



www.shalomfarms.org
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(804) 220-0025



2023 ANNUAL REPORT

LETTER FROM THE EXECUTIVE DIRECTOR

Dear Friends,

As we look back over 2023, I am so grateful for the steadfast support of our community. Your enthusiasm for and commitment to our work has been instrumental in ensuring that fresh, affordable, nutrient-rich produce is getting to thousands of Richmond families, meeting them wherever they are – in their neighborhoods, at their doctor’s office and even right outside their front door.

We kicked off 2023 finalizing a new, 3-year strategic plan focused on equity, sustainability and collaboration. We were thrilled to partner with The Sparkmill on a thorough and highly collaborative strategic planning process involving the full staff, our board, and external stakeholders. This first year of mobilizing that plan has been marked by targeted experimentation, valuable learnings and significant impact. We piloted a fair-pricing model at our mobile markets, allowing those with means who wanted to support our work to pay a higher rate, helping to subsidize costs for our regular customers. We also moved some of our markets to community-focused partners, located in more public, accessible areas, allowing us to reach more working families and serving over 3000 unique customers overall. On our farms, in addition to growing more varieties of produce than ever before, we tried out some small-batch culturally relevant crops, like hibiscus and molokhia. And we added middle school and high school curriculum offerings to our education excursions, broadening the lens that young people can experience our programs through and reaching over 2500 students.

Of course, all of this was made possible by our generous supporters, including the over 5000 volunteers who worked on the farm and helped run mobile markets all season long. Together, we not only accomplished all the things our community has come to expect from us, we also leaned into new and exciting opportunities that will grow our impact in the future.

Looking ahead, we’re feeling inspired. Inspired by a strategic plan that solidifies our values and challenges us to do even more, inspired by customers and participants who show us different ways of approaching our work to even better meet the needs of our community, inspired by our team who give their all, everyday, and inspired by you, our supporters who show up alongside us and help to lighten the load.

Thank you for being an essential part of what we do. We are so grateful.
More to come! (always),

Anna Ibrahim

Anna Ibrahim
Executive Director



2023 STAFF AND BOARD

FARM STAFF

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SEYRA WHITNEY- FARM MANAGER (POWHATAN)
AMBER ALBEE- FARM MANAGER (NORTHSIDE)
BRYCE MILLER- CREW + PRODUCTION COORDINATOR (POWHATAN)
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LEIGH SALVUCCI- AGRICULTURE + PRODUCTION ASSISTANT (POWHATAN)
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MARC CHARBONIER- VOLUNTEER + EDUCATION COORDINATOR (NORTHSIDE)
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JEFF FENDER
PERFORMANCE FOOD GROUP



ON THE FARMS

Shalom Farms operates two farms—a 12-acre site in Powhatan County and a 5-acre site in Richmond’s Northside. Last year, we grew 189,261 pounds of fresh, Certified Naturally Grown produce annually to supply our programs as well as local food pantries, meal services, and mutual aid groups.

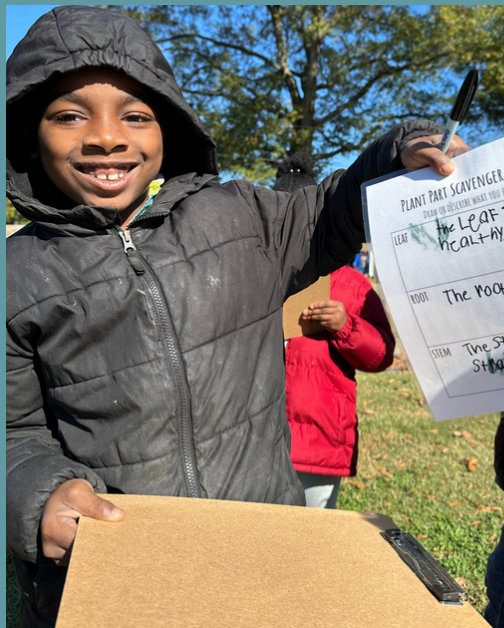
Our farms also host school students and community members for hands-on, curriculum-based learning experiences at the farms, providing opportunities to learn about sustainable farming, nutrition, and healthy eating.



189,261 POUNDS

5,611 VOLUNTEERS

2,528 FIELD TRIP VISITORS



Thank you for the opportunity to learn how to harvest peppers and catch the bugs that were in the cabbage. I also tried new things like hibiscus roselle. Then when we cut and ate the delicious peppers that was also fun. Thank you for letting us help the community by harvesting peppers.

