Doubling our amount of local food
Letter from CISA’s Executive Director and Board Chair

CISA has just finished its first generation of work, and we are proud of what we all have done together as farmers, owners of food-related businesses, elected officials, and community members.

Who would have thought 20 years ago that:
- CISA’s Local Hero program would be the longest running and most successful “buy local” campaign in the nation?
- There would be 50 farmers’ markets in Franklin, Hampden, and Hampshire counties—including seven winter markets and 58 Community Supported Agriculture (CSA) farms—many offering shares in every season?
- Local apples, barley, fiber, greens, maple syrup, meat, and wine could be purchased almost year-round at farmers’ markets, CSAs, and food retail outlets?
- Our farmers would be growing 10,000 farm shares that feed more than 40,000 people with sustainably grown produce?

Here in the Pioneer Valley, CISA has helped to create a breathtaking cultural shift that is worthy of celebration.

Not surprisingly though, some of the challenges facing our farms in 1993 at CISA’s beginning are still with us today: unprecedented competition in a global economy, rising energy and labor costs, and increasingly unpredictable weather, including more violent storms and changes in hardiness zones created by climate change. In 1993, CISA founders began a conversation about how to save small, family farms. Now, our community is working to increase the number of thriving farms and strengthen the local food system in our region, Massachusetts, and New England.

In our 20th anniversary year, we are more convinced than ever that buying locally enables our community to keep its farmers farming, provides the freshest, tastiest food in our diet, strengthens the local economy, keeps vistas open, and reminds us why we call the Pioneer Valley home.
We also believe that a healthy regional agricultural economy is part of the solution to many national challenges, from shrinking oil reserves and a changing climate to diet-related health problems. We need to make more locally grown food available to more residents of our region wherever they live, shop, and eat. As we look ahead, we are hopeful that the seeds we plant will be worthy of celebration a generation from now. Our goal is to double the amount of local food in our diets, to 25 percent, over the next 20 years.

To accomplish this, we will need new and expanded farm and food businesses to fill the current gaps in our food system along the path from farm to plate. CISA will inspire and support entrepreneurs who start businesses with a commitment to local ownership and local products, through creative financing, technical assistance, and building marketplace demand.

Maintaining CISA’s core work of expanding the number of committed local eaters and enhancing existing farms and food businesses is critical to this goal.

Our goal is to double the amount of local food in our diets, to 25 percent, over the next 20 years.

If we succeed, the next generation will be surprised to learn that most of what people ate in 2013 was processed and shipped from thousands of miles away! We will be healthier, our food will be safer and more secure, and our local economy will be more resilient. Our children, and our children’s children, will thank us for acting on our values to support and strengthen our local farms, our communities, and our planet. Our example will serve as a model for other communities around the world.

Now is the time to look down at your plate and around at the people at your table and make a commitment together to change the world. CISA will be there every bite of the way!

Sincerely,

Philip Korman
Executive Director

Rachel Moore
Chair, Board of Directors

CISA receives a $1 million Kellogg Foundation grant for PVASA and six partner organizations: Hampshire College, University of Massachusetts, the New England Small Farm Institute, Nuestras Raíces, the Institute for Interdisciplinary Studies, and Earth Arts Institute.

CISA brings together nearly 100 people for discussion and action on the challenges to agriculture in the Pioneer Valley.

CISA establishes eight volunteer Action Groups to work on challenges to local farms: marketing, labor, land, sustainable practices, dairy, education, sustainable communities, and finance.

CISA launches FarmNet Information and Referral service.

Our Family Farms-brand milk successfully debuts, produced by a cooperative that began among members of CISA’s Dairy Action Group. Shows strong consumer interest in ‘buy local’ message.
Thanks to YOU, 2012 was a smashing success!

A share of the local harvest for people in Franklin, Hampden, and Hampshire Counties
More than 350 low-income elders received farm shares through our Senior FarmShare program, and CISA matched the first $10 in Supplemental Nutrition Assistance Program (SNAP, or food stamp) purchases at our Winter Fare Farmers’ Markets. CISA helped Hampden County farmers’ markets and farm stands participate in a USDA study examining whether a 30 percent rebate on purchases of produce encouraged SNAP recipients to buy more produce (and early results indicate that it did!).

