



**Welcome to the
2024 LexFarm
Annual Meeting**



Annual Meeting Agenda

Welcome

Farm report

Organization report

Education report

Treasurer's report

Election

The Year Ahead

Q&A





2023 Organizational Achievements

- Moved towards year-round:
 - access
 - employment
 - education
- Greater community engagement
- Increased community support



Farm Report

- Planted first perennial fruits and cleaned up perennial field
- No till - a success!
- Used beneficial insects instead of spraying
- Rolled out apprenticeship program
- Extended season into winter 2024 with weekly harvests
- Experimented with new crops: ginger, rice, eucalyptus





Feeding the Community

- **Food production and distribution**
 - Vegetable seedlings **500+** Households
 - Veggie CSAs **198** Households
 - Fruit CSA **50** Households
 - Preservers CSA **24** Households
 - Mushrooms CSA **25-40** each of 3 seasons
 - Farm Store **9,000** transactions
- **Food Access**
 - SNAP/HIP sales **\$10,000**
 - Donated Produce valued at **\$38,000**
 - Subsidized CSA shares valued at **\$3,500**
- **Organic flower CSAs** for **75** Households





Engaging the Community

Member Households

604 (+27%)

Newsletter Subscribers

3,622 (+8%)

Donations

Total Giving \$149,553 (+16%)

Number of Donors

634 (+33%)

Volunteer Hours

1660 (+175%)

Child participants

500 (10X 2021)

Events

21 events, 1200 people

Geographic Diversity

84% from Lex and Arlington

18 towns represented + 4 out of state

Followers

Instagram 1,900+

Facebook 2,900+





Volunteers

- Over 300 volunteers
 - Fieldwork
 - Greenhouse
 - Farm Store
 - Property maintenance
 - Projects
 - Events
- Expanded/New Programs
 - Gleaning for Lex Food Pantry and Arlington Eats
 - BSA projects
 - LABBB
 - Corporate groups
 - Bi-monthly family session





Events

- 1+ events/week
- >1200 people participated
- 50% new to LexFarm
- Partnered with 20+ organizations and experts
- Workshops focused on local food
- Events that combined creativity with outdoor experiences
- Festivals
- Kids events



Education

- **2023 was a BIG Expansion Year!**
- Hired part-time Education Director
- Hired 5 new part-time educators
- Expanded existing outdoor programs (drop-off and family programs March-December)
- Offered new programs: Spanish in the Garden, Art in the Garden, Babies in the Garden
- Served 550+ children & caregivers (up from 180 participants in 2022)
- Additional 600 participants attended field trips/enrichment programs.



Education: Growing our community partnerships

2023 Field Trips

- Peirce Elementary 1st graders
- Peirce K-5th ESL & METCO students
- Great Expectations Preschool



2023 Education Enrichment Programs

- Lexington Metco Family Friends after school programs (Fiske & Harrington)
- Arlington Family Connection “Family Farm days”
- LexFUN - 6 week farm friends series in spring and fall
- Lexington Playcare Center - 6 week summer program
- Margaret Moody Puppet Programs
- Wright-Locke Farm collaboration

New Infrastructure: 4-Season Geodesic Dome



- House education programs year-round & reduce weather-related cancellations
- Provide a comfortable, protected space for children, families and teachers
- Allow for education events, lectures and community gatherings year-round
- Capacity: 60 people standing, 32 at tables
- Pending State Approval





Infrastructure Improvements



Winterize the farmstand

- Insulated wash room and farm store
- Added water heater
- Installed a second wash station



