



Ohio Ecological Food and Farm Association

2013 Annual Report



OEFFA Staff and Board of Trustees

OEFFA Staff

(As of June 2014)

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OEFFA Education Program Staff

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Policy Program Coordinator: Amalie Lipstreu
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OEFFA Certification Program Staff

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Certification Specialist: Laura Anglim
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Certification Specialist: Lisa Large
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Certification Specialist: Steve Cabral
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Compliance and Quality Assurance Coordinator: Kate Schmidt
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Processing Specialist: Elise George
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Certification Specialist: Kelly Henderson
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Program Assistant: Samira Zoofan
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Operations Coordinator: Andy Hupp
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2013 Board Officers and At-Large Representatives

(March 2013-February 2014)

Mary Ida Compton*, President
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Perry Clutts, At-Large Representative
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Mardy Townsend, Secretary
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Mike Laughlin, At-Large Representative
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John Sowder*, Treasurer
(614) 840-0991, jtsowder@aol.com

Darren Malhame*, At-Large Representative
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2013 Interns

Nia Blevins, Jimmy Conroy, Chelsea Eastman, Jeff Hobensack, Kayla Ingram, Chelsea Johnson, Khrista Martin, Nikki Mikusa, Jack Monsted, Laura Lee, Henan Li, Andy Peiffer, Samira Zoofan

OEFFA Chapters

(As of June 2014)

GRAIN GROWERS CHAPTER

Statewide

Ed Snively, Board Representative
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Michelle Gregg, President
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CAPITAL CHAPTER

Franklin County area

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Lisa Large, President
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MIAMI/OXFORD ORGANIC NETWORK (MOON) CHAPTER

Butler, Preble, and Warren counties

Lara Osborne*, Board Representative
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Harv Roehling, President
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SOUTHWEST OHIO CHAPTER

Hamilton and Clermont counties

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Sally Godschalk, President
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LITTLE MIAMI CHAPTER

Champaign, Clark, Clinton, Greene, and Fayette counties

Randy Moore*, Board Representative
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Jeff Harris, President
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LAKE EFFECT CHAPTER

Ashtabula, Cuyahoga, Geauga, and Lake counties

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REAL FARMERS OF ORGANIC DELICACIES (FOOD) CHAPTER

Ashland, Holmes, Lorain, Medina, Stark, Summit, and Wayne counties

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Sheryl Billman, President
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OEFFA OFFICE

HEART OF OHIO CHAPTER

Knox, Licking, and Delaware counties

Bryn Bird*, Board Representative
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Chuck Dilbone, President
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OK RIVER VALLEY CHAPTER

Brown and Adams counties (OH) and Mason and Robertson counties (KY)

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Julie Kline, President
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ATHENS AREA CHAPTER

Athens, Hocking, Perry, Morgan, Meigs, and Vinton counties

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Greg Howard, President
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* OEFFA Certification Board Member

Our 2013 work was supported in part by generous grants from:

Farm Aid, The George Gund Foundation, UNFI Foundation, the U.S. Department of Agriculture (USDA) Specialty Crop Block Grant, and the USDA Sustainable Agriculture Research and Education (SARE) Program

Looking to the Future, Celebrating 35 Years

We welcomed 2013 with our conference, *Growing Opportunities, Cultivating Change*, depicted by a beautiful logo featuring a strong figure working to build a hoop house. The strength displayed in that image summarizes what OEFFA's year was about: **We Are Strong!**

We showed strength in attracting grant funding: Our policy program received renewed funding for two years, and we received new funding from North Central SARE Professional Development Program to help educate veterinarians and other agricultural professionals about organic livestock and poultry standards.

The strength in our certification program was demonstrated by making great strides to improve the timeliness of our process, while maintaining quality customer service and consistently upholding the integrity of the organic label.

We can also see strength in our policy and education work: While delivering programs and services of the highest quality, we are increasingly active in advocating for policies that support sustainable and organic farmers and the consumers who support them.

And of course there is strength in our membership: Our members generously teach each other, solve problems together, collaborate, and support one another.

But we also face strong threats:

- Contamination of our crops and our seed supply from genetically engineered organisms released into the environment
- Powerful oil and gas interests that wield tremendous power at the Statehouse
- Financial barriers that prevent young farmers from getting established on the land
- A changing climate that will challenge producers with unpredictable temperature variations and extreme weather

This list is daunting. Will we rise to these challenges?

We can and should take comfort and be confident. When this organization was founded 35 years ago, organic farming wasn't trendy. Nobody talked about local food systems. There was little ongoing research to help improve organic farming practices.

