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Proud to be an  
**LFFC member!**



# Local Food and Farm Co-ops 2018 Annual Report

***Mission: Fostering vibrant, resilient, connected and sustainable food and farm co-operatives***

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## We're happy to report a great year for the Local Food and Farm Co-ops!

### The team with the support of partners, members and allies:

- ✓ Completed our first full year as an incorporated co-op
- ✓ Completed our first audit and first AGM
- ✓ Launched the online training modules "*Selling Beyond the Farm Gate*"
- ✓ Launched the Fair Finance Fund
- ✓ Implemented the new Northwest Beef Co-op
- ✓ Completed the Northern Food Distribution Network Action Plan
- ✓ Increased our team from four to six workers
- ✓ Offered 98 workshops, presentations and webinars around the province
- ✓ Reached over 1500 people through forums and consultations
- ✓ Increased our budget by over 100%
- ✓ Completed a new three year strategic plan
- ✓ Launched new services (communications and book-keeping) for members and non-members
- ✓ Welcomed over 7200 unique visitors, and 16,400 page views on the new website



# Projects at the LFFC

**The Co-op Field Schools** hit its stride this year with over 90 trainings, webinars and workshops across the province, providing training and support for hundreds of co-operators and potential co-operators.



We welcomed many new member co-ops to the network, including Black River Co-op in Matheson, Kanata Co-op in Etobicoke, Café Meteor Bistro in Haileybury, and Greenleaf Co-op in Picton.



**September Webinar Double Feature**

<p>September 11th, 2pm  <b>Understanding and Monitoring your Food Co-op Financials</b>                  with Russ Christianson, Co-op Specialist</p>	<p>September 19th, 3pm  <b>Financial Planning and Board Responsibilities</b>                  with Joel Lalonde, Your Credit Union and Marc Belanger, Collins Barrow</p>
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**Dollars and Directors Webinar Series**

We saw a new food co-op store open (Muskoka North Good Food Co-op), and bid a sad farewell to the West End Food Co-op store.



We went to a lifetime membership model: all the perks at a great rate for the life of your co-op!

**Join today!**

<p><b>One fee.</b>                  member forever</p>	<p><b>Co-op training</b>                  networking + support</p>
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**NEW LIFETIME MEMBERSHIP!**  
[www.localfoodandfarm.coop/join](http://www.localfoodandfarm.coop/join)

<p><b>Mentorship</b>                  marketing assistance</p>	<p><b>Toolkit access</b>                  discounted Assembly passes</p>
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The Trade Routes Project had a successful year, helping to jumpstart the Northwest Beef Co-op, coordinating the Northern Food Distribution Network, and completing a feasibility study for a central north food hub. With forums, workshops and consultation, the LFFC reached over 1500 people in 2018.

**Fair Finance Fund Forum  
Thunder Bay**

Are you a local food and farm enterprise?  
Community investor? Local food advocate?

**Join us October 23rd**  
for a seat at the table

Click here for more info & free registration

Logos for ARAIN, LFFC, and Food Strategy.

website launched  
www.fairfinancefund.org

**FAIR FINANCE FUND**

APPLICATIONS ARE OPEN | INVESTMENT INFO AVAILABLE

Small images showing farm produce, cows, and a community meeting.

We got new media attention!

### Program aims to kickstart funding for local ag projects

Socially responsible investing also aims to build communities

By **Stew Slater** Contributor | Published: October 2, 2018  
Livestock | 0 comments

Funds designed to support the local food and farm sector in Ontario have been put together

## Social financing

Helping investors offer low-risk loans for farm projects that big lenders won't take seriously

BY LOIS HARRIS

**A** new fund is being developed in Ontario to help farmers and small food processors obtain local financing to grow their businesses. "Better access to capital comes up all the

**RAISED RIGHT... HERE  
IN NORTHWEST  
ONTARIO.**

**NORTHWEST BEEF**  
Raised Right... Here

Introducing Northwest Beef. A farmer-owned brand of beef, naturally raised on family farms in Northwestern Ontario.

Pre-orders coming soon.

with **Ontario Beef**

Find out more about our humane practices, our Verified Beef Plus verification, and all about our farmers online.

www.northwest-beef.com

VBP+ logo



We launched the Fair Finance Fund with a series of forums and seed capital for the first round of loans to social enterprises in the local food and farm sector. We completed incorporation, branding, business planning and launch of the loan and investment offerings in a few short months. We received almost ¾ million in applications in the pilot round and continue to look for investments to meet all the demand.