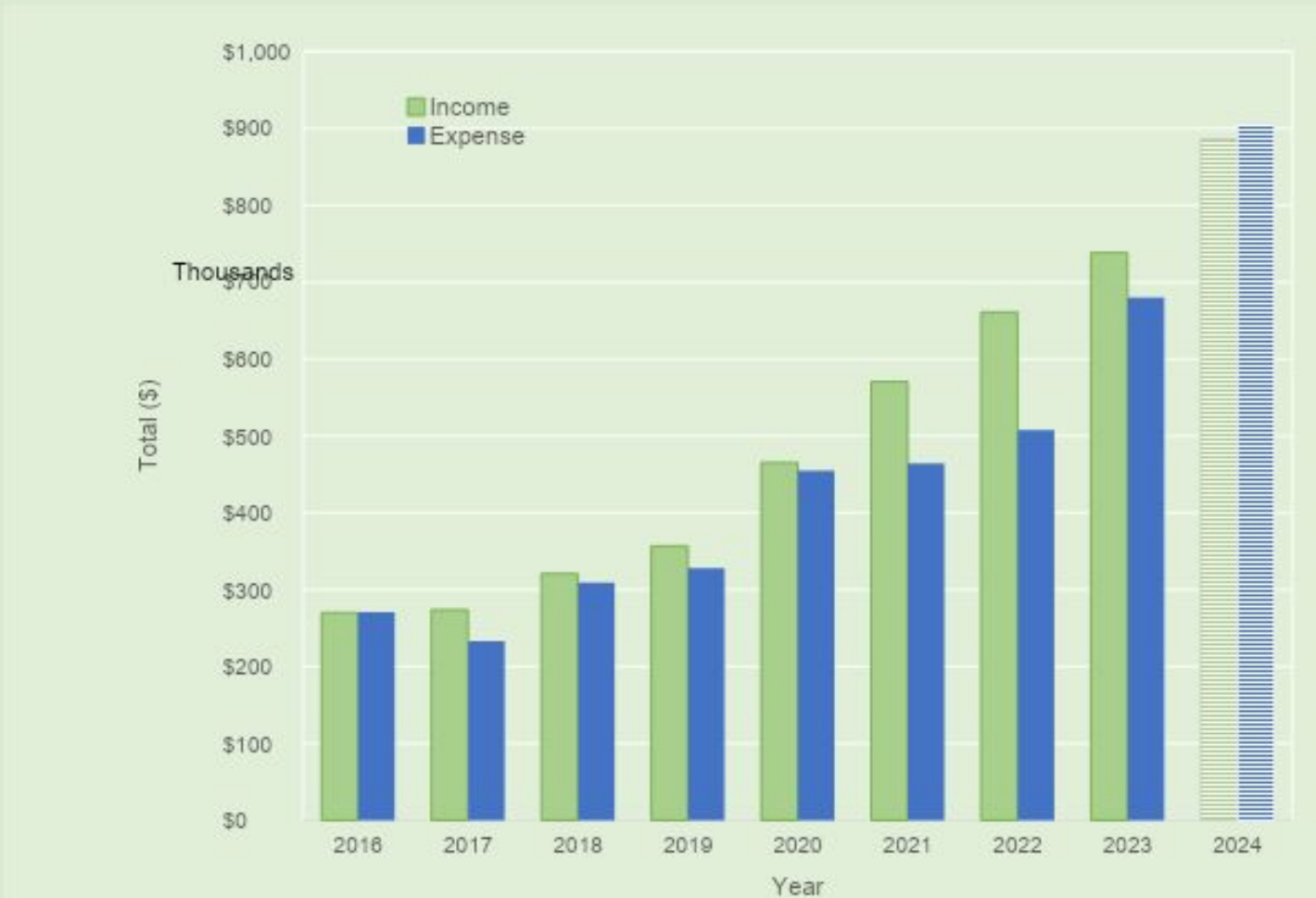
Grants Milestones



- *ARPA Grant, Town of Lexington (\$8,000)*
 - COVID expense reimbursement
 - Staff salary support
 - Geodesic dome
- *Community Endowment of Lexington, Foundation for Metrowest (\$7,000):*
 - *Purchase and installation of 4-season geodesic dome*
- *Lexington Council for the Arts (\$400):*
 - Partial funding to support on-farm programming
- *Arlington Cultural Council (\$460):*
 - Partial funding to support artist-in residence Sandra Mayo art installation
- *Whole Foods Markets (\$4,000)*
 - Supporting Feed Local, Give Local Campaign



Treasurer's Report



2023 was [another] huge success

- Farm operated profitably and provided value to the community
- Financially, farm is in best shape in its history
- Thank you to everyone: staff, board, community.

2024 is [another] big year for the farm.

- 2024 budget invests in transforming the farm into a year round operation
 - Access, employment, education
- Thank you everyone! We appreciate your continued support.

