



2020

Annual Report



OUR MISSION

Fostering vibrant, resilient, connected and sustainable food and farm co-operatives.

OUR VALUES

The Local Food and Farm Co-operative Network values Ontario food systems that are:

- Accountable to local producers and consumers
- Fair, just and democratic
- Open and accessible
- Ecologically sustainable
- Compassionate and built on solidarity
- Fostering good food knowledge

BIG SUCCESSES

01

FAIR FINANCE FUND

Officially operational with six loans having been dispersed over \$1.7 million in loan requests recieved

02

TRADE ROUTES NORTH

To address challenges in distribution in the North, we assisted in the development of Northwest Beef and The Northern Food Distribution Network

03

10TH ANNUAL ASSEMBLY

We celebrated 10 successful conferences by returning to Ignatius and celebrating with our founders

04

COMMUNICATIONS SERVICES

The official launch of LFFC Communications Services gained us contracts with the National Farmers Union Ontario and Berry Road Food Co-op

05

CO-OP FIELD SCHOOLS

The directors confirm that they have complied with the above requirements in preparing the financial statements

Northwest Beef

This project connected beef farmers across Northwestern Ontario. 75 participants engaged in the first three Verified Beef Production Plus (VBP+) workshops and consultations. The VBP+ workshops prepare farmers for an on farm audit, which assesses their adherence and commitment to human animal handling, food safety traceability, and environmental stewardship. A market report compiling regional consumer feedback was prepared and presented to farmers at these workshops, and crucial input into brand development, shared challenges, and regional opportunities was collected. In total, nine producer workshops were offered, which included pasture management, collective marketing, business expansion tools via the 'Beyond the Farm Gate' training modules, carcass grading, and exposure to other collective marketing groups such as Penokean Hills Farms, and VG Meats. 15 farms underwent VBP+ audit in the fall of 2018, and spring of 2019. At the last producer meetings in November 2018, 12 farms agreed to form the Northwest Beef Co-operative Inc. Since that time, additional farms have come forward to express interest in participation.

Susanna worked with these groups to create a logo, tagline, Facebook page that met their needs. The website includes a form to reserve bulk ground beef boxes or quarter/half carcasses. These sales were launched in January 2019 opening another market opportunity for participating cattle producers. A radio campaign and social media campaign were also launched to promote the new website and sales, and a package of materials including brochures and table top displays were created and sent to them (funded by Beef Farmers of Ontario).

Value chain alignment has included working with regional abattoirs to align supply and demand with processing abilities, coordinating and reserving advance processing dates, and organizing distribution with Loudon Bros. Wholesale and Gardewine North. Two feedlots were also identified who can offer custom feeding to interested participating cow-calf operators.

Funding assistance (SNAPP) and feed analysis review/nutritional advice (via Brian Bell) were offered to the feedlots. The additional 1000 animals marketed in NWO will result in additional processing and distribution volume for Northwestern Ontario.

From our family farms to your table.