Keeping our farm businesses strong and thriving
Our survey of more than 200 member farmers indicates that the Local Hero program has had a positive impact on 92 percent of participating farms. CISA offered 44 workshops and one-on-one technical assistance consultations in 2012, with more than 600 participants.

The CISA Emergency Farm Fund
CISA and partners made no-interest loans to 11 farms impacted by Hurricane Irene. Thanks to overwhelming community support, the fund has reserves available, and we have opened it up for farms that suffered damage from the severe snowstorm of February 8, 2013. The fund has become a vital part of our safety net for small farms.

Seeding a new generation of farmers
Seventeen women participated in the Whole Farm Planning workshop series for new women farmers. Topics in this ten-class series ranged from financial planning and marketing to soil fertility and grazing practices. Participants in our workshops and farm tours include both experienced and new farmers.

Scaling up the local food system
CISA’s “Scaling up Local Food” report provides real-life, local examples of the successes, challenges, and opportunities in the Pioneer Valley food system. We provide information and referral services for start-up and expanding local food businesses, and are exploring new financing options through our participation in the Pioneer Valley Grows Loan Fund. CISA staffs the Pioneer Valley Grows Network, which held a Fall Forum focused on entrepreneurship in the food system attended by 120 people.
Join us in 2013, our 20th anniversary year!

The launch of the “Local Hero Challenge”
Throughout its 20th anniversary year, CISA will issue fun challenges to help people connect to more local farms, put more local food on their table, and share their stories about growing, buying, and eating local. Sign up to play the Local Hero Challenge at buylocalfood.org and begin the fun!

Increase the value of your gift
Thanks to several key supporters, CISA has set up the $100,000 Anniversary Fund. Every new dollar (a new gift from a new donor or a bigger gift from a current donor) that comes into CISA will be matched by two dollars from the Match Fund, up to $50,000! If we reach our goal, CISA will have $150,000 in new resources to use to support beginning farmers, expand our work in Hampden County, and scale up the local food system to provide more local food to more residents of our region.

buylocalfood.org

Senior FarmShare program begins, paying farmers to grow produce for hundreds of low-income elders in Franklin, Hampden, and Hampshire counties.

CISA fosters connections between farms and large employers, as colleges, hospitals, and retirement homes are welcomed into the Local Hero program.

Women in Agriculture Network is established, adding to CISA’s array of workshops, consulting, and print and online information for farms and food businesses.

CISA intensifies its focus on infrastructure for the local food system, contributing to feasibility studies for a regional slaughterhouse and dairy processing facility, and a food safety program for salad greens.

Winter Fare, the first winter farmers’ market in Massachusetts, is launched in Greenfield by a volunteer committee, with CISA support.

2005
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2004
Senior FarmShare program begins, paying farmers to grow produce for hundreds of low-income elders in Franklin, Hampden, and Hampshire counties.
“Agriculture is not a stagnant business,” says Sue Kosinski—and she has reason to know. Sue grew up on a farm, and she has operated Kosinski Farm with her husband, Gene, since 1983. They have built a diverse farm operation by responding to new opportunities and trends. Today, the many dimensions of their farm business reflect the growth of consumer interest in fresh, locally grown food over the past 20 years.

Sue and Gene Kosinski literally met in a blueberry field. Both grew up on farms, and the two got to know each other when Sue was hired to pick blueberries by Gene’s father. In 1983, the couple purchased their own farm on Russellville Road in Westfield, and today they specialize in blueberries among a wide range of fruits and vegetables. They sell their products through a stand on the farm, a new CSA, and other local farm stands.

Over the years, Sue and Gene have continually adapted their crop mix and marketing venues to new opportunities and demands, and in the process they have created a forward-thinking and diverse farm. In the early 1980s, the Kosinskis sold their crops through the wholesale market in Boston, which required nightly trips to the city after full days on the farm, and Sue and Gene had little control over pricing.