Note: 2022 financial results have not yet been audited



Treasurer's Report | Lex Farm Income

Total 2023 income \$738k, all time high since inception to date.

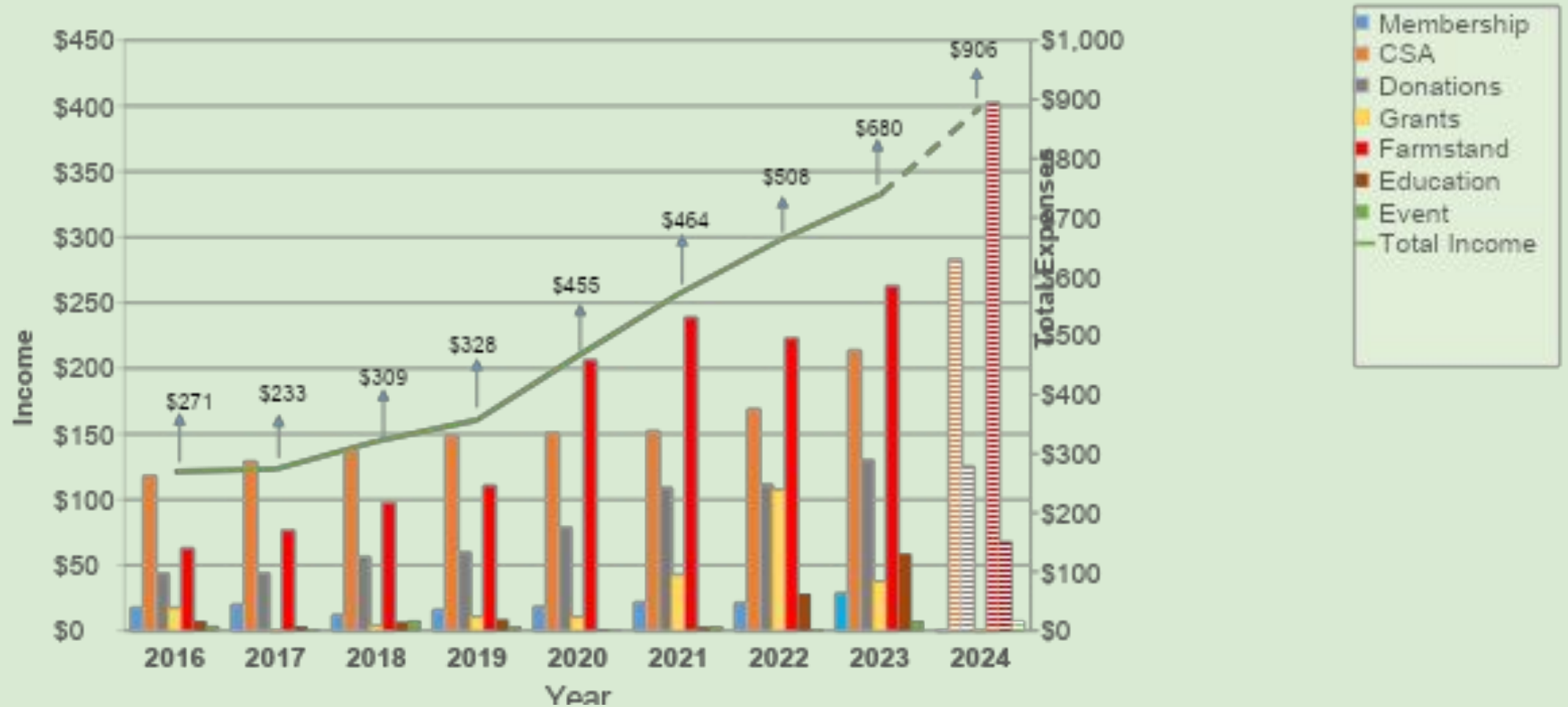
- *Farmstand-\$263k*
- *CSA -\$214k*
- *Donations-\$130k*
- *Education-\$59k*
- *Grants-\$37k*
- *Membership-\$28k*
- *Event revenue-\$7k*

Compared to 2022, 2023 was \$77k higher in revenue.