NORTHWEST BEEF
Raised Right... Here



NOW ACCEPTING PRE-ORDERS : WWW.NORTHWEST-BEEF.COM

HEALTHY FOOD DISTRIBUTION NORTH

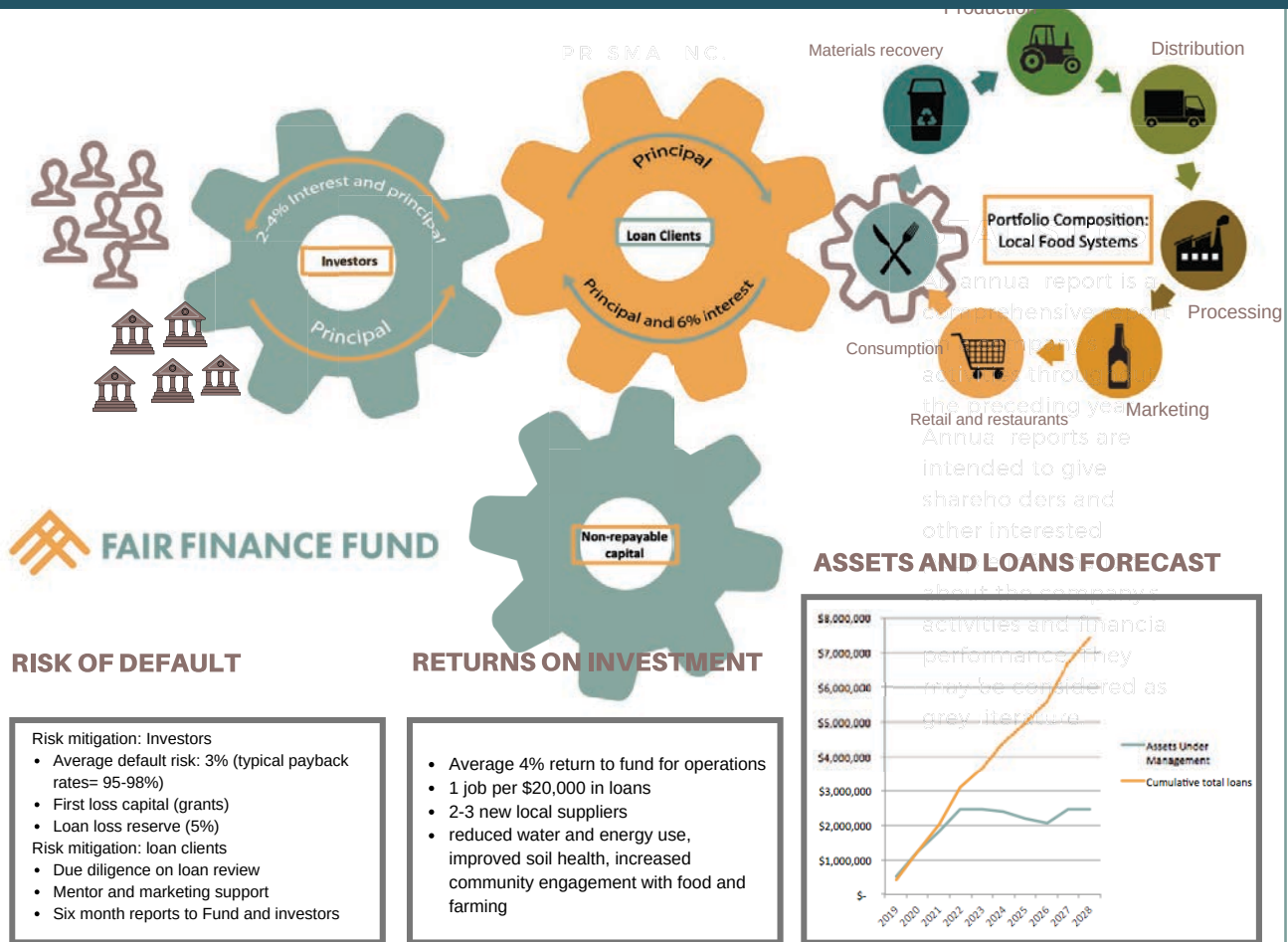
The Healthy Food Distribution Project North (Co-op Cred) focuses on the partner and infrastructure development of mini-food depots at partner facilities to improve food access for all communities, including rural, remote, low income and marginalized groups. In 2019 with support from the Co-operators, LFFC northern team members are developing a network of partners for these hubs, including the Northwest Health Unit in Red Lake, the Regional Distribution Centre and other partners in Sioux Lookout. Support has also been offered to communities such as KI, and the Waubetek Business Development Corporation. The funding supports the initial implementation of 4-6 food hubs at partner locations, training and support for community members and partner team members to coordinate the purchasing, delivery and distribution, and marketing to engage partners' clients in the new program.

The project aims to:

- 1. Improve food distribution and access to healthy locally produced food in Northern Ontario, by coordinating resources and deliveries
- 2. Improve access to healthy food for communities with food access challenges (including limited access to fresh produce, high prices, and obstacles to transportation to urban centres for food)
- 3. Provide education and training for new job creation about local food production, food systems, and nutrition
- 4. Expand model of flexible depots and ordering that creates access to healthy food for commercial and public clients through new sites
- 5. Reduce Human Resources burden of recruiting qualified, committed staff for a few hours a week. By liaising with other non-profits with similar mandates, stable full time staff can be leveraged to oversee volunteer and part-time staff to ensure success and sustainability. This addresses a challenge identified in previous pilots
- 6. Provide a means of accepting donations, and supporting low income and marginalized groups to access more fresh and locally grown foods, and also opportunities to receive food literacy training and volunteer opportunities to build employment skills

Partners and communities have been interviewed and surveyed, to determine support and best pilot host sites.

FAIR FINANCE FUND



What we accomplished

1. over \$1.7 Million in loans requests have been submitted and six loans are already approved and allocated
2. the applicants offered a total in \$793,975 in equity financing in the sector, as well as \$705,000 in other leveraged financing to support their projects, representing over two million in supported projects: a significant economic impact for the sector
3. The Fund has supported a well, a pack house, greenhouse, hardy fruit orchard, marketing for a new pre-biotic ice cream with local ingredients, a new food co-op, equipment for a fair trade chocolate and coffee company
4. Of funded clients, the loan will help to create or expand 74 jobs in local food and agriculture. That is more than one job per \$5000 in investment, an impressive return!
5. The Fair Finance Fund team has presented at numerous conferences and venues around the province, including the Ecological Farmers of Ontario conference, Eastern Ontario Local Food conference, the Guelph Organic Conference and more

