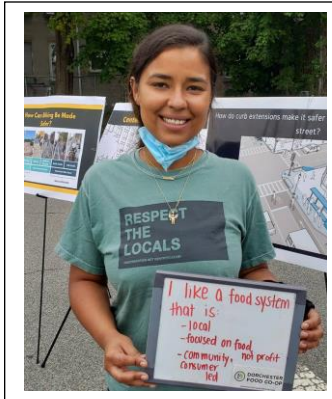




# 2021 Annual Report





## THANKS TO OUR SUPPORTERS & FUNDERS

### Funders (Partial List)

- Paul and Edith Babson Foundation
- The Boston Foundation
- City of Boston Office of Food Justice
- Burgess Fund of the Episcopal City Mission
- Boston Children’s Hospital
- Boston Trust Walden
- Cummings Foundation
- Eastern Bank
- Grassroots Fund
- Jane B. Cook 1992 Charitable Trust
- Klarman Foundation
- MA Exec Office of Energy and Environmental Affairs
- MA Dept of Housing and Community Development
- New England Grassroots Environmental Fund
- Reinvestment Fund Healthy Food Financing Initiative
- USDA-National Institute of Food and Agriculture
- Wild Geese Foundation

### Supporters and Partners (partial list)

- Boston Area Gleaners
- Boston Ujima Project
- Co-op Fund of the Northeast
- Cooperative Development Institute
- Family Nurturing Center
- Klavens Law Group
- Neighboring Food Coop Assoc.
- Food Coop Initiative
- OASIS on Ballou Farm
- Urban Farming Institute
- The Food Project
- Trustees
- Upham’s Corner Health Center PACE program

## From Our Co-op Board President:

Dear Fellow DFC Member-Owners and Supporters

Once again, I have the honor of addressing you with a few words of gratitude and perspective on the progress of our Co-op. A year ago, we were still in the midst of the COVID pandemic, navigating the new normal, and working hard to keep our project moving forward. We welcomed new Board members and did our best to cover all bases as volunteers and members of a working Board.

This past year has been the most intense for our Board. Funding became more complex, and the work of selecting our general contractor, owner’s representative, and committing the resources of the Co-op required a great deal of due diligence to ensure that we were making the right decisions. Developing a store is not an everyday occurrence. At least not for our team. And this is the more reason to be grateful for the minds, hearts, and hands that have come together during this time to get us to where we are today.

This summer we are “breaking ground” and beginning the build out of our space at 195 Bowdoin St. We have organized a CSA program this summer that is our largest to date, and demonstrates the role that our Co-op can play in supporting local farms to get their produce to area residents. Volunteers helped to shape the “Membership for All” program in a way that honored our commitment to economic justice and dignity. We have also had an unprecedented number of member-owners supporting our organizing and outreach efforts by staffing our tables at a wide range of events throughout the city. Given my particular tasks in this work, I also want to acknowledge the amazing pro-bono legal support that we’ve received.

In the words of Margaret Mead: “Never doubt that a small group of thoughtful, committed citizens can change the world; indeed, it’s the only thing that ever has.” Thankfully for us, that small group is at 1358 and growing. We just brought on new Board members to help lead this work, our search for a general manager is getting traction, and the project’s funding gap is slowly narrowing. All this gives me certainty that the best is yet to come, and that we will soon be celebrating the amazing achievement that our Co-op represents for the health and wealth of the community. ¡Mil Gracias! A thousand thanks to all our volunteers, partners, funders, and supporters.

In Solidarity,

Marcos Beleche, Board President



# Mission

**The Mission of the Dorchester Food Co-op is to challenge the traditional food system by building a community and worker-owned asset that nourishes, employs, and reinvests in the local community.**

We are building:



- A community and worker owned grocery store

- A dynamic center for healthy eating and sustainable living



- A business that provides job opportunities for community residents.

- A model of beautiful green design and socially responsible business practices.



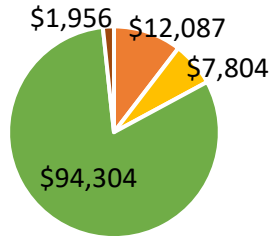
- A community space for education and cultural activities

- A food hub, working with corner stores, farmers' markets, and neighborhood health centers to provide greater local access to affordable healthy food



