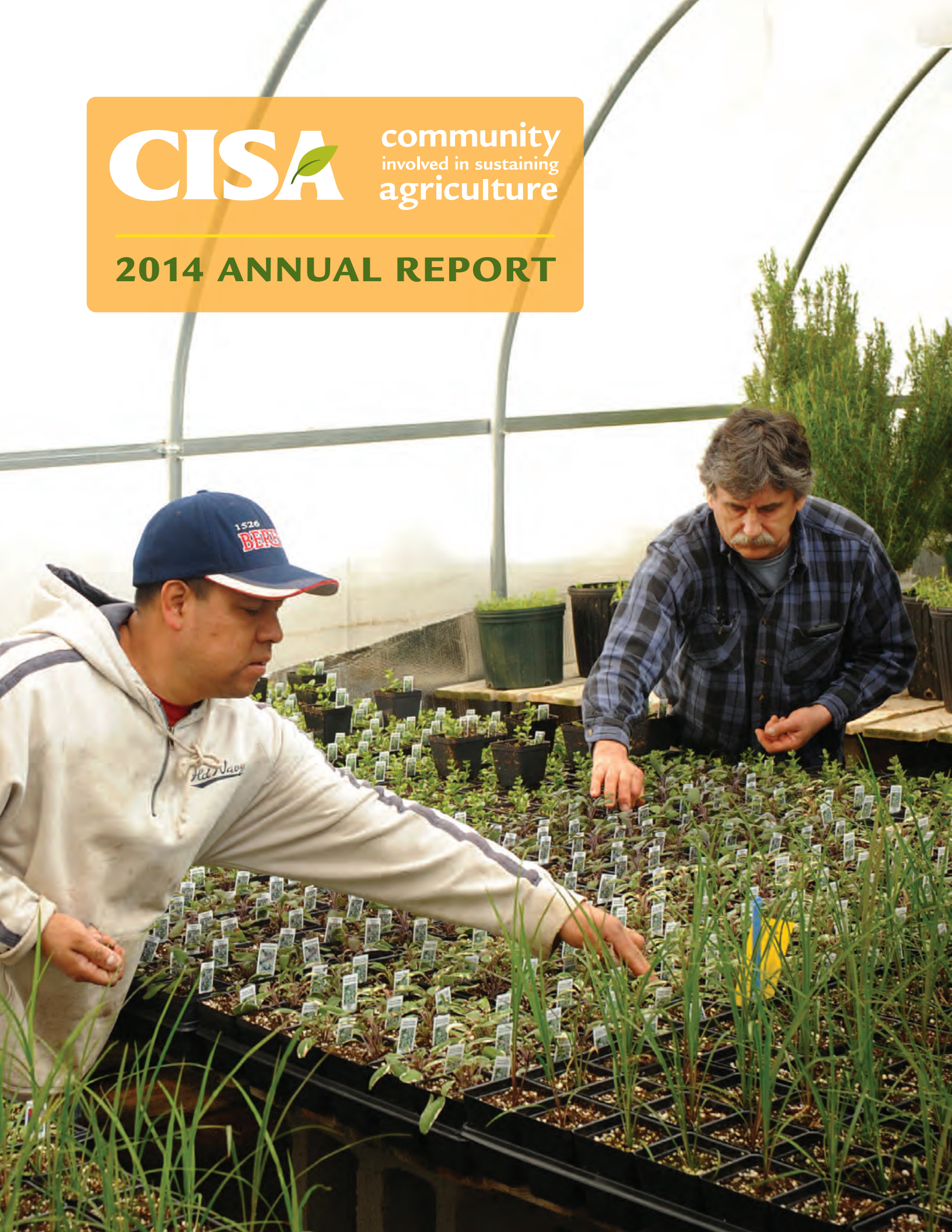


CISA

community
involved in sustaining
agriculture

2014 ANNUAL REPORT



Strategically Building the Local Food Economy for All

Letter from CISA's Executive Director and Board Chair

In 2014, CISA's work with 250 Local Hero farms and 130 businesses sourcing from farms strengthened the bond between local farms and their communities. Yet, we are always asking ourselves, how well are we doing? New agricultural census data provided a snapshot of local agriculture, which we shared with elected officials, the media, and the public. In Franklin, Hampden, and Hampshire Counties, from 2007–2012:

- 🍃 Total acreage in farmland grew eight percent; and,
- 🍃 The number of farms selling direct to consumers went up 24% to 606 farms.