But the founders of OEFFA found each other, they came together, they innovated, and they shared what they knew with anyone who wanted to learn from them. And we're still doing this today.

Those early OEFFA members could not have foreseen how much would change in 35 years. Not in their wildest dreams could they have imagined the depth and breadth of consumer demand for sustainable and organic foods, the diversity of organic products in the marketplace, or how mainstream they have become. They stood strong and 35 years later, we stand on their shoulders. They faced great challenges, just as we do today. But **we are strong**, just as they were.



OEFFA Education Program: 2013 Accomplishments

Among our 2013 achievements, the OEFFA Education Program was able to:

- ❖ Organize 14 **farm tours**, drawing more than 1600 attendees. The series featured tours Ohio's finest organic and sustainable farms, as well as a Wisconsin field trip to visit a large-scale permaculture farm and the farmer-owned Organic Valley headquarters;
- ❖ Provide **educational programs** designed to help established specialty crop farmers scale up production and diversify markets. In partnership with Countryside Conservancy, more than 625 growers registered for webinars on cover crops, food safety, profitable pricing, managing farm employees, and more. OEFFA also hosted nearly 80 farmers for a four day Scaling Up the Food Chain advanced specialty crop workshops to provide in-depth training;
- ❖ Provide **one-on-one technical and production assistance** to almost 140 farmers and producers;
- ❖ Host more than 1,200 farmers, gardeners, consumers, and others at our **2013 annual conference**, *Growing Opportunities, Cultivating Change*. Ohio's largest sustainable agriculture conference, the event featured nearly 100 workshops, a trade show, kids' and teen conferences, locally-sourced meals, and nationally-recognized keynote speakers George Siemon and Nicolette Hahn Niman. More than 170 people attended pre-conference workshops on food safety and livestock grazing;
- ❖ Engage OEFFA members in the planning and implementation of **grassroots advocacy campaigns** on food safety, genetically engineered foods, the Farm Bill, and fracking. Forty members acted as leaders in our policy committees and working groups, and 1,000 more took grassroots action, including sending emails, making phone calls, meeting with elected officials; tabling at community events, and participating in media outreach.
- ❖ Connect buyers with producers through our **Good Earth Guide**, which included more than 400 farms and businesses;
- ❖ Nurture Ohio's ecological farmers by providing an **apprenticeship program** and organizing the **Farmer Information Network**, an information sharing service that included more than 50 farmers in 2013 who were available to assist beginning farmers with specific questions about production and marketing;
- ❖ Reach record numbers of supporters by growing our **membership** to more than 3,300 and our **contact database** to more than 10,000, while connecting with more than 5,000 people online using **social media**;
- ❖ Work with OEFFA's **10 chapters** to offer regional farm tours, movie screenings, group seed orders, and other events;
- ❖ Publish a **quarterly newsletter** which includes news, farm profiles, growing articles, recipes, events, resources, and original submissions from well-known authors and experienced farmers, and launch a monthly electronic **policy bulletin** with up-to-date information, action alerts, and events;
- ❖ Recognize Mardy Townsend of Marshy Meadows Farm with OEFFA's **Stewardship Award**, and Rev. Charles Frye as the first recipient of OEFFA's Service Award; and
- ❖ Offer additional learning opportunities, including a hands-on food preservation workshop.



OEFFA Certification Program: 2013 Accomplishments

The OEFFA Certification Program has been in operation since 1981. In 2002, when the U.S. Department of Agriculture (USDA) National Organic Program (NOP) was created, OEFFA was among the first group of certifiers to be accredited to certify under the new national standards. As a result, OEFFA operates one of the oldest and most respected organic certification programs in the nation, ensuring that organic crop and livestock producers meet the high standards established for organically grown food.



Among our 2013 achievements, the OEFFA Certification Program was able to:

- Certify a diverse group of more than **750 operations** throughout the Midwest, including mixed vegetable and grain farms, family dairies, food processors, and everything in between;
- Hire two new **certification specialists** to provide more timely service to our clients;
- Participate in **conferences, workshops, and industry events** to interact directly with certified organic producers and those transitioning to organic;
- Provide one-on-one **meeting opportunities** with clients to help them better understand the organic certification process;
- **Train staff** through the annual national training for organic certification agencies as well as industry-recognized organic food processing, crop standards, and inspection courses;
- **Influence organic policy** through participation in working groups and the National Organic Coalition, providing feedback to the NOP;
- Design and implement a **new tracking system** to more efficiently serve our clients and meet the requirements of the NOP;
- Implement a **pesticide residue testing** program, testing five percent of all certified operations for a variety of pesticides prohibited in organic production; and
- Publish a quarterly article, "**Making Sense of the NOP**" in the OEFFA newsletter to educate OEFFA's membership about the organic standards and how they play out in the real world.