“In the pits,” Sue remembers, “and what could we do? I remember my grandfather filling up his truck and going around to the other small businesses and peddling his products. We were known for our blueberries, so we offered to deliver them to the local farm stands. It was an old-fashioned idea, but no one else was doing it, so we were welcomed with open arms.”

Throughout the 1990s, Gene and Sue focused on farm stand deliveries, freeing them from dependence on the volatile wholesale market.

In 1999, Sue and Gene opened their own stand at the farm in Westfield. “After all those years of making deliveries to farm stands, we thought that maybe we could do it, too. We knew it had to be more sophisticated than a picnic table under a tree.”

Today, the farm stand includes a deli, a full-service bakery, and plants from the farm’s greenhouse, in addition to blueberries and other produce. More recently, the farm has begun offering pick-your-own apples and blueberries, and hosting school trips for children. In 2012, Kosinski Farm added a CSA option, and Sue says that CSA share sales are already up fourfold for its second year.

The transition from a wholesale business into a farm with multiple markets, including several direct sales outlets, is huge. It requires ongoing development of new skills and comfort with a certain amount of risk. Perhaps most importantly, it requires a clear sense of what customers are seeking, and an ability to anticipate how that changes over time.

Reflecting on the changes in her business over the years, Sue says, “Without question, there is a different customer base now. Twenty years ago, our customers were people who had grown up in the country and knew how much better fresh, local food was. Now, younger people are interested, too, and educated. People are choosing us over the supermarket. We’ve got to be out front, getting to know our customers and building trust with them.”
Organic yogurt from the hills

Sidehill Farm

When Paul Lacinski and Amy Klippenstein bought their first three cows in 2005, the Massachusetts dairy industry had already declined from about 1,700 dairy farms in 1970 to just over 200 farms.

“Part of the reason we were able to take that leap of faith was that we kind of didn’t know what we were doing,” laughs Amy. “We were coming at it from the outside, so we believed that we could do it.”

The reality, of course, is that Amy and Paul had done their research before deciding to launch Sidehill Farm’s yogurt business, and their successes over the past seven years reflect that diligence and attention to detail. Paul and Amy are now milking about 35 cows and producing 1,000 gallons of yogurt per week. Their yogurt is sold throughout western Massachusetts and is steadily gaining market outlets in the eastern part of the state. This past year, after several years of moving their animals from one rented pasture to another in Ashfield, the entire operation moved to a newly purchased, 225-acre farm in Hawley. This will provide Paul and Amy with long-term stability and the potential for further expansion.

Although their choice of yogurt stemmed, in part, from their own consumption habits—Paul was eating about a quart a day—much of their success can be credited to the fact that Amy and Paul correctly identified an interest in local, organic yogurt. They did not have experience with cows (they were raising vegetables at the time), but they “realized that there was a lot of interest in the rebirth of local dairy, especially among people concerned about the safety of milk and added hormones. People wanted a local product they could trust. We felt strongly about these issues, and we knew others did, too.

“Being in western Massachusetts makes it possible to do what we’re doing. People here are interested in local agriculture on many different levels—from wanting to know where their food comes from to how the land is used. We didn’t realize when we first started how loyal people would be, but I don’t think that loyalty exists anywhere else in the country. Part of our success was our timing, but a lot of it was the place. I’m not sure we could have done this anywhere else.”

Additional keys to Sidehill’s success include the owners’ commitment to technical efficiency (Paul was a green building professional before he was a dairy farmer), and to creating good jobs that attract competent employees. Each of these commitments contribute to the consistent high quality of their product, which brings customers back for more.

Looking forward, Paul and Amy have big plans. The move to the new farm in Hawley has led to a flurry of barn and fence building and planning for the coming year. Paul and Amy anticipate that the additional land will allow them to increase their herd to 100 animals, half of which would be milk cows. “We don’t want more cows than we can have relationships with—we don’t want them to become numbers,” says Amy.

“We’re projecting significant growth over the next few years. Growth in the eastern Massachusetts markets is what we hope will pay for the bulk of our expansion, but we have discovered that even though we sell lots and lots of yogurt in the Valley, there still seems to be room for growth here. This is the community that we are most loyal and connected to, and to be able to continue to find more people right here who want to eat our yogurt is really exciting.”