2023 Budget vs Actuals, was higher by \$126k in revenue.



Treasurer's Report | Lex Farm Income



Note: 2023 Financial results have not been audited



Treasurer's Report | Lex Farm Expenses

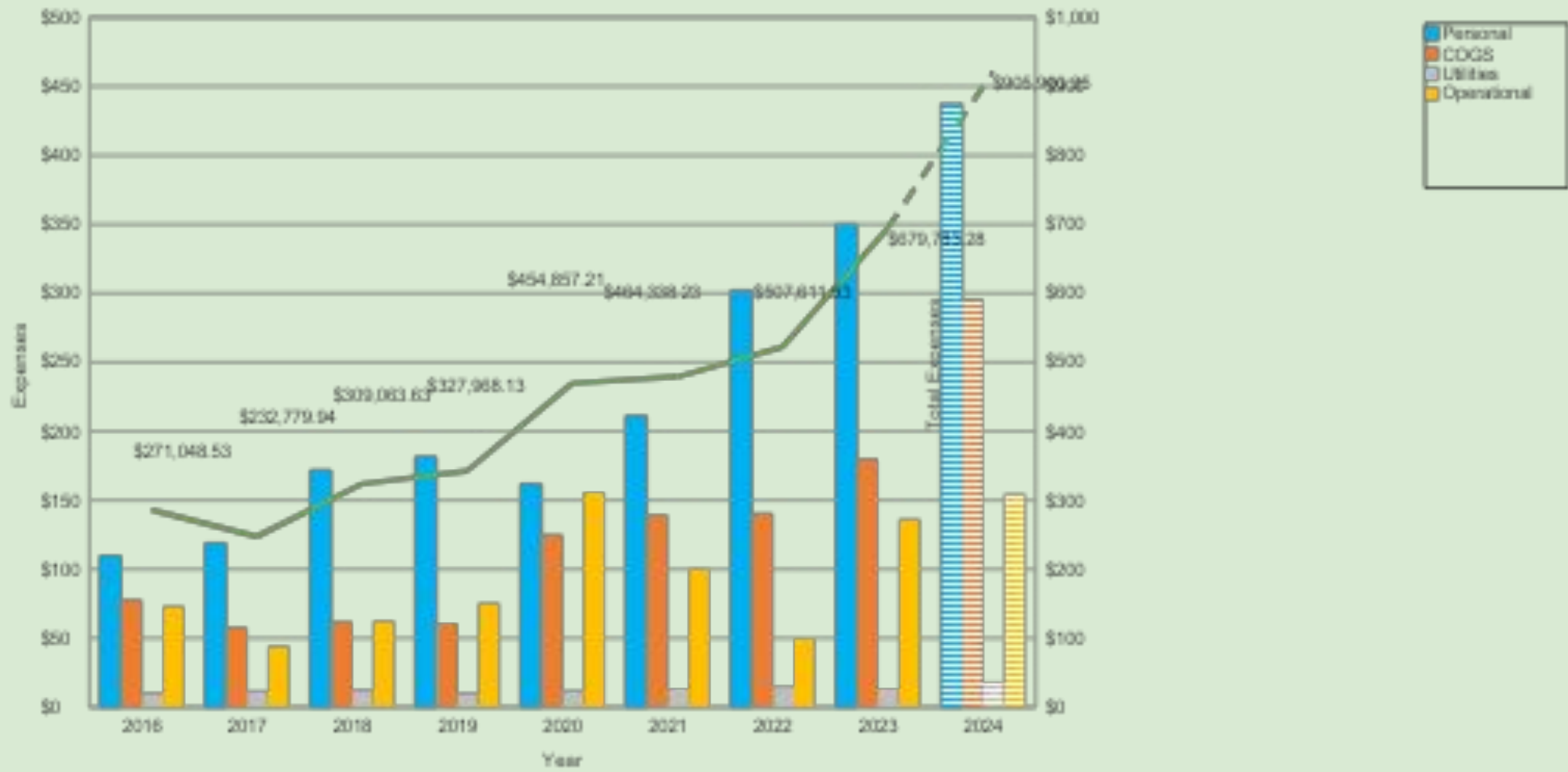
- ❑ Total 2023 expense \$680k.
 - *Personnel-\$350k*
 - *Cost of Goods Sold (COGS) -\$180k*
 - *Operational-\$136k*
 - *Utilities-\$13k*

- ❑ Compared to 2022, 2023 was \$172k higher in expenses.