12/17/2018 Putting the brand on northwest beef farming - Northern Ontario Business

## NORTHERN ONTARIO Business

Putting the brand on northwest beef farming  
Jul 6, 2018 8:00 AM by: Ian Ross



The Local Food and Farm Co-ops and the Beef Farmers of Ontario are teaming up to promote the purchase of northwestern Ontario-raised beef. (Beef Farmers of Ontario photo)

Beef farmers in northwestern Ontario are out to gain ground through a regional branding campaign to help strengthen the area's local food movement.

Investing in vital infrastructure like abattoirs is a key cornerstone in a new marketing effort to build a regional beef brand in northwestern Ontario involving the [Local Food and Farm Co-ops](#) and the [Beef Farmers of Ontario](#).

## You asked!

We launched two new member services with discounted rates for members: communications services and book-keeping support



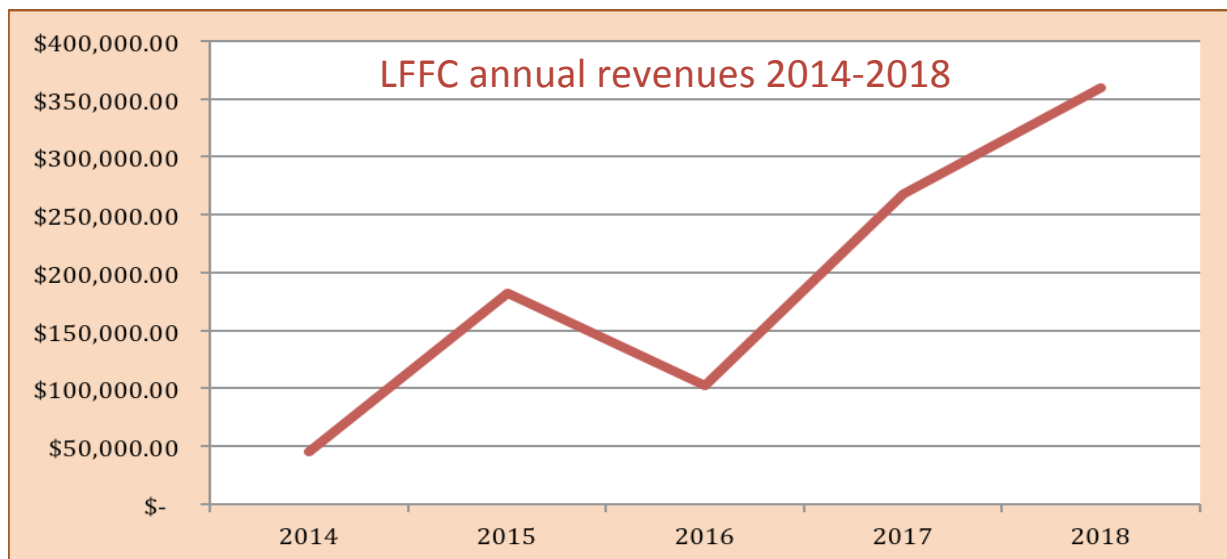
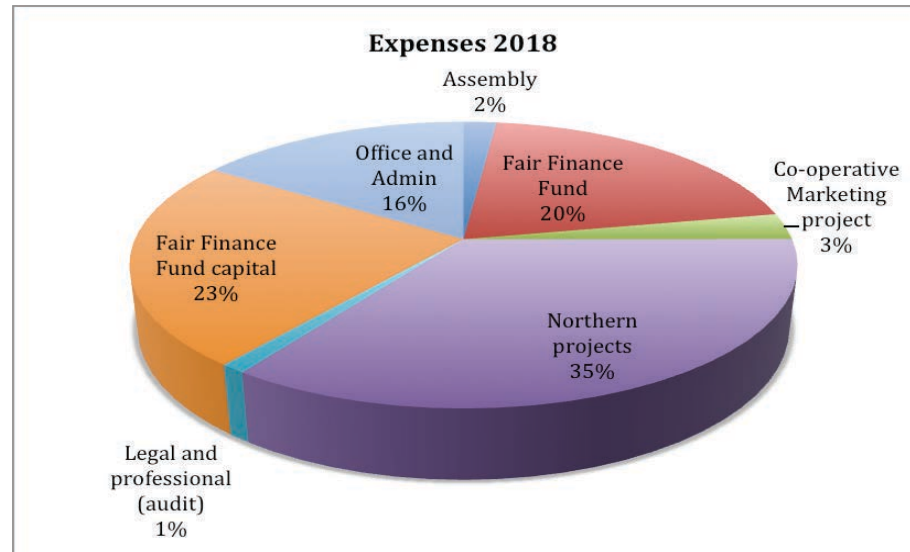
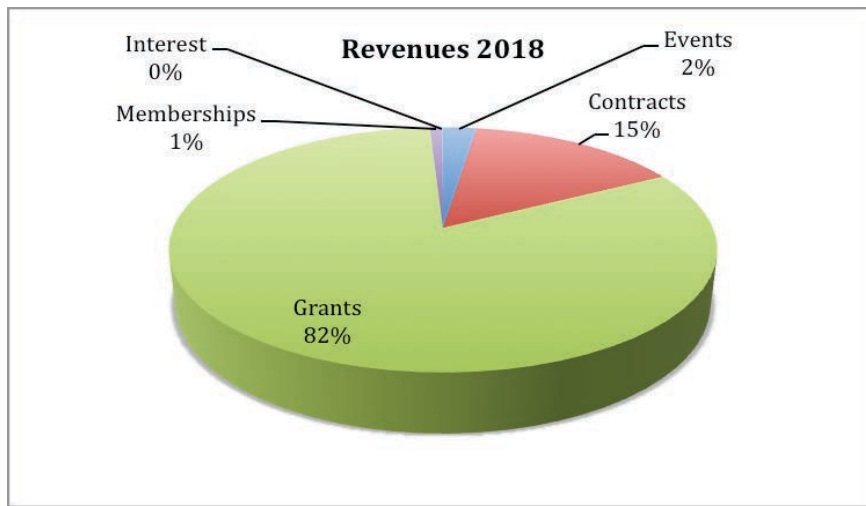
LFFC has continued to grow, increasing the team by 50% this year, completing several major projects, increasing exponentially the number of people we engage and doubling the number of presentations, forums and trainings.