# TREASURER'S REPORT for 2021

## P&L: Total Income = \$116,151



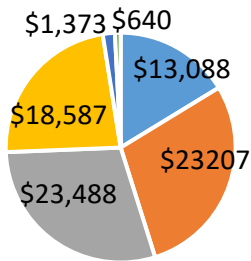
■ Sales ■ Donations ■ Grants ■ Interest

## Balance Sheet

The Balance Sheet reflects our overall financial position

	As of 12/31/2020	As of 12/31/21
Total Assets:	\$138,097	\$315,205
Total Liabilities:	\$4,981	\$1261
Total Equity:	\$133,116	\$396,383

## P&L: Total Expenses = \$80,383

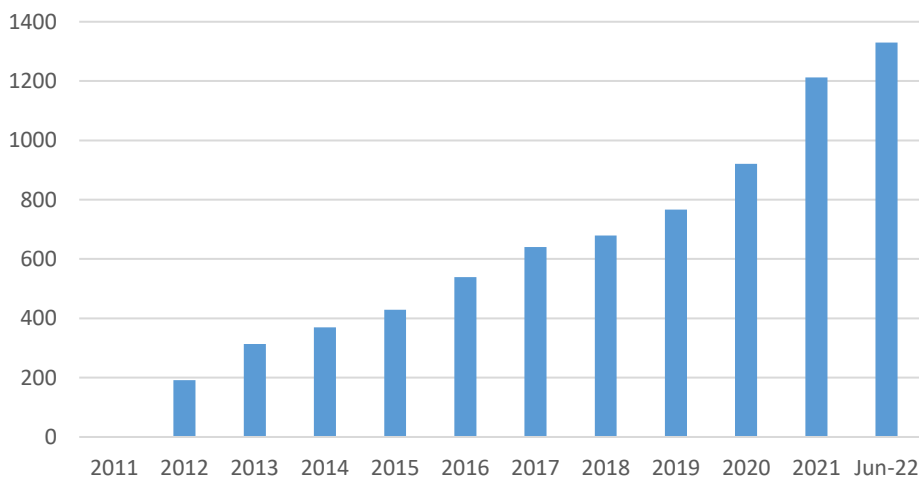


■ Cost of Goods Sold ■ Personnel  
 ■ Administration ■ Marketing  
 ■ Governance ■ other expenses

## 2021 Financial Notes:

The pie charts at the left show our operating income and expenses. (The budget for our Capital Campaign is on the next page) In FY '21 our Co-op added 291 new member-owner households, generating an additional \$27,000 in new member equity. This brings our cumulative member-owner investment in the Co-op to \$104,416. In addition, we received \$116,151 in grants, donations, sales and interest during 2021. (This figure does not include grants and donations received through our fiscal sponsor)

## Membership Growth



## Membership Growth

During 2021 our membership expanded to 1212 member owners, and as of June 21, 2022, added an additional 127 member-owners for a total of 1338 household members.



## Sources and Uses Budget

<b>Sources</b>	<b>Goal</b>	<b>Raised to date</b>	<b>Gap</b>
Additional Member Equity	\$60,000	\$50,000	\$10,000
Donations	\$172,000	\$127,100	\$44,900
Grants	\$1,825,000	\$1,751,023	\$73,977
Investments (DPO)	\$500,000	\$330,000	\$170,000
Landlord Contribution	\$118,000	\$118,000	-
Producer Support	\$25,000	\$0	\$25,000
Loans	\$775,000	\$775,000	-
Total	\$3,475,000	\$3,151,123	\$323,877
<b>Uses</b>		<b>Projected Cost</b>	
Construction and Equipment (One Way)		\$1,303,543	
Equipment purchases (DFC)		\$910,052	
Inventory		\$168,000	
Fees and Consultants		\$130,000	
Pre-opening promotion		\$25,000	
Pre-opening personnel		\$260,000	
Pre-opening site costs		\$40,000	
Pre-opening administration		\$27,000	
Pre-opening loan expenses		\$36,000	
Fiscal sponsor fees		\$26,000	
Cash Reserve		\$350,000	
Cost overrun allowance		\$200,000	
Total		\$3,475,595	

The Sources and Uses Budget shows how much we have raised from different sources, and what we will use the money for. The “gap” is the amount we still need to raise to fully fund the project.



# Funding Our Store: Bridging the Gap

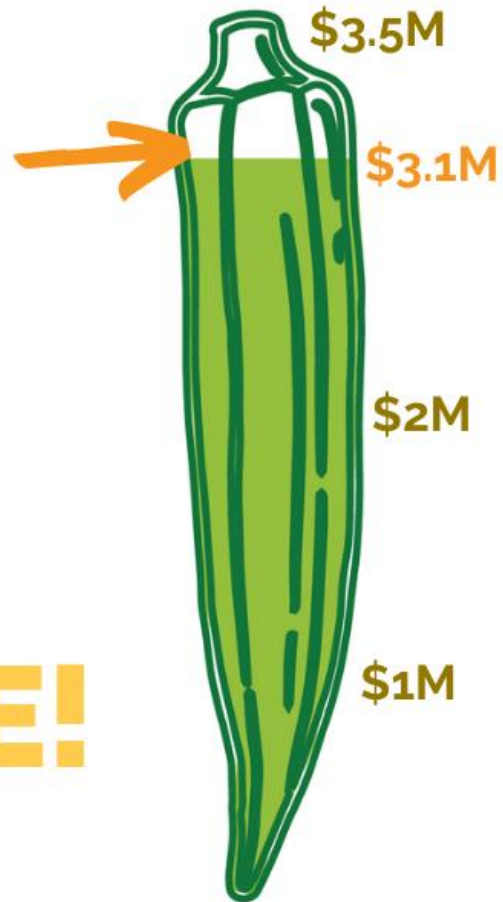


## WE NEED YOUR HELP!

*Building a local food justice movement.*

## WE ARE SO CLOSE!

### OKRA-METER



We have raised over \$3.1 million in our Capital Campaign, about 90% of the funds needed to open the store.

**We are SO CLOSE!** Help us reach our goal in the next six months. Your donations and investments will help pay for constructing, equipping, stocking, and staffing the new store, as well as provide working capital for when the store opens.

More information about investing and/or making a tax-exempt donation can be found on our website at [www.dorchesterfoodcoop.com/invest](http://www.dorchesterfoodcoop.com/invest). Questions? Write to us at [info@dorchesterfoodcoop.com](mailto:info@dorchesterfoodcoop.com)

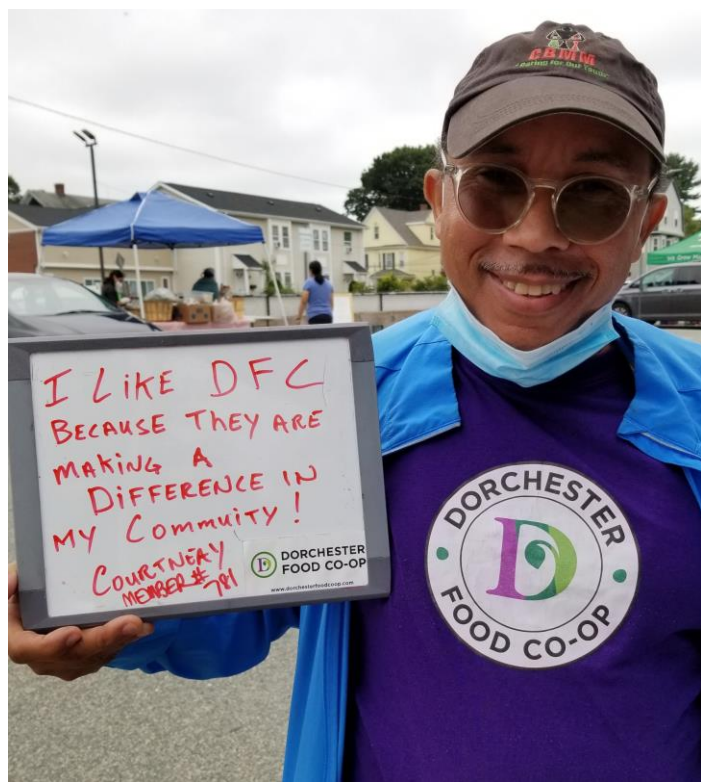
THIS IS NOT AN OFFER TO SELL OR A SOLICITATION OF ANY OFFER TO BUY ANY SECURITIES. OFFERS ARE MADE ONLY BY PROSPECTUS OR OTHER OFFERING MATERIALS. THERE ARE RISKS ASSOCIATED WITH AN INVESTMENT IN OUR COMPANY AND YOU SHOULD NOT INVEST UNLESS YOU CAN AFFORD THE LOSS OF YOUR ENTIRE INVESTMENT. THE COMMONWEALTH OF MASSACHUSETTS DOES NOT RECOMMEND OR ENDORSE THE PURCHASE OF THESE SECURITIES.



How did we achieve our growth and put our values into action?



# Member Engagement



Our volunteer outreach team has been hard at work, tabling at Farmers' Markets, community events and neighborhood meetings across Dorchester, Mattapan, Roxbury, Jamaica Plain and Roslindale.

In June 2021 we celebrated Juneteenth at the Nightingale Garden with the Trustees and the Dorchester Art Project

In the fall of 2021, we celebrated Co-op Month with a "Green New Deal Dance Party at the Nightingale Community Garden in Dorchester in partnership with the Trustees. We also co-sponsored a pumpkin party in Four Corners with Four Corners Main Street.

