Agrarian Lovers Ball' featuring locally-sourced food, live music, our Annual Awards, recognizing contributions to a stronger local economy, food justice and a new generation of agrarians. During 2018, the teams behind the **California Small Farm Conference** and The Farmers Guild Raising joined forces to present one Conference in 2019.

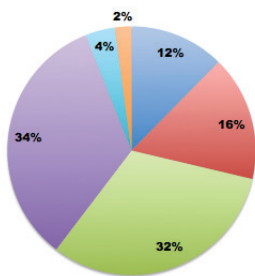


Good Food Showcase: The Good Food Showcase was the first northern California trade show focused on bringing together sustainable growers and producers with buyers, food service and other community advocates. The room was buzzing with excitement and when the Taste of the Showcase opened, it was happily quieter as mouths experienced what is possible with fresh, local ingredients. This event brought together over 30 vendors, 27 institutional buyers, and 10 community partners.



Summer Dinner: Our 6th annual fundraiser dinner—with a seasonal feast prepared by Petaluma's Wishbone Restaurant and Preserve Farm Kitchen—was hosted by Five Springs Ranch and featured local food, drinks, live music, sweeping views of the North Bay, a silent auction, and our new set of Sonoma County Farmer Trading Cards.

FINANCIALS Fiscal Year Jan. 1, 2018 - Dec. 31, 2018



REVENUES AND SUPPORT

Business Partners and Individuals	\$ 177,123
Fee for Service	\$ 233,570
Foundation, Private, & Corporate Grants	\$ 453,666
Government Grants and Contracts	\$ 481,042
Fundraising Events	\$ 55,542
Other Revenues	\$ 30,825
Total Revenues and Support	\$ 1,431,768

EXPENSES

Programs	\$ 1,012,412
Support Services	\$ 360,499
Total Expenses	\$ 1,372,911
Net	\$ 58,857

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