-Toney



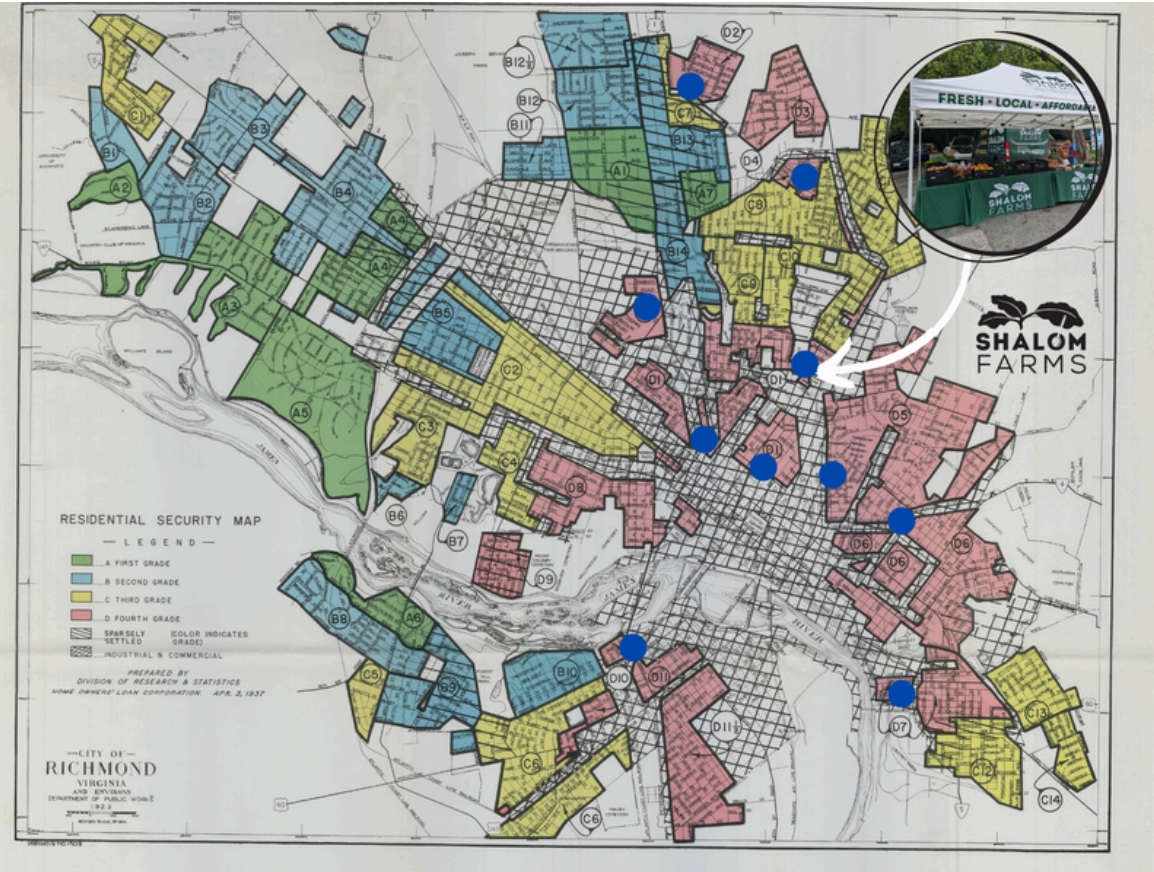
MOBILE MARKET

Our weekly farm stand locations bring affordable, fresh, culturally appropriate produce directly to neighborhoods with limited access to healthy food options.

Locations include North Richmond (Highland Park Senior Apartments and Lincoln Mews), in South Richmond (Stonewall Senior Apartments, Broad Rock Elementary School, Broad Rock Library, and Winchester Greens), in East Richmond (Mosby Court, Fulton Neighborhood Resource Center, Bon Secours Sarah Garland Jones Center), and in downtown Richmond (the VCU Massey Comprehensive Cancer Center).



335 MOBILE MARKETS



9806 SHOPPER TRANSACTIONS



PRODUCE RX

We partner with healthcare providers to offer “prescriptions” for fresh produce along with nutrition education and health coaching, helping participants manage diet-related illnesses to support improved diet and lifestyle. Partners were Bon Secours and VCU!