Photo Credit: Stanley Smith



Photo Credit: Melissa Fast, Pearl Market, Capital Crossroads SID

What Our Certification Clients Had to Say

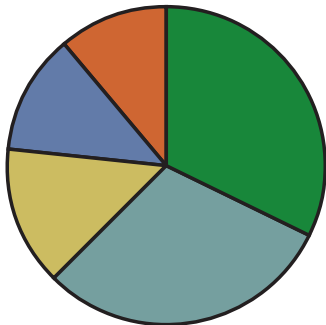
“It has been a pleasure to work with you this last year. We appreciate your nice service. I referred you to other farmers in our area.”

“I'm happy to be with OEFFA. You're very helpful when I call with a question about something.”

“We appreciate the annual inspections... I can confidently educate the public and assure them that the standards are set, adhered to, and enforced.”

OEFFA Financial Summary

OEFFA

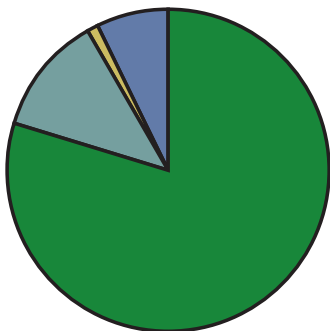


FY 2014 Revenue

32%	Grants-	\$175,729
30%	Programs-	\$167,379
14%	Membership-	\$79,684
12%	Donations-	\$68,070
11%	Other-	\$62,065

Total Revenue: \$552,927

A diversified funding stream is a strength of our organization.



FY 2014 Expenses

79%	Programs (Including SARE Outreach)-	\$388,212
13%	Administrative-	\$59,675
1%	Development-	\$4,998
7%	Other-	\$35,634

Total Expenses: \$488,519

We are highly efficient in delivering our programs.

Statement of Financial Position

(As of March 31, 2014)

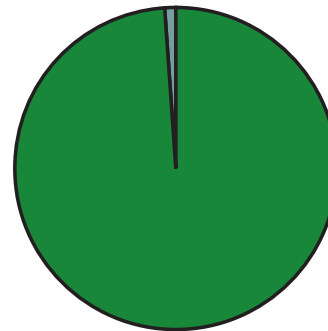
Assets

Cash	\$153,165
Accounts Receivable	\$37,885
Assets	\$378,159
Total Current Assets	\$569,209

Liabilities

Total Liabilities	\$330,330
Total Equity	\$238,879
Total Liabilities and Equity	\$569,209

OEFFA Certification

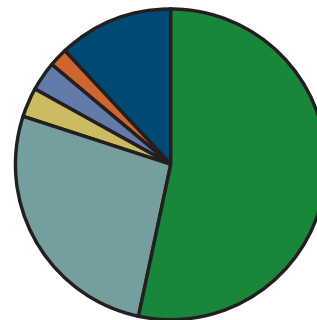


FY 2013 Revenue

99%	Programs-	\$925,542
1%	Other-	\$7,231

Total Revenue: \$932,773

Virtually all revenue is derived from application fees.



FY 2013 Expenses

54%	Salaries-	\$472,087
27%	Inspectors-	\$237,489
3%	Rent-	\$22,428
3%	Printing and Postage-	\$30,712
2%	Equipment and Supplies-	\$13,587
12%	Other-	\$104,109

Total Expenses: \$880,412

By keeping expenses low, we offer very affordable certification.

Statement of Financial Position

(As of December 31, 2013)

Assets

Cash	\$325,531
Accounts Receivable	\$8,528
Total Current Assets	\$334,059

Liabilities

Total Liabilities	\$29,819
Total Equity	\$304,240
Total Liabilities and Equity	\$334,059

2013 Annual Report



Ohio Ecological Food and Farm Association

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Twitter: www.twitter.com/oeffa

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Education Program

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Certification Program

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About OEFFA

Formed in 1979, the Ohio Ecological Food and Farm Association (OEFFA) is a grassroots coalition of more than 3,300 farmers, gardeners, consumers, retailers, educators, and others who share a desire to build a healthy food system that brings prosperity to family farmers, safeguards the environment, and provides safe, local food to consumers. OEFFA uses education, advocacy, and grassroots organizing to promote local and organic food systems, helping farmers and consumers reconnect and together build a sustainable food system, one meal at a time. OEFFA also operates one of the country's largest and most respected USDA-accredited organic certification agencies.