We are so pleased with these successes. At the same time, the ag census data reveals that the overall growth rate for direct sales may be slowing, and that dairy farmers continue to struggle. As stewards of 18% of our agricultural land, the success of dairy farmers matters to all of us.

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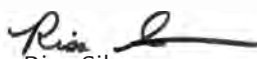
We are also looking far down the road towards our long term goal of doubling the percentage of local food in our diets to 25% by 2035. We're building an agricultural economy that will serve our children and the generations to come. With that long view in mind, we are proud of our accomplishments and our partnerships with strong community groups in 2014!

- 🍃 *Expanding our presence in Hampden County:* Farm participation in the Local Hero program is up by 40% and we held a panel focusing on the future of local food in the county.
- 🍃 *Keeping our dairy farms strong:* In partnership with UMass, we documented the real cost of producing milk in Massachusetts to help inform the public, elected officials, and wholesale buyers about the economic challenges for dairy farms.
- 🍃 *Raising the profile of our farmers:* We consulted with WGBY on the production of their agricultural documentary, *A Long Row in Fertile Ground*. The film features interviews with local farmers and has been viewed by tens of thousands of people.
- 🍃 *Positioning local agriculture for the future:* CISA's new strategic plan ensures that we can support farms through challenges to come. It was developed by a board, staff, and community committee that reviewed data, talked with farmers and other experts, and focused on increasing our capacity and efficiency.

Overall, CISA is now reaching more people: farmers, entrepreneurs, media representatives, elected officials, and residents. We're working—and eating—together and we hope you'll join us!

Sincerely,


Philip Korman
Executive Director


Risa Silverman
Chair of the Board

STRATEGIC PLAN 2015–2017

MISSION

CISA strengthens farms and engages the community to build the local food economy.

GUIDING PRINCIPLES

- ▶ Local, prosperous, and diverse farms are essential to the economic health and environmental quality of the region
- ▶ An informed and engaged community is essential to the long-term sustainability of our local farms
- ▶ Everyone should have access to locally grown food and farm products

VISION

- ▶ We make it possible for farms and related businesses to support the families of workers and owners, create jobs, and adopt sustainable environmental practices.
- ▶ We promote and expand agriculture's vital role in the health of the community.
- ▶ We partner with other groups to provide more local food to all residents in the Pioneer Valley and the state.
- ▶ We keep farms thriving now and into the future.

STRATEGIES

Growing Healthy Farms

- ▶ Provide support and training to farms to run thriving businesses
- ▶ Research local food system gaps and create opportunities to build the local food economy
- ▶ Ensure local, state, and federal policies responsive to farmer needs

Growing a Healthy Community

- ▶ Communicate and educate the public about the positive benefits of thriving farms and a local food economy
- ▶ Increase local food access to more people

Growing a Healthy Organization

- ▶ Increase the financial sustainability of CISA
- ▶ Weave evaluation, reflection, and action into the fabric of CISA
- ▶ Ensure the organization is managed well
- ▶ Position CISA for the future

VALUES Collaboration | Diversity | Integrity | Respect

Highlights from CISA's work in 2014

Within the last year, two big screen portrayals of Pioneer Valley agriculture have enjoyed many local showings. *Root Hog or Die*, a documentary from 1973, focused on Hilltown farms, some still farming with horses. In 2014, CISA assisted WGBY in creating a current picture of Pioneer Valley agriculture, *A Long Row in Fertile Ground*. In both films, farmers speak eloquently about land stewardship, hard work, and good food.

The farmers interviewed in *Root Hog or Die* never mentioned how they market or sell their products. Today, most farmers in our region juggle multiple sales outlets, managing the preferences of buyers ranging from individual shoppers to hospitals and schools. Our farmers are competing in a global marketplace, even if they sell all their produce here in the Pioneer Valley. Good marketing is essential for their success. Following a recent showing of *Root Hog or Die*, a farmer commented on CISA's role in helping farmers thrive in this new environment. "Farmers don't have time to do all the promotion that is required today," he said. "CISA does that essential work, so that we can farm."