**Our rapid growth and expansion is thanks to our marvelous group of funders and partners; we cannot express our gratitude enough to these supporters who made this phenomenal year possible!**



### The numbers add up!

Thanks to a wonderful group of funders, a resourceful team, and a dedicated Board of Directors, LFFC was able to meet its strategic goals and stay in the black for another year!



## Team bios



**Peggy Baillie** was instrumental in the growth of Eat Local Sudbury Co-operative, a leading local food co-op in Ontario. With over 15 years experience working with the food sector, Peggy has a unique expertise in the field of local food production, marketing and distribution. Peggy also operates a mixed organic farm with her partner Eric in Warren Ontario.



**Chelsie Hunt** is the social finance specialist for Local Food and Farm Co-ops. Her background is within the financial sector, working first as a quant then transitioning into environmental finance. She has worked with experts researching the financialization of the agricultural sector, at Mennonite Economic Development Associates on blended finance projects in countries around the world, and many consultancies in the impact investing sector. She volunteers at the Hacienda Market garden through the Working Centre and is a board member on the Evangelical Lutheran Foundation of Eastern Canada.



**Sally Miller** (MA/ PhD; MES) is the Project Manager for the Local Food and Farm Co-ops. She has worked in sustainable food and agriculture and co-ops for almost twenty-five years both in Canada and in the U.S. Her publications include *Edible Action: Food Activism and Alternative Economics* (Fernwood Publishing, 2008); and *Belongings: The Fight for Land and Food* (available now, Fernwood Publishing 2016) and numerous research reports.



**Susanna Redekop** is the LFFC Communications Coordinator. She has working in communications and marketing at the West End Food Co-op since 2010 (before the store opened) and is currently their Floor Coordinator. Susanna has a BA in anthropology from the University of Toronto, and was a founding member of the Toronto Youth Food Policy Council. She has spent nearly 10 years working directly with, and as a member of, a variety of co-operative organizations from food to childcare and housing.



**Jennifer Springett** is a Registered Veterinary Technician, and the Northwest Coordinator for LFFC, with a keen interest in animal ethics, food security & sustainable farming. She is actively involved in the leadership of various agricultural associations in her community, and was a lead founder and current President of the Cloverbelt Local Food Co-op. She recently received an Influential Women of Northern Ontario Award (2017). The Co-op has been awarded the Premier's Award for Agri-Food Innovation Excellence.



**Maureen Strickland** is the Loan Specialist for the Fair Finance Fund based at RAIN/ SSMIC. She is passionate about building a new economy that is fair, place-based and regenerative. This underlies her work in social enterprise, co-operative development, community economic development and alternative lending. For the past ten years Maureen has done this work in Northern Ontario for organizations such as Community Futures, Ontario Co-operative Association, and NORDIK Institute. Maureen holds a BSc in Biology and Masters of Environmental Studies from Dalhousie University. Maureen is from Manitoulin Island where she currently has a hobby farm.

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**NO NEED TO RE-INVENT THE WHEEL.**

## **The Co-op Toolbox**

Another perk of membership

*Webinars*

*How-to  
guides*

*marketing  
materials*



*member  
engagement*

*sample  
documents*

*co-op policies  
+ procedures*

*Trainings*

**Join LFFC as a member to access  
a wide variety of resources**