IMPACT STATEMENT 2020 AND BEYOND

LOANS

Loans issued so far	Investment in loan clients so far	Target loans number for 2020
6	\$325,377	10-15

ENVIRONMENT

Amount of cropland no longer needing irrigation	Number of soil tests taken to prove increased soil health
2.5 ACRES	4

DOLLARS

Assets Under Management currently	Impact per dollar invested	Local food sales increase
\$865,377	\$4	\$73,000+

JOBS

Jobs per \$20,000 in loans over the term of the loans	New or expanded jobs in 2019	An organic farm reports IMPROVED WORK/LIFE BALANCE, COMMUNITY ENGAGEMENT, WORKPLACE SAFETY
4	12	

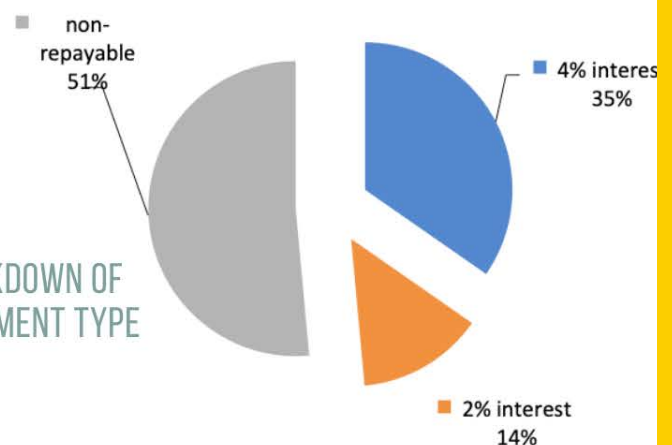
SALES

Additional revenues in Ontario's economy annually:	CSA members	Number of new suppliers benefiting as our clients expand
\$850,000/YR	67	20

MORE NEWS

Until May 1, 2020, the interest rate for community bonds at the \$50,000 level is 4%, a return on investment that is in addition to the social and environmental impacts listed above.

BREAKDOWN OF INVESTMENT TYPE



NORTHERN FOOD DISTRIBUTION NETWORK



ESTABLISHED
GOVERNANCE
STRUCTURE

RECRUITED 22
DEDICATED MEMBERS

LAUNCHED THE 2019
ACTION PLAN

APPLIED FOR SUPOORT
TO FUND FUTURE
PROJECTS

LAUNCHED PILOT
PROJECTS CALL FOR
PROPOSALS

NORTH SOUTH DISTRIBUTION FEASIBILITY ASSESSMENT



As part of the Trade Routes North Project, the team completed a feasibility to assess opportunities to improve the trade and movement of northern Ontario produced products from north eastern Ontario, around the region, to the GTA and vis-a-versa

After identifying which producers had the volume and capacity to be involved in a co-ordinated distribution system the team interviewed existing independent food distributors to assess the opportunities for cross docking, back-hauling and brokerage distribution.

The end result of the distribution feasibility was a plan for an online distribution model that would utilize existing distribution lines with independent food distributors to ship product as a back-haul to sites around the north and to the south.

10TH ANNUAL ASSEMBLY

20

**Co-op sector leader
speakers**

75

**dedicated sector
participants**

31

**Co-operatives from
across Ontario**



Local Food and Farm Co-ops Presents

THE STATE | **FOOD**
of the **LOCAL** | **SYSTEM**

A 2-day conference connecting local food advocates, farmers, and co-operatives

FEBRUARY 26TH-27TH, 2019

More info: www.localfoodandfarm.coop/assembly



CO-OP FIELD SCHOOLS

50 +

trainings and events

1000+

participants

31

**Co-operatives from
across Ontario**

IT'S BETTER WHEN YOU'RE IN IT TOGETHER.

COLLECTIVE PURCHASING WEBINAR

TUESDAY DEC 10TH
1PM-3:30PM



LOCAL FOOD AND FARM CO-OPS



COMMUNICATIONS SERVICES

In 2019, we gained our first Communications Services clients. Our Communications Coordinator had multiple projects on the go, providing services for the National Farmers Union - Ontario for their Climate Action Project as well as strategic communications for the Berry Road Food Co-op as it gets set to open.



BRFC is Etobicoke's first multi-stakeholder food co-op, serving the stonegate community. In the crucial stages of pre-opening, an important Food For Thought event was hosted including a panel hosted by LFFC's Communications Coordinator featuring BRFC's Executive Director and Jon Steinman, traveling author of Grocery Story. Additionally, we helped to secure grant and loan funding to help with start-up costs and led a strategic communications plan to guide BRFC in their opening phase.