Healthy Farms

Increasing the visibility of Pioneer Valley farms and food businesses is at the core of CISA's work **growing healthy farms**. In 2014, these promotional activities included:

- 🌿 Regular radio and TV appearances for local farm and food businesses;
- 🌿 "Valley Bounty," a weekly newspaper spotlight on a seasonal product;
- 🌿 Educational opportunities for the press, restaurant, and retail buyers, such as a behind-the-scenes dairy farm tour.

CISA's workshops for farm and food businesses help owners improve their own marketing—whether through social media, traditional press releases, events, or email newsletters. In 2014, more than 400 farmers received training from CISA (some of them more than once!). The opportunities included individual consulting and workshops on topics ranging from farm labor to farmers' markets management, success in wholesale markets, and options for receiving grants or loans.

*"Farmers don't have time to do all the promotion that is required today.
CISA does that essential work, so that we can farm."*

Healthy Communities

Healthy communities depend on thriving farms and food that is good for the land and the people that consume it. In 2014, our work **growing healthy communities** continues to expand in Hampden County:

- 🌿 A fall panel in Holyoke, where both rural and urban farmers commented on the challenges of gaining long-term land tenure, among other topics;
- 🌿 Outreach to many farms and food businesses. CISA staff gained familiarity with many new farms, and we are delighted that the number of farms participating in the Local Hero program increased by 40%.

Strong Partnerships

Good food is fundamental to the health of individuals, communities, and our land. CISA's core concern for farm success overlaps with many other pressing issues—including climate change, the environment, public health, and the growing gap between rich and poor. Luckily, we are joined by many individuals and organizations working towards shared goals. We hope you will join us in our work in 2015! 🌿

Financial Notes

We are glad to report that for the fifth straight year CISA has ended the fiscal year with a surplus. Our continued financial success reflects our ability to obtain public and private grants and unrestricted donations from businesses and individuals. We are so appreciative of the support of our communities.

In 2014, the year after our 20th anniversary, as expected, we saw individual and business support return to pre-anniversary levels. By containing daily operating expenses, CISA was able to grow cash reserves to cover five months of operating expenses (Reserve Fund), invest in buying

a new donor database, and began to increase staffing levels to meet the demand for CISA's programs.

Moving forward, increasing CISA's unrestricted donations remains vital as grant money from state and federal agencies becomes more uncertain. CISA's staff and board are committed to investing in the organization to improve long-term financial stability and to ensure continued good stewardship of CISA's assets.

Respectfully,

Michael A. Wissemann
Michael Wissemann
Treasurer

Philip Korman
Philip Korman
Executive Director

2014 Financial Summary

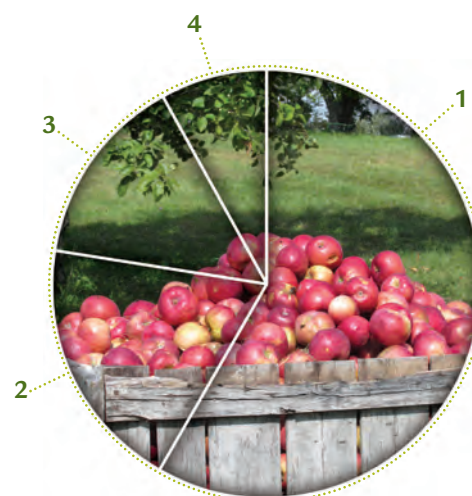
Revenue and Support	2014*	2013
1. Grants and Government Contracts	\$530,910	\$658,063
2. Donations	\$363,919	\$455,621
3. In-Kind Donations	\$20,802	\$91,997
4. Local Hero Membership Dues	\$63,154	\$56,902
5. Rental, Consulting, Fees & Miscellaneous	\$43,284	\$66,663
6. Advertising	\$52,398	\$41,878
Total Revenue and Support	\$1,074,466	\$1,371,124