1012 BAGS OF FRESH PRODUCE DISTRIBUTED

23 HOURS OF INSTRUCTION

192 PARTICIPANTS

**CHECK OUT OUR
CABBAGE STIR FRY
RECIPE- A PRODUCE
RX CLASSROOM
FAVORITE!**



“ Wonderful class for nutrition education and diabetes diet information. I was offered everything I needed to know from knowledge to tools to prepare healthy foods. ”

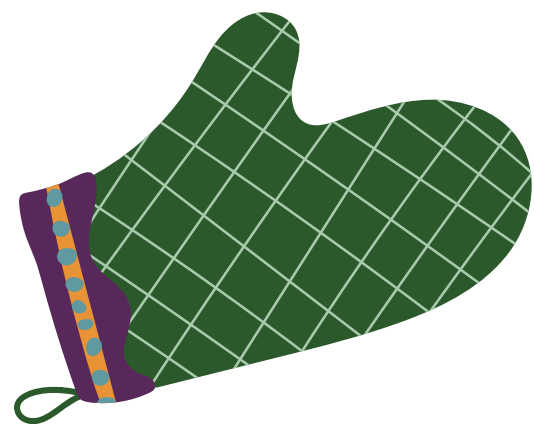
--Produce Rx participant



FOOD SKILLS EDUCATION

We offer cooking classes and demonstrations in collaboration with community centers and nonprofits, teaching essential kitchen skills, nutrition education, and healthy eating habits.

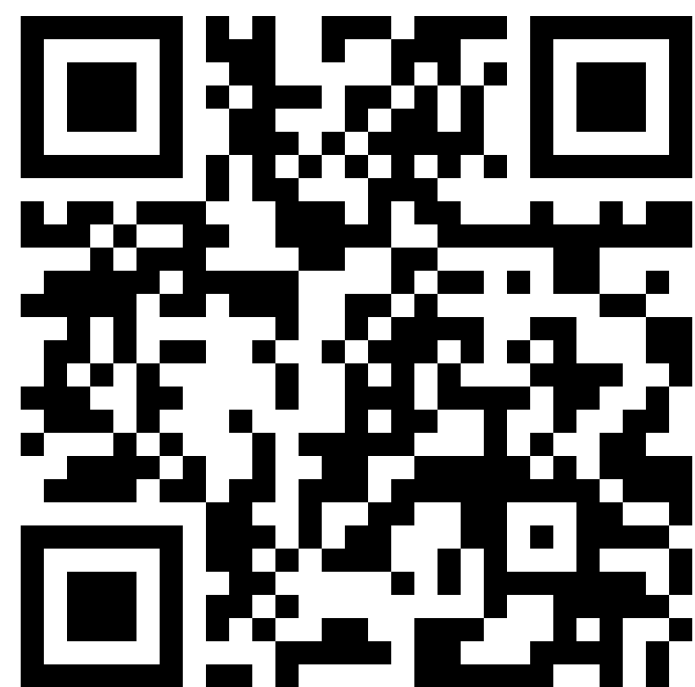
118 HOURS



2308 PARTICIPANTS

Partners included: Robinson Theater, VCU, Richmond Police Department, St. Thomas Food Pantry, Boys and Girls Club of Richmond, and Child Savers

DID YOU KNOW WE HAVE A YOUTUBE CHANNEL? CHECK IT OUT FOR FARM & KITCHEN EDUCATION OPPORTUNITIES!



“ We had a moment where a [food pantry] guest said he wasn't going to take kale because he didn't have the correct pan. Jason showed him how to de-stem, roll up the kale & then slice it into thin ribbons to make a salad or eat on it's own. The gentleman ended up taking home kale! ”

-Kristen, St. Thomas Food Pantry



STATEMENT OF ACTIVITIES

Support and Revenue

Public Support	\$1389897	\$1060390
Contributions In Kind	\$55,235	\$32,720
Payroll Protection Program		\$130,609
Revenue	\$122049	\$79,677
Total Public Support and Revenue	\$1567181	\$1,314,463

Expenses

Administrative	\$286,933	\$140,189
Fundraising	\$120,672	\$185,519
Total Supporting Expenses	\$407,605	\$325,708
Programs	\$1,205,614	\$1,101,798
Total Expenses	\$1,613,219	\$1,429,506

Change in Net Assets

(\$46,038) (\$115,043)

STATEMENT OF FINANCIAL POSITION

Assets

Cash	\$516,184	\$530,965
Receivables	\$66,967	\$123,420
Prepaid Expenses	\$24,654	\$24,342
Property & Equipment	\$503,539	\$485,366
Total Assets	\$1,111,344	\$1,210,696