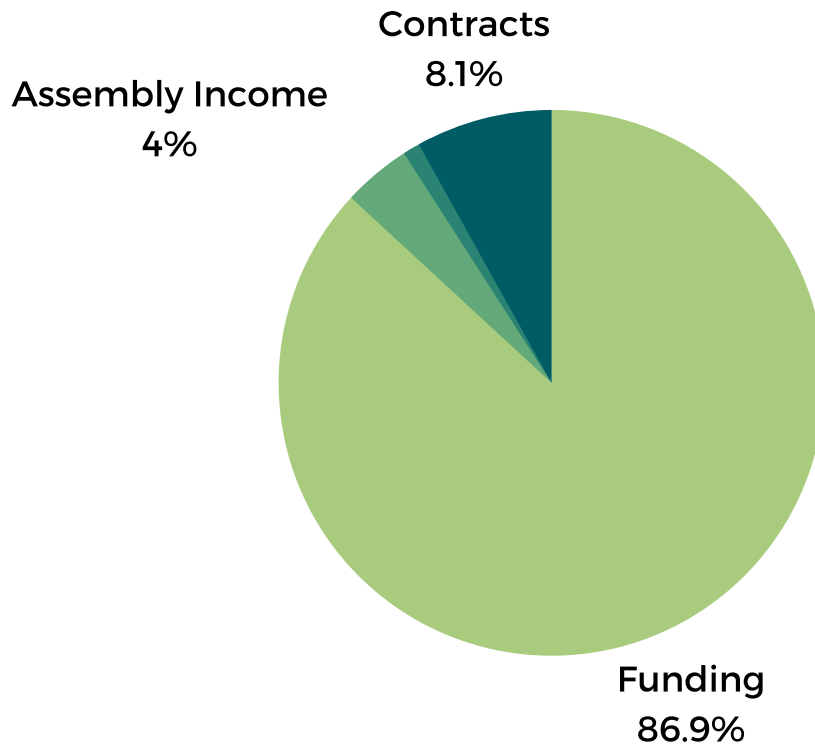


The NFU-O's Climate Action Project provided information sessions for farmers about agricultural impacts of climate change and what actions can be taken on farms to mitigate this. Press releases and promotional materials were created to highlight the farmers taking on the pledge for climate action. A selection of participating farms were acknowledged for their efforts and demonstrated as examples to inspire others to take the pledge for climate action.

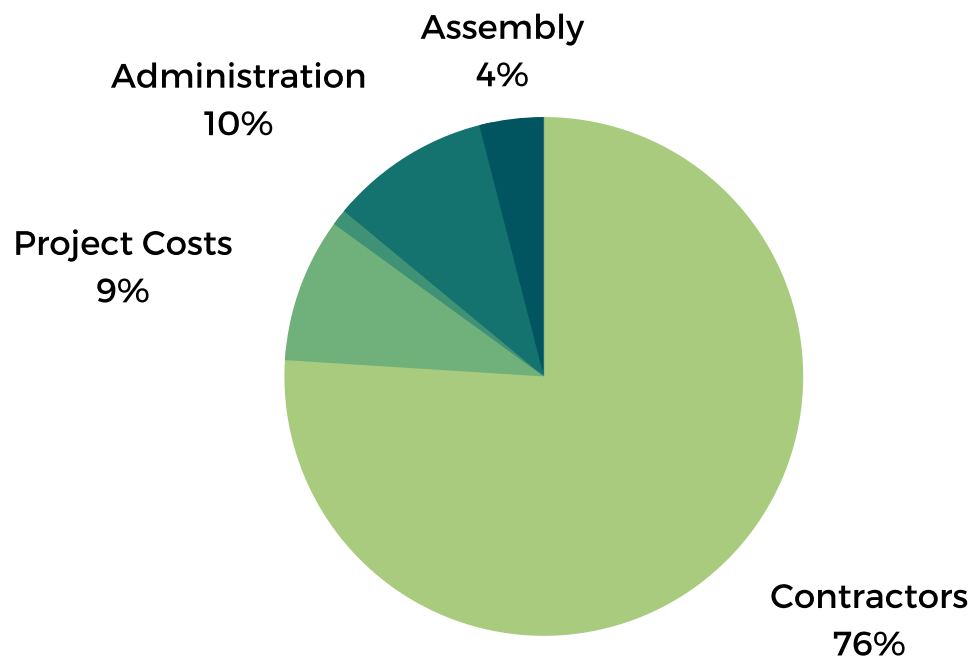
FINANCIALS

We are grateful to all the member, funders and organizations that support our work..

Income



Expenses



THANK YOU TO THE TEAM



SALLY MILLER

Project Manager (Past)



SUSANNA REDEKOP

Communications Coordinator



JEN SPRINGETT

North West Coordinator



PEGGY BAILLIE

North East Coordinator