Expenses		
1. Program	\$567,056	\$628,803
2. Community Education	\$187,576	\$130,582
3. Fundraising	\$137,985	\$146,152
4. Administration	\$77,965	\$96,175
Total Expenses	\$970,582	\$1,001,712
Net Assets, Beginning of Year	\$1,151,066	\$781,654
Net Assets, End of Year	\$1,254,951	\$1,151,066

Restricted and Designated Assets

Emergency Farm Fund	\$122,412	\$96,965
Grants and Donations	\$259,476	\$219,954
Building Fund	\$77,660	\$24,646
Reserve Fund	\$400,000	\$200,000
Total Restricted and Designated Assets	\$859,549	\$541,565
Net Unrestricted Assets	\$395,402	\$609,501



Pie chart photos: (top) Bear Root Farm, (bottom) Park Hill Orchard, CISA staff photos

* Unaudited figures. Audited figures are available upon request.



Sapowsky Farm's beginning was an accident. In 1947, Sue Sapowsky, mother of current owner Steve Sapowsky, had a bumper crop of strawberries and put them out for sale. When they sold out, she planted more, later adding asparagus. Steve is one of six siblings who were raised on the Granby farm that his mother began. He and his wife Tammy have built the secure base of land, markets, and community relationships that allow the farm to thrive today.

Steve and Tammy met at a local coffee shop 40 years ago when he was a customer and she was a waitress. Now married 32 years, Tammy and Steve farm 200 acres of vegetables and small fruit. The farm started with just 40 acres, much of it rented land around town. When the real estate boom of the 1980s hit, Tammy and Steve realized that much of their beloved farmland was being sold off to housing developers, so they bought as much land as they could to ensure success for their farm.

In addition to strawberries and asparagus, sweet corn and tomatoes are important crops for Tammy and Steve and their two sons. They also grow squash, beans, pumpkins, and winter squash, and last year added some greenhouse crops like peppers and zucchini. Almost all of their crops are sold from the family's farm stand, with only about five percent going to local retailers and restaurants.

Tammy is in charge of farm labor, and she's known for creating a workplace that's a great fit for local teenagers entering the job market—so much that she's now hiring second-generation employees! Most years, the family hires five employees in the retail store and 20 seasonal employees to do farm work, especially in strawberry season. "I like to hire a big group of kids," Tammy explains. "They work for two or three hours a day, then they spend the rest of the day having fun, and then they want to come back the next year!"

Sapowsky Farm has been a Local Hero member since 2004. Tammy has found CISA's workshops especially valuable. This year, she's attending CISA's winter

marketing series with an eye towards updating the farm's social and digital media presence in order to build customer loyalty and bring in new shoppers. They've always survived on word of mouth and print ads but are realizing that print ads in particular aren't as effective as they once were. The Sapowskys keep coming back



Sapowsky farm, Sapowsky photo

to CISA's workshops because they have always shown value: "You do a great job!"

Tammy says, "I think we're a pretty good family farm success story. We work hard and we work well together, and we have a lot of pride in our farm and love being farmers." 🌿



Tammy & Steven Sapowsky, Sapowsky photo

We work hard and we work well together, and we have a lot of pride in our farm and love being farmers."

Local Hero Members

FARMERS

Abundant Harvest Apiary
Amend Organics
Amethyst Farm
Amherst Farm Winery
Amherst Nurseries
Apex Orchards
The Apple Place
Art's Berry Farm
Atkins Farms
Atlas Farm
The Atherton Farm
Austin Brothers Valley Farm
Australis Aquaculture
Balky Farm
Bare Roots Farm
The Bars Farm
Barstow's Longview Farm
Bascom Hollow Farm
Bashista Orchards
Bear Meadow Farm
Bear Path Farm
Bear Root Herb Farm
Bear Swamp Orchard
The Benson Place
Bergeron Sugar House
Birdhaven Blueberry Farm
The Bitty Red Barn
Black Birch Vineyard
Blossoming Acres
Blue Heaven Blueberry and Raspberry Farm
Book and Plow Farm
Bostrom Farm
Boyden Brothers Maple
Bree-Z-Knoll Farm
Bridgmont Farm
Brook's Bend Farm
Brookfield Farm
Bug Hill Berry and Flower Farm
Burnt Hill Farm, LLC
Calabrese Farm
Carl Popielarz Pig Farm
Carr's Ciderhouse
Chase Hill Farm
Chestnut Mountain Tree Farm
Chicoine Family Farm
Ciesluk Farm Stand
Clark Brothers Orchards
Clarkdale Fruit Farms, Inc.
Common Wealth CSA
Cook's Farm Orchard
Cooks Farm and Flavors of Cook Farm
Cooper Shop Farm
Copperhead Farm
Couch Brook Farm
Coyote Hill Farm
Crabapple Farm
Craigieburn Farm Alpacas
Cranberry Moon Farm