Liabilities and Net Assets

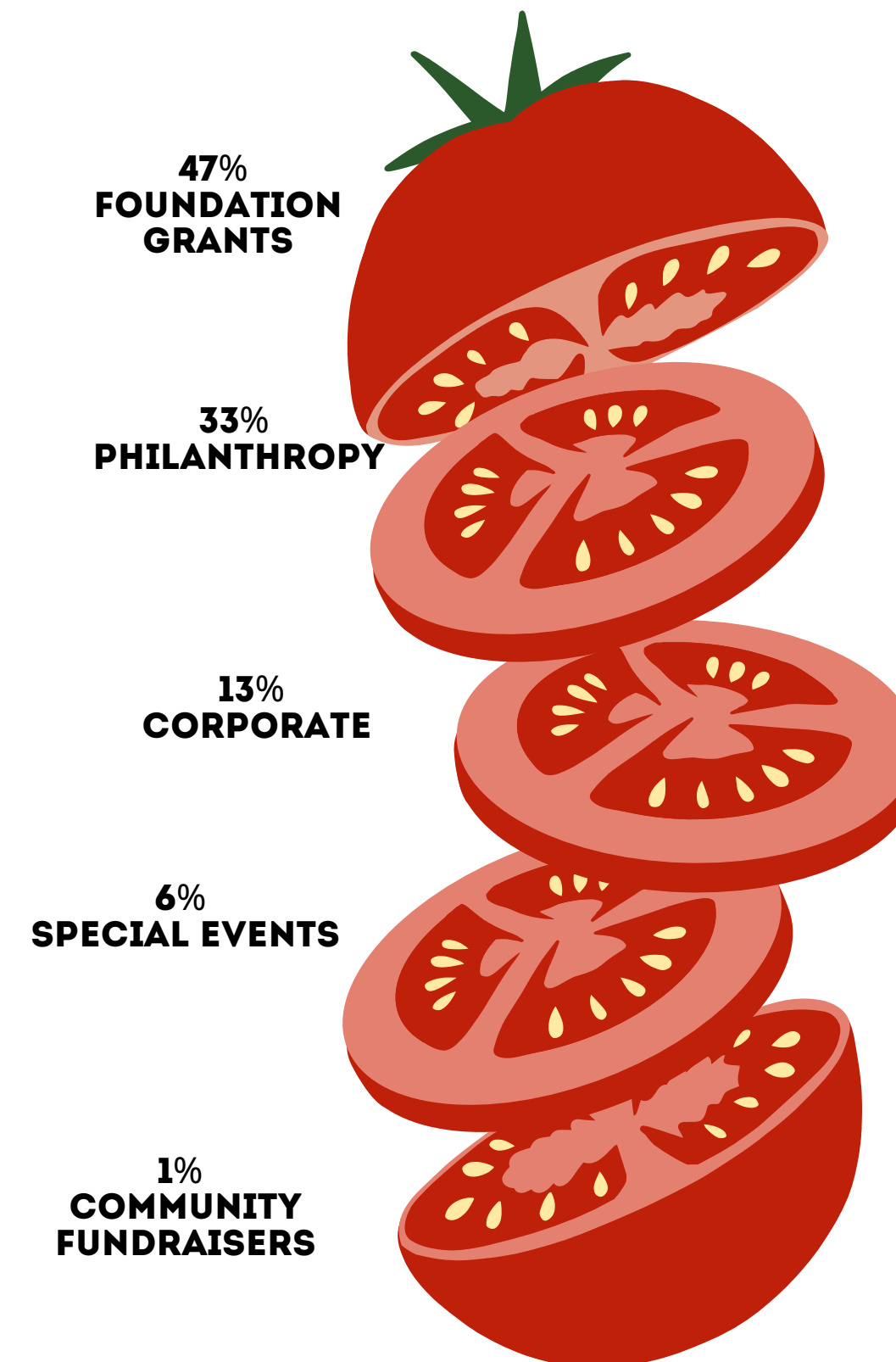
Accounts Payable	\$19,851	\$14,206
Payroll Liabilities	\$20,504	\$32,859
Lease Liability (right to use)		\$16,769
Total Liabilities	\$40,355	\$63,834

Net Assets

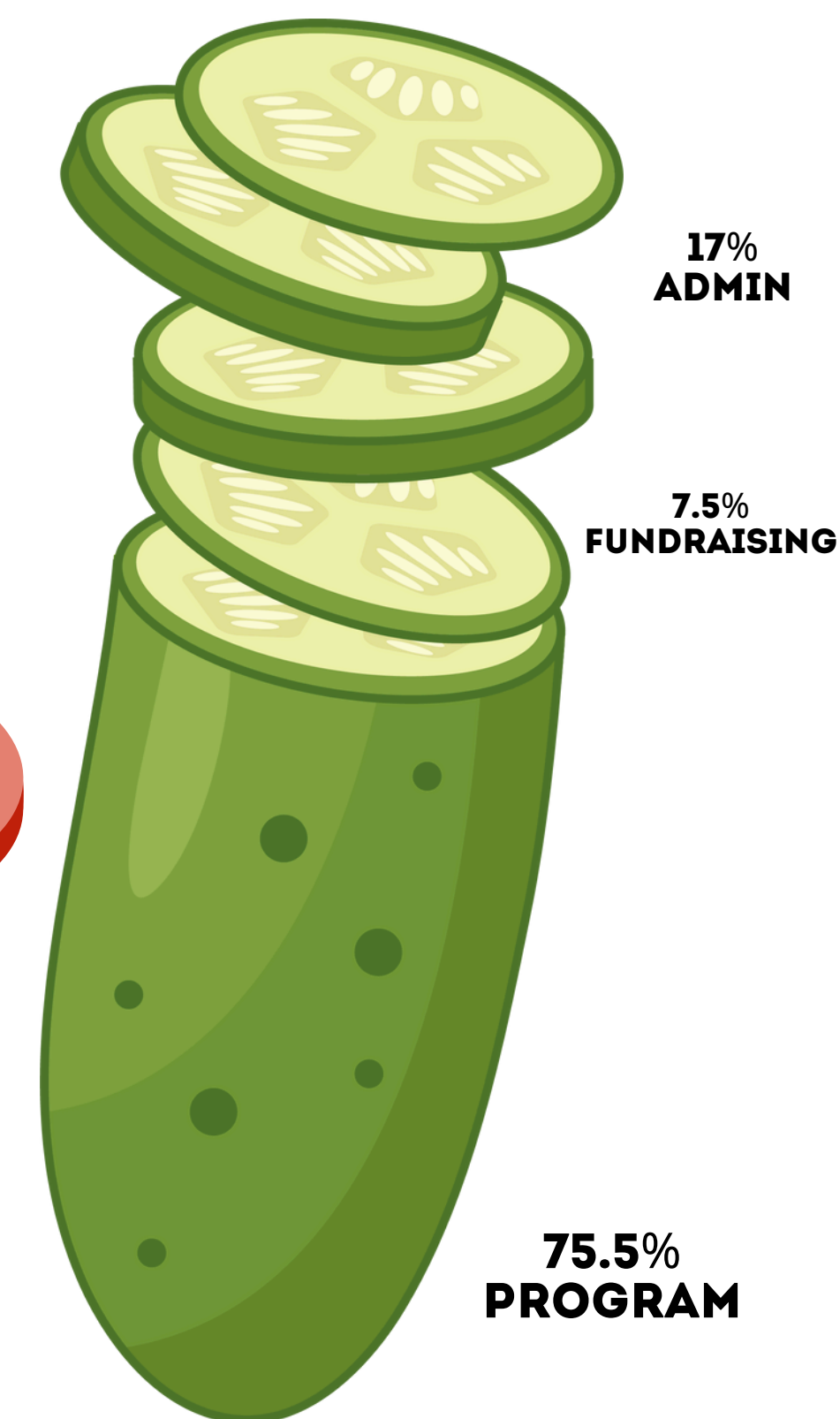
W/Out Donor Restrictions	\$987,889	\$1,082,028
W/Donor Restrictions	\$83,100	\$35,000
Total Net Assets	\$1,070,989	\$1,117,028
Total Liabilities and Net Assets	\$1,111,344	\$1,210,696

2023 SNAPSHOT FINANCIALS

REVENUE



EXPENSES



Several years of detailed financial statements are available on our website:

<https://shalomfarms.org/who-we-are/#financials>

STAFF HIGHLIGHT

SEYRA WHITNEY

POWHATAN FARM MANAGER

- Celebrated 8 years at Shalom Farms in 2023
- Member of the USDA urban ag COC
- Board President of VABF 2024-2026



Seyra on why she's passionate about her work:

"The food system is a complex system. Through being a grower, an advocate, and a listener, I want to engage all people in their own food system and propel it to become better for all involved."



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