We held online screenings and discussions of 2 films: "Gather: the fight to revitalize our Native Foodways", and "Food for Change", a documentary detailing questionable ethics of the food supply industry.

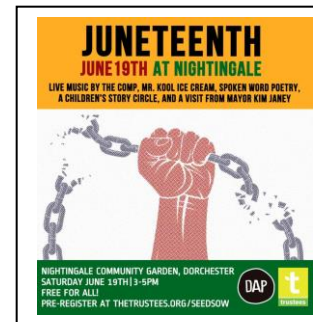
We created strong partnerships, including sponsoring a CSA with OASIS on Ballou Farm and Urban Farming Institute.

We provided 1000 lbs of farm fresh produce to seniors, in partnership with Uphams Corner Health Center, Boston Area Gleaners and the Food Project.

We signed a ten-year lease with VietAID to occupy the commercial space at 195 Bowdoin St in the Bowdoin-Geneva neighborhood. VietAID began construction in January of 2021, and has almost completed the building construction which includes 41 units of affordable housing. The Co-op will begin the buildout of our space in the summer of 2022.

We created a "Membership for All" program so residents at all income levels can join the Co-op.

We have been having monthly "Meet & Greets" with new and old members on Zoom, talking about various aspects of the Co-op, including "What is a Co-op" and "How to run for the board".





# Looking Ahead: What's happening in 2022?

Engaging member-owners continues to be a priority for 2022. Plans include:

1. Reaching out to residents at Farmers markets, events and neighborhood meetings
2. Producing summer and fall programming
3. Monthly Meet & Greets to get to know fellow member-owners

Member-owners needed on core committees:

1. **Outreach/Membership Committee**  
Goal: Reach 1500 member-owners and increase engagement
2. **Capital Campaign Committee:**  
Goal: Raise \$400,000 to bridge the current funding gap
3. **Store Committee**  
Goal: Work with architects on store design
4. **Communications**  
Goal: Craft clear communications to member-owners and others

What do you like to do? What are you good at? There's probably a way you can do it and help the Co-op!

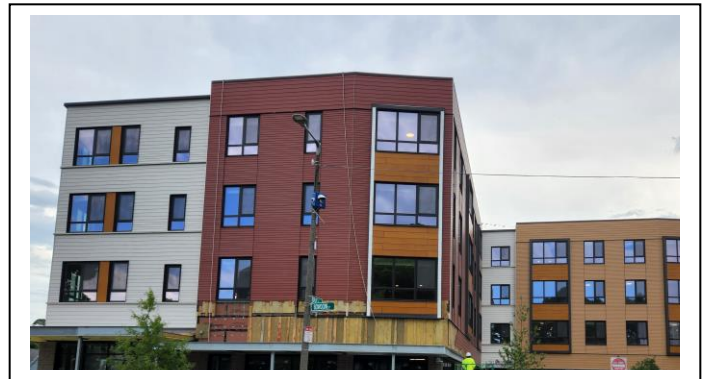
**Sign up to Volunteer!**

<https://forms.gle/GZzm92CsD1D6VKbo8>

## Have you heard the great news?

Construction starts on the inside of our store this summer!!! We are welcoming One Way Construction and Project Manager Gary Mendoza to our Store Development Team,

and hope to see you all at our Groundbreaking at 195 Bowdoin St. on July 19<sup>th</sup>. Please [click here to RSVP before July 11](#), if you are able to join us. We look forward to celebrating with you very soon!



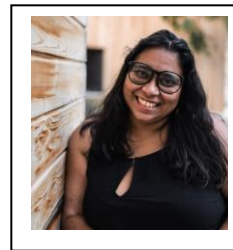
Co-op building at 195 Bowdoin St under construction

## Board Elections

Welcome new Board members: Sarah Assefa, Eamon Penney and Jamison Cloud were elected to join the Board, and Jenny Silverman was elected to an additional one-year term. They join current Board Members Marcos Beleche, Tara Register Curry, Mari Rojas, Robin Saunders, and Amy Walsh. Many thanks to Apolo Catala, for three years as Board Clerk, and to Nataka Crayton and Carlos Escarfullery for their Board service.



## Staff Update



Mea Johnson



Mary Regan

In 2021, our first community organizer, Mea Johnson, moved on to a new position. We welcomed Mary Regan as our current community organizer. Thanks so much, Mea for your work with the Co-op.

**Cooperation is our Approach,  
Justice is our Goal**