Cream of the Crop Farm
Crimson and Clover Farm
Dancing Bear Farm
Dave's Natural Garden
Deepening Roots Farm
Devine Farms
DewGreen Farm
Dickinson Farm
Diemand Farm
Dufresne's Sugar House
E. Cecchi Farm
East View Farm
Echo Hill Orchards & Winery
Echodale Farm
Eden Pond Farm
EIEIO Farm
Enterprise Farm
Falls Brook Farm
Farmacy Gardens
Flourish Farm
Flynn Farm
Four Rex Farm
Four Star Farms, Inc.
Foxbard Farm
Foxfire Fiber & Designs at Springdelle Farm
Freeman Farm
Frizzell Hill Farm
Fungi Ally
Funny Farm
Gardening the Community
The Gill Greenery
Goat Nook Farm
Godard's Red Hen Farm & Mineral Hills Winery
Goldthread Apothecary
Golanka Farm
Good Bunch Farm
Gooseberry Farms
Grace Hill Farm
Gran Val Farm/Scoop
Granny's Place
Graves-Glen Farms
Gray Dog's Farm
Greenfield Community Farm
Greens Treat
Hager Brothers Farm
Hamilton Orchards
Hardwick Vineyard & Winery
Hartman's Herb Farm
Harvest Farm of Whately
Headwater Cider
Hettie Belle Farm
High Lawn Farm
Homestead Farm
Hosta Hill Farm
Intervale Farm
J & J Farms
J.M. Pasienik Farms, LLC
Joe Czajkowski Farm
J.O.E.'s Farm
Johnson Brook Farms, LLC

Johnson Hill Farm
Johnson's Farm
Justamere Tree Farm
K & L Organic Growers
Kenburn Orchards
King Creek/Queen's Greens
Kinne Brook Farm
The Kitchen Garden
Kleeberg's Sugar House
Kosinski Farm
Lakeside PYO Strawberries
LaSalle Florists
Left Field Farm
Leyden Glen Lamb
Little Brook Farm
Long Plain Farm
Lukasik Family Farm
Lyonsville Farm
Malinowski Farms
Manda Farm
Many Hands Farm Corps
Maple Corner Farm
Mapleline Farm
Martin's Farm Compost and Mulch
Mayval Farm
McCray's Farm and Country Creamery
McKinstry's Market Garden, Inc
Meadow View Farms, LLC
Meadowbrook Farm
Merrick Farm
Mockingbird Farm
Moss Hill Farm
Mountain Orchard, LLC
Mountain Pasture Farm
Mountain View Farm
Mount Warner Vineyards, LLC
Mycoterra Farm
Natural Roots
New England Wild Edibles
New Lands Farm
New Salem Preserves, Inc.
Next Barn Over Farm
North Hadley Sugar Shack
Northfield Mount Hermon Farm
Northwoods Forest Products, LLC
Nourse Farms
Nuestras Raices Farm
Old Depot Gardens
Old Friends Farm
Open View Farm Educational Center
Outlook Farm
Park Hill Orchard
Paul's Sugar House
Pieropan Christmas Tree Farm
Pine Hill Orchards
Pioneer Valley Heritage Grain
Pioneer Valley NE Growers Coop