CISA’s market survey of Hampden County reveals that 55 percent of shoppers make an effort to buy locally grown food, and 66 percent buy locally grown food at least once a week, information that provides a baseline for expansion of the Local Hero campaign and other CISA activities in our most populous county.

CISA sets a goal of doubling the amount of local food in our diets over the next 20 years. The effort was launched with a $100,000 Anniversary Fund, which will match new contributions up to $50,000. The $150,000 total in new resources will allow CISA to expand our activities in Hampden County, support beginning farmers, and take additional actions to increase production and strengthen the local food system.

CISA community involved in sustaining agriculture

Local Hero program grows to include 220 farms and almost 125 other businesses, including food retailers, retirement homes, and restaurants.

2012

2013

BE A LOCAL HERO
buy locally grown

community

years of strengthening farms and communities
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We apologize if we omitted anyone from this list who served on the board or staff. Please contact us so we can add you in the future.
*Deceased

As supporters and investors in CISA, you will be pleased to know that CISA has ended each of the last three fiscal years with a surplus. Over the last five years, CISA has nearly doubled the unrestricted donations it receives from individuals and businesses, from $188,000 to $359,000. This increase was a goal identified in CISA’s Strategic Plan. Donations currently represent 34 percent of CISA’s income, up from 22 percent in 2008. Increasing CISA’s unrestricted donations will need to continue in the coming years to respond to the growing uncertainty in government funding and to meet the expanding demand for CISA’s programs.

It is because of the support of the community that we are on our way to reaching our goal of growing CISA’s cash reserve to cover six months of operating expenses. Before 2010, cash reserves were low, which left CISA vulnerable if any large funders, which rarely commit to more than one year of funding, chose to end their financial support. In 2012, non-profits with “buy local” programs, including CISA, had their state funding cut due to a fall in state revenues. In 2013, federal funding remains uncertain due to the sequester and the failure of Congress to pass a new farm bill.

We currently have four months of operating expenses covered in our cash reserves, which has enabled CISA to take bold steps to increase its impact and effectiveness. The CISA Emergency Farm Fund, for example, started at the end of 2011 after Hurricane Irene, made loans to 11 farms. (One loan has already been paid back, two years ahead of schedule.) The fund now has a balance of $105,306 and was reopened in February 2013 in response to damages suffered by farmers from a severe snowstorm.

Signed,

Greg Melnik                            Philip Korman
Treasurer                                 Executive Director

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**2012 Financial Summary**

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<tr>
<th>Revenue and Support</th>
<th>2012*</th>
<th>2011</th>
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<tbody>
<tr>
<td>1. Grants and Government Contracts</td>
<td>$559,166.91</td>
<td>$304,289.00</td>
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<tr>
<td>2. Donations</td>
<td>$358,981.00</td>
<td>$335,704.00</td>
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<td>3. Emergency Farm Fund</td>
<td>$66,350.70</td>
<td>$131,488.00</td>
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<td>4. In-Kind Donations</td>
<td>$21,329.78</td>
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<td>5. Local Hero Membership Dues</td>
<td>$54,927.50</td>
<td>$53,966.00</td>
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<td>6. Rent, Consulting and Fees</td>
<td>$88,983.64</td>
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<td>7. Advertising</td>
<td>$44,738.00</td>
<td>$40,600.00</td>
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<td>8. Miscellaneous: Interest and Merchandise Sales</td>
<td>$1,877.73</td>
<td>$1,383.00</td>
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<td>Total Revenue and Support</td>
<td>$1,196,355.26</td>
<td>$937,564.00</td>
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<table>
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<tr>
<th>Expenses</th>
<th>2012*</th>
<th>2011</th>
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<td>1. Program</td>
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<td>2. Community Outreach</td>
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<td>3. Fundraising</td>
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<td>4. Administration</td>
<td>$88,601.08</td>
<td>$81,319.00</td>
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<tr>
<td>Total Expenses</td>
<td>$880,904.58</td>
<td>$734,175.00</td>
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| Change in Net Assets          | $315,450.69   | $203,389.00 |

Net Assets, Beginning of Year  | $475,305.00   | $271,916.00 |
Net Assets, End of Year**      | $790,755.69   | $475,305.00 |

* Unaudited figures.
** Includes restricted Emergency Farm Funds in 2012 of $177,812.

Chart photos: Jason Threlfall (peppers); Rachel Chandler-Worth (tomatoes)
CISA is grateful to the following individuals, businesses, foundations, and government agencies whose generous contributions in 2012 provided critical support for our programs and operations.

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2012 Taste the View, Quonquont Farm, Soulful Life Photography photo

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Bruce and Rita Bleiman
Maribeth Bobesky
Steven Botkin and Joan Levy
George Bowers and Shayne Beede
Meg Bowman and Douglas McCarron
Andrea Burns
Cheri and Stephen Butler
Deborah Cahillane

Claire E Campbell
Henry Canby
Cynthia Canham
Jeff Canter
Sean Capaloff-Jones
Jay Caplan and Marie-Hélène Huet
David Carlson
John and Sheila Carpenter
Leslie Chaison and Sam Stegeman
Cindy Chandler-Guy
Madeleine Charney and Rudy Perkins
Stuart and Monie Chase
Annie Cheatham and Anne Gibson
Carol Christ and Paul Alpers
Margaret Christie and Nicholas Jones
Peggy and John Christie and Michael Cinner and Susan Weinstein Cinner
Ben and Lori Clark
Donald Clark and Ruth Bellows
Connie Clarke
Drs. Clayton, Kleinman & Carby
Wade Clement
Sue Clotpton and John Levine
Sara Coblyn
Kathy and Rick Cody
Joseph and Cathie Cohen
Michael Cohen and Chia Collins
Roy Cohen
Kelly Coleman and Amir Flesher
Jessica Collins
Patrick Connelly
Glenn and Jacklyn Conolly
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Deanna Cook and Doug McDonald
Sara Cooper and Jonathan Chamutka
Carol Costin
Sara Crawley
Sarah Creighton and Phil Lawrence
Sue Crimmins
Anita Dancs and Bill Sweeney
Peter and Mary Lee Daniello
Scott and Joanie Daniels
John Dauer
Debra Davis and Grace Del Vecchio
John Davis
Karen and David Davis
Deborah and Brett Denheart
Sandy Dennis and Marty Kieniern
Sheila Dennis and Tom Henry
Sheryl Derderian and Wraye Dugundji
Florence and Peter DeRose
Tom and Sheila DeSellier
John and Patricia DiBartolo
Jen Dieringer and John Frey
Lori Divine-Hudson
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Tim Duchesne and Eric Howard
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Rita Egan and Rosemary Egan Huggard
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Vahram Elagöz
Jamie Ellin
William Ennen
Laurie Estes
Kent and Scottie Faerber
Barry Feingold and Marc Yoss
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Anne Fine and Jonathan Liebman
First Congregational Church, Southampton
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Tara Fitzpatrick
Jerry and Marcia Fix
Maureen Flannery
Yvonne Freccero
Dorothy and Hugh Friel
James and Marianne Gamaro
John Garvey
David Gendler
Joseph and Linda Gianesin
David Glassberg
Larry and Susan Godard
Ellen Goldsmith and Sam Levitt
Leslie Goldstein and John Mosimann
Nancy and Bruce Goldstein
Steve Goodwin
Jennifer and Seth Gottlieb
Kathie Gow
Granite State P & H, LLC
Moira and Andrew Greto
Ashley Griffith and Marcia Curtis
Al and Sally Griggs
LW Griswold
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Jim Hafner and Kelly Aiken
Sherry and Chip Hager
Lisa Hahn and Regina Figueroa
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Ann Hallstein
Nancy Hanson
Donna Harlan
Faye and Ed Harris
Linda Harris and Alan Eccleston
Wil Hastings
Anne Hazzard
Ellen Heffeman and Paul Gibson
James Heinitz
Henion Bakery
James and Portia Henle
Peter and Margaret Hepler
Anne Herrington and Christine Plette
Melissa Hession
Carol Hillman and Robert Colnes
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Ruth Hoffman
Dave Hopkins and Joanie Dickson
Jack Horner and Ron Skinn
Mary Hoyer
Esther and Dave Husted
Claire Hutchins
Gaby Immerman
Barbara Jenkins and Eli Kwartler
Ellen Jenkins
Jewish Community of Amherst
Karin Johnson
Colleen and Jack Johnston
Rebecca Jones and Scott Wade
Joel Kaminsky and Jody Rosenbloom
Jim Kan and Jutta Sperring
Ruth Kane-Levit and David Levit
Elizabeth Katz and Leticia Munoz
Alix Kennedy and James Haug
Cynthia Kennedy
Deborah Koch
Lewis and Sharon Korman
Philip Korman and Nora Israeloff
Rochelle Korman and Richard Friedman
Anne Kornblatt and Deborah Stier
Jean Krogh and Bob Solosko
Neil Kudler and Nancy Flam
Stephen and Suzanne Kulik
Bonnie and Eugene L’Etiole
Nathan and Elizabeth L’Etoile
Marianne LaBarge
Beverly LaBelle and Janet Rogers
Helen Ladd
Jennifer Ladd
Elizabeth and Nathanael Larson
Joe and Wendy Larson
Kathryn Lears
Patricia Lee Lewis and Don Wukasch
Judith Leeds and Richard Steenberg
Elise Lennon
Carol and Peter Letson
Mark D. Marshall and Helen O. Leung
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George and Ann Levinger
Rachel Lindsay
Paul and Marcelle Lipke
Kimberly Longey
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Elizabeth Loughran
Kathleen Lovell
James Loventhal and Mary Beth Brooker
Nancy Lustgarten and Ned DeLaCour
Todd and Janet Lynch
Daniel and Marlene Lyons
Carol MacColl and Don Michak
“CISA was way ahead of its time ... The greatest success for any foundation is when a small seed grant ends up creating an organization with continuing positive impact in its community, even years after the grant is done. CISA is a wonderful example of this.”

—Oran Hesterman, former Kellogg Foundation Program Director and current CEO of Fair Food Network
CISA’s Be A Local Hero, Buy Locally Grown® public awareness campaign has resulted in increased sales of local farm products at supermarkets and food retailers, farm stands and farmers’ markets, and in restaurants and institutions. Look for the Local Hero logo at the following member establishments:

**FARMERS/ GROWERS**
- Amherst Farm Winery
- Amherst Nurseries
- Apex Orchards
- Atkins Farms
- Atlas Farm
- Austin Brothers Valley Farm
- Australis Aquaculture
- Bally Farm
- Barnum & Buckley Farm
- Barstow’s Dairy Store & Bakery at Longview Farm, Inc.
- Bashista Orchards
- Bear Path Farm
- Bear Root Herb Farm
- Bear Swamp Orchard
- Bird Haven Blueberry Farm
- Blossoming Acres
- Blue Heaven Blueberry and Raspberry Farm
- Bostrom Farm
- Boyd Bross Maple
- Bree-Z-Knoll Farm
- Bridgmont Farm
- Brookfield Farm
- Brook’s Bend Farm
- Buckboard Veggies
- Bug Hill Berry and Flower Farm
- Burnt Hill Farm, LLC
- Butler Farm
- Calabrese Farm
- Carl Popielarz Pig Farm
- Carr’s Ciderhouse
- Chase Hill Farm
- Chestnut Farms
- Chicoine Family Farm
- Ciesluk Farm Stand
- Clarkdale Fruit Farms, Inc.
- Common Wealth CSA
- Cook’s Farm Orchard
- Cooper Shop Farm
- Couch Brook Farm
- Coyote Hill Farm
- Crabapple Farm
- Craigieburn Farm Alpacas
- Cranberry Moon Farm
- Crimson and Clover Farm at The Northampton Community Farm
- Dancing Bear Farm
- Dave’s Natural Garden
- Deepening Roots Farm
- Deerfield Farm
- Devine Farms
- Dickinson Farm
- Diemand Farm
- Dufresne’s Sugar House
- E. Cecchi Farm
- East View Farm
- Echo Hill Orchards & Winery
- Echodale Farm
- Eden Pond Farm
- Emerson Family Christmas Tree Farm
- Enterprise Farm
- Falls Brook Farm — Mohair and More
- Farmacy Gardens
- Feldman Farm
- Flavor of Cook Farm
- Flourish Farm
- Four Star Farms, Inc.
- Foxbard Farm
- Freeman Farm
- Fresh Life Farm
- Frizzell Hill Farm
- Frohloff Farm
- Gardening the Community
- Goat Nook Farm
- Godard’s Red Hen Farm & Mineral Hills Winery
- Goldthread Apothecary
- Golonka Farm
- Good Bunch Farm
- Gooseberry Farms
- Gran Val Farm/ Scoop
- Graves-Glen Farm
- Gray Dog’s Farm
- Greens Treat
- Hamilton Orchards
- Hardwick Vineyard & Winery
- Hartman’s Herb Farm
- Harvest Farm of Whately
- Hettie Belle Farm
- Hickory Dell Farm
- High Lawn Farm
- Hillman Farm
- Intervale Farm
- J & J Farms
- J.M. Pasiecnik Farms, LLC
- Joe Czajkowski Farm
- Joe’s Farm
- Johnson Hill Farm
- Johnson’s Farm
- Juniper Hill Farm
- Justamere Tree Farm
- Kenburn Orchards
- King Creek Queen’s Greens
- Kinne Brook Farm
- Kosinski Farm
- Lakeside PYO
- Lanali Farm
- LaSalle Florists

“CISA’s Local Hero Program empowers both consumers and producers. Local food is the most sustainable, freshest, wholesome food for all of us and the planet.”

—Clifford Hatch, owner, Upinngil Farm
Leaping Frog Farm
Left Field Farm
Leyden Glen Lamb
Little Brook Farm
Long Plain Farm
Lyonville Farm
Malinowski Farms
Manda Farm
Many Hands Farm Corps
Maple Corner Farm
Mapeline Farm
Martin’s Farm
Mayval Farm
McKinstry’s Market Garden
Meadowbrook Farm
Mockingbird Farm
Moss Hill Farm
Mountain Orchard, LLC
Mountain Pasture Farm
Mountain View Farm
Natural Roots
New Lands Farm
New Salem Preserves, Inc.
Next Barn Over Farm
North Hadley Sugar Shack
Northfield Mount Herman Farm
Nourse Farms
Nuestras Raices
Old Depot Gardens
Old Friends Farm
Open View Farm Educational Center
Our Family Farms
Outlook Farm
Paddy Flat Farm
Park Hill Orchard
Paul’s Sugar House
Pine Hill Orchards
Pioneer Valley Farm & Vineyard, LLC
Pioneer Valley Growers Coop
Pioneer Valley Heritage Grain
Pioneer Valley Popcorn
Plainville Farm
Plante Farm
Pop’s Farm
Potash Hill Farm
Quonquont Farm
Rainbow Harvest Farms
Raspberry Patch Farm
Ravenwold Greenhouses
Red Barn Honey Company
Red Fire Farm
Red Gate Farm
Education Center
River Bend Farm
River Maple Farm
River Rock Farm
Riverland Farm
Robert’s Family Farm
Robinson Farm
Rock Ridge Farm
Roots, Fruits, and Greens
Sangha Farm
Sapowsky Farms
Seeds of Solidarity Farm
Sentinel Farm
Shattuck’s Sugarhouse
Shinglebrook Farm
Shoestring Farm
Sidhehill Farm
Simple Gifts Farm
Small Ones Farm
Smiarowski Farm Stand and Creamery
Sojourner Sheep
Songline Emu Farm
South Face Farm
Spring Water Farm
Steady Lane Farm
Stockbridge Farm
Stony Brook Valley Farm
Sullie’s Vegetable Farm
Sunrise Farms
Sunset Farm
Sweetwater Farm
Szlawlowiski Potato Farms
Tanstaalf Farm
Taproot Commons Farm
Teddy C. Smiarowski Farm
The Atherton Farm
The Bars Farm
The Benson Place
The Bitty Red Barn
The Gill Greenery
The Kitchen Garden
The Patch
The Pieropan Christmas Tree Farm
Town Farm
Turkey Brook Farm
Twenty Acre Farm
and Greenhouses
Twin Maples Farm
Twin Oaks Farm
Uppingil
W & W Farms
Walnut Hill Farm
Wandering Brook Farm
Warm Colors Apiary
Warner Farm
Wells Tavern Farm
West County Cider
Wheel-View Farm
Whitney Acres
Wild Brook Farm
Wilders Hill Gardens
Williams Farm, Inc.
Winter Moon Farm
Winterberry Farm
Yellow Stonehouse Farm

RESTAURANTS
30 Boltwood/ The Lord Jeffery Inn
Apollo Grill
Arise Farm to Table Pub & Pizzeria
Bistro Les Gras
Black Sheep Deli
Blue Heron Restaurant
Bottega Cucina
Bridgeside Grille
Bub’s BBQ
Carpaccio
Chandler’s Restaurant
Chez Albert
Coco
Cup and Top Café
Deerfield Inn
Eastside Grill
Ethy & Jarvis Restaurant
El Jardín Bakery
Esselon Café
Fitzwillies’
Gill Tavern
GoBerry: Amherst & Northampton
Great Wall Restaurant
Heirloom Catering
Hillside Pizza
Hope and Olive
Hungry Ghost Bread
Jake’s
La Cucina/3 Café
Latitude Restaurant
Local
Lone Wolf
Magpie
Monarchs Restaurant
Northampton Brewery
Paul & Elizabeth’s
Ristorante DiPaolo
Roadhouse Café
Roberto’s
Sage & Co.
Sam’s Pizzeria and Café
Side Street Café
Spleto Group
Sylvester’s Restaurant
Taylor’s Tavern & Restaurant
The Dirty Truth
The Farm Table
at Kingle Candle
The Night Kitchen
The People’s Pint

SPECIALTY PRODUCERS
Forest Products Associates
Appalachian Naturals
Black Birch Vineyard
Green River Ambrosia, LLC
Hedgie’s Hot Stuff
Mother’s Inc.
Ponders Hollow Custom Moulding & Flooring
Real Pickles
Relish the Harvest
Richardson’s Candy Kitchen
Roberts Brothers
Lumber Comapy
Tomoato Firestarters, LLC
Valley Malt

RETAILERS
Big E’s Super Market
Atkins Farms Country Market
Barstow’s Dairy Store & Bakery at Longview Farm, Inc.
Big Y World Class Markets: Amherst, Greenfield, Northampton and Southampton
Cornucopia Foods
Foster’s Supermarket, Inc.
Fresh and Local
Green Fields Market
Greenfield Farmers Cooperative Exchange
Hagers Farm Market
Harvest Delivery, Inc.

INSTITUTIONS
Amherst College
Baystate Dining Services
Baystate Franklin Medical Center
Baystate Mary Lane
Cooley Dickinson Hospital
Farm to Preschool and Families
Greenfield Community College
Hampshire College
Lathrop Retirement Communities
Loomis Communities
Mount Holyoke College
Northfield Mount Hermon
Rockridge Retirement Community
ServiceNet Prospect
Umass Amherst

“I wanted to express our gratitude to CISA for building such an amazing community. It has been such a gift to our young business ... Your work is truly inspiring.”

—Molly Feinstein, co-owner of GoBerry

GARDEN AND LANDSCAPE CENTERS
Andrew’s Greenhouse
Annie’s Garden and Gift Store
Frances K. Pekala Horticulturist Gardens for Change
Hadley Garden Center
Megan’s Valley Garden & Landscape Supply
New England Wild Flower Society
CISA strengthens local agriculture by building connections between farmers and the community.

buylocalfood.org