- ❑ 2023 Budget vs Actuals, was higher by \$44k in expenses.



Treasurer's Report | Lex Farm Expenses





Election Slate

Officers

1-year term (2024-25)

President	Mary Rose Scozzafava
Vice Pres	Mark Gabrenya
Vice Pres	Mark Manasas
Treasurer	Tharshini Mathew
Clerk	Sheila Chen Lawrence

Directors

2-year term (2024-26)

Ron Chaney	Arlington
Eric Helmuth	Arlington
Sheila Chen Lawrence	Lexington
Mark Manasas	Lexington
Maria Sagan	Lexington
Sue Schiffer	Lexington
Ping Shen	Lexington
Erin Thomas	Arlington



Congratulations to Our Newly Elected and Re-elected Officers and Directors

Officers

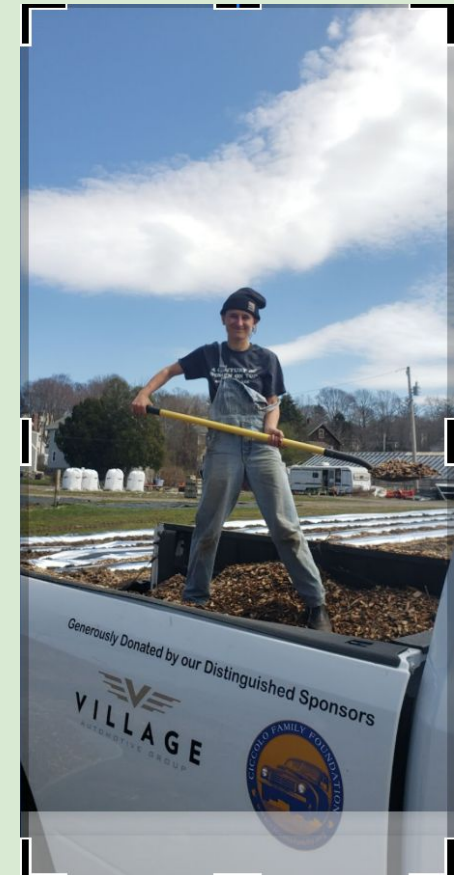
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Officers

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Mark Gabrenya
Karen Gill
Eric Helmuth
Patrick Johnson
Sarah Krissoff
Sheila Chen Lawrence
Mark Manasas
Tharshini Mathew
Maria Sagan
Sue Schiffer
Mary Rose Scozzafava
Ping Shen
Elizabeth Teague
Christopher Thomas
Erin Thomas

Plans for 2024

- Year-round local food and community destination
- Farm store accessibility to people of limited means
- Sustainable practices across farm





Looking Forward to 2024

Increase productivity, grow retail sales and expand food access

- Offering more csa options like eggs, fruit, winter produce
- Permaculture orchard getting planted spring 2024
- Extend growing space in greenhouse and hoop house

Improve sustainable practices across farm

- Hone in on cover crop usage
- Use more compost
- Farm in a way that's sustainable for the land and ourselves as workers
- Make crop plan more efficient and diversify crops
- Use collective knowledge to improve systems



Nurture our Education Programs in 2024

- **Continue to work towards our commitment to provide high-quality, accessible outdoor education for youth and families**
- Pilot scholarship program w/ LexHab and LHA
- Establish new educational partnerships
 - Cary Library
 - La Mesa bilingual preschool
- Establish summer farm education internship
- Pilot animal caretakers program
- Pilot family movement program



Deepen community engagement

- Longer, larger event season
- Artist-in-Residence: Welcome *Margaret Moody Puppets* program series inspired by LexFarm and our food access mission
- Community Partnerships
- Community events



Expanding Volunteer Opportunities



- Volunteer Programs Coordinator Sara Bothwell Allen to return
- Regular opportunities weekly Tuesday through Friday, and every other week on Saturdays
- Group team-building projects for companies
- Can you help with Communications/ Marketing, Development, or Tech

Our staff is small –
Volunteers make a difference!



Questions and Feedback