Pioneer Valley Popcorn
Pioneer Valley Vineyard, LLC
Plainville Farm
Plante Farm
Pomeroy's Vegetable Farm
Pop's Farm
Potash Hill Farm
Quonquot Farm
Randall's Farm
Raspberry Patch Farm
Ravenwold Greenhouses
Ray's Family Farm
Red Barn Honey Company
Red Fire Farm
Red Gate Farm Education Center
River Maple Farm
River Rock Farm
Riverland Farm
Roaming Farm
Rock Paper Scissors
Rock Ridge Farm
Roundhill Orchards
Sangha Farm/Goat Rising
Sapowsky Farms
Sawmill Farm
Sawyer Farm
Seeds of Solidarity Farm
Sentinel Farm
Shattuck's Sugarhouse
Shinglebrook Farm
Shoestring Farm
Sidehill Farm
Simple Gifts Farm
Sixteen Acres Garden Center, Inc.
Small Ones Farm
Smiarowski Farm Stand and Creamery
Sojourner Designs at Sojourner Sheep
Songline Emu Farm
South Face Farm
Spring Water Farm
Steady Lane Farm
Stillman's at the Turkey Farm
Stockbridge Farm
Stone Soup Farm
Stony Brook Valley Farm
Summit Farm
Sunrise Farms
Sunset Farm
Sweet Morning Farm
Sweetwater Farm
Szawlowski Potato Farms
Tanstaafl Farm
Taproot Commons Farm
Teddy C. Smiarowski Farm
Town Farm
Twenty Acre Farm and Greenhouses
Twin Maples Farm
Twin Oaks Farm

Upinngil
Vollinger Farm
W & W Farms
Waidlich Farm
Walnut Hill Farm
Wandering Brook Farm
Warm Colors Apiary
Warner Farm
West Granville Blueberries
Wheel-View Farm
White House Farm
Whitney Acres Farm
Wilder Brook Farm
Wilder Hill Gardens
Winter Moon Roots
Winterberry Farm
Yard Birds
Yellow Stonehouse Farm

INSTITUTIONS

Amherst College Dining Services
The Arbors at Greenfield
Baystate Dining Services
Baystate Franklin Medical Center Café
Baystate Mary Lane
The Bement School
Cooley Dickinson Hospital
Deerfield Academy Dining
Eaglebrook School
Greenfield Community College Dining Services
Hampshire College Dining Services
Lathrop Communities
Loomis Communities —Applewood
Northampton Survival Center
Northfield Mount Hermon Dining Services
Rockridge Retirement Community
ServiceNet Prospect Meadow Farm
Smith College Dining Services
UMass Amherst Dining Services

LANDSCAPE AND GARDEN

Andrew's Greenhouse
Broadfork Permaculture
Hadley Garden Center
Megan's Valley Garden & Landscape Supply
New England Wild Flower Society

RESTAURANTS

30Boltwood/
The Lord Jeffery Inn
A Touch of Garlic
Alina's Ristorante
The Alvah Stone
Apollo Grill
Auntie Cathie's Kitchen
Bistro Les Gras
Black Sheep Deli
Blue Heron Restaurant
& Catering
Bottega Cucina
Bread and Butter
Bridgeside Grille
Bub's BBQ
Bueno Y Sano
Buon Appetito Ristorante
Champney's Restaurant &
Tavern @ the Deerfield Inn
Chandler's Restaurant
Chez Albert
Coco & The Cellar Bar
Cup & Top
The Dirty Truth
Dobra Tea
Eastside Grill
Esselon Cafe
The Farm Table
at Kringle Candle
Fitzwilly's
Gill Tavern
GoBerry, Amherst
& Northampton
Great Wall Restaurant
Henion Bakery
Hillside Pizza, Bernardston
& South Deerfield
Homespun Event Design
& Catering, LLC
Hope & Olive
Hungry Ghost Bread
Jake's
Johnny's Tavern
Latitude Restaurant
Lone Wolf
Magpie
Max's Tavern
Northampton Brewery
Paul & Elizabeth's
The People's Pint
Roadhouse Cafe
Roberto's
Sam's Pizzeria and Café
Spoleto Group
Sylvester's Restaurant
Taylor's Tavern & Restaurant
Wagon Wheel Restaurant
The Whately Inn
West End Pub
Woodstar Café

RETAILERS

AC's Main Street Market
All Things Local Coop Market
Armata's Market
Atkins Farms Country Market
Barstow's Dairy Store &
Bakery at Longview
Farm, Inc
Bay State Fish Shares
Big E's Super Market
Big Y World Class Markets,
Amherst, Greenfield,
Northampton, &
Southampton
Cooper's Corner
Cornucopia Foods
Elmer's Store
Foster's Supermarket Inc.
Green Fields Market
Greenfield Farmers
Cooperative Exchange
Hager's Farm Market
Keystone Market
Leverett Village Coop
M & M Green Valley Produce
Maple Farm Foods
McCusker's Market
Millstone Farm Market
New England Felting Supply
North Quabbin Community
Co-op
Old Creamery Cooperative
Randall's Farm & Greenhouse
River Valley Market
Serio's Market
Squash, Inc.
State Street Fruit Store
Sutter Meats
Valley Green Feast Collective
Whole Foods Market
Williamsburg Market

SPECIALTY PRODUCTS

Appalachian Naturals
Artifact Cider
Artisan Beverage Cooperative
Backyard Bakery
Emily's Grain-Free
Forest Products Associates
Lashway Lumber
Maple Valley Ice Cream
Mi Tierra
Mother's of Shelburne, Inc
Pioneer Valley Vinegar Works
Ponders Hollow Custom
Wood Flooring & Millwork
Real Pickles Cooperative
Relish the Harvest
Richardson's Candy Kitchen
Tornado Firestarters, LLC
The Turkish Kitchen
Valley Malt

Join Us!

CISA's community members are dedicated to our farmers and our local food economy. Will you join us?

Your membership supports our work in raising awareness, creating new programs, and providing learning opportunities for Local Hero members and the community at large. As a member you will receive an array of benefits including behind the scenes farm tours, discounts at participating farms and retailers, and our enormous gratitude!

Our local food and farmland is essential to the culture and quality of life of the region.

CISA connects Valley residents with each other and with local farms and local foods. Many folks consider our local food and farmland essential to the culture and quality of life of the region. Your CISA membership is an important way in which you can play a part in building a robust local food economy.

Help ensure the future of local agriculture in the Pioneer Valley—visit buylocalfood.org/member and become a CISA community member today!

Pomeroy's Vegetable Farm, Jason Threlfell



Community Members

Joan Accuosti
Warner Adams
Doug Adler
David Ahlfeld
Anne Alexander
Joseph Alfano
Tracy Allen & Karl Mutchler
Jean Alward
& Beverly Montague
Betty & Tom Andersen
Betty Andersen
Teri Anderson
Fred & Jane Andresen
Max Antes
Steven Arango
Marie Armentano
Suzanne Arnopolin
& Ronnie Williams
Debra Augusto
Roy Bachinsky
Luis Baez
Brooks Ballenger
Lundy Bancroft
Sharon Band
Emily Barber
Tracy Barclay
Allen Belkin
& MaryJean O'Reilly
Andrew Bellak
& Susan Bain Bellak
Tracy Ann Benoit
Peter & Ellen Berek
Tina & Michael Berins
Steven Berlin
& Valerie Lavender
Ed & Julia Berman
Phyllis Bermingham
& Peter Greenwald
Lisa M Bertoldi & Bill Sayre
Lukas Best
Channing & Marie Bete
Zachary Billings
Dan & Gail Blanchard
Joseph Boivin
Jeff Bott
George Bowers
& Shayne Beede
Bernice Bowler
Anna Bralow
Dorothy Braman
Andrew Bresciano
Marybeth Bridegam
Lindsey Britt
Laura Broad
Barbara Brown
Bruce Brown
& Mary Thorpe Brown
Eli Brown
Luann Brown
Wesley Brown
Susan Bunker
Mark Burton
Joshua Bury
Rebecca Busansky
& Jonah Zuckerman

Ann Buscemi
James Cabral
Gregory Cameron
Susan Campbell & Todd Fuller
Denise Caputo
Amy Carey
Stacy & Shawn Carkonen
Valerie Caro
Wayne Carter
Cate Carulli & Linda Sinapi
David Caruso & Sara Hunt
Castanea Foundation
Lorraine Cetto
Annie Cheatham
& Ann Gibson
Jennifer Christian
David Chura
Audrey Clark

Carrie Cuthbert
& Scott Laidlaw
Cary Dash & Vivian Miller
Hannah Davidson
Deborah Dawson-Breen
Rania Dbeisi
Debra & John Deane
Sheryl Derderian
& Wraye Dugundji
Florence & Peter DeRose
Tom & Sheila DeSellier
Joanne & Brian Despard
Jan & Robin Dizard
Karen Dodge
Karen & Chip Doherty
Benjamin Douglass
Rosalyn Driscoll
John Dunne

John & Gail Gaustad
Frances Gebhardt
Michael Genthner
& Mary Riley
John & Phyl Gerber
Kim Gerould
J P Gillio
Jessica Giroux
Elizabeth Glackin
& Michael Erdil
Jouli M Gobrial
Judy Golan
Owen Goldfarb
& Priscilla Fairbank
Norbert Goldfield
& Sandra Matthews
Fran & Steven Goldsher
Valerie Gracechild
Myra & Kim Grassfield

Frederick & Linda Hess
Marjorie Hess
& Rudolph Talaber
Dean Hickey
Mary Clare Higgins
Ruth Hoffman
Marcia & David Holden
Lewis & Kathryn Holzman
Chuck Hommes
& Vicki Baum-Hommes
Sandra Hoover
Bruce Hopper
Sara Hostetler
Jacob Howe
Amber Hubbard
Gayle & James Huntress
Katherine Hutchinson
& John Giroux
Eleanor Innes
Paul Jablon
Marcia Jackson
Michal Jacob-Goldstein
Katherine Jamieson
& Ben Gundersheimer
Daniel Jaworski
Miriam Jenkins
Abbie Jenks
Sylvie Jensen
Phyllis Jeswald
Margaret & Skip Jodoin
Theresa Johnson
Carol Jolly
Mordechai Kamel
& Sara Weinberger
Craig Kannel & Becky Mazur
Richard Keller
Diane Kelton
Kieras Oil
Jan & Jeremy Klausner-Wise
Naomi Klayman
& Grant Kendrick
Alice G Klingener
Jillian Knapp
Luanne Knox
Carolyn Kohn
Christine Kokoski
Michael Kokoski
Jennifer & Brian Konieczny
Kenneth & Anne Korby
Walker Korby
Alan Korman
Melissa Kosuda
Karen Kramer
MaryAnne Kuroczko
Dana Kuttler
Susan LaForte
Bonnie Lamontagne
Maxwell Lamontagne
Donna Lapierre
Cheryl Anne Latuner
Diana Laurenitis
Robbie Lauter
Nancy Laverdiere
James Lawrence



Carr's Cider House, CISA staff photo

Kenley Clark
Megan Clark
Sarah Clay
Leonard & Amy Cohen
Charles Cohn
& Catherine Smith
Kelly Coleman & Amir Flesher
Ron & Nina Coler
Charles S. Connington, Jr
& Anne D. Connington
MJ Connolly
Louis Conover & Haiying Ju
Ryan Cook
Linda Coolen
Dennis M Courtweg
Brian Covell
Mary Alice Crim
Sue Crimmins
John Cruz
Colleen Currie
Karen Currie
Pam & Chuck Bell

Chantal DuPois
Vahram Elagoz
Michael Erdil
& Elizabeth Glackin
Beth Eustis
Craig Fear
Julie & Jerry Feinland
Ben Feldman
Bernard Fine
Daniel Finn
Kathleen Fischbach
& Jeff Kellogg
Ed & Janie Fisher
Megan Flood
Jocelyn Forbush
Greg Franceschi
& Lisa Middents
Larry Friedman
Kathryn Gabriel
Jennifer L Garcia
Amy Gaskill
& Roberta Guarino

Lyle H & Heather A Gray
Christy Grecsek
& Gary Powsner
Lynn Griesemer
Nicholas Grimaldi
Felix Grygorcewicz
Audrey Guhn & Jeffrey Knight
Sarah Habeck
Rachel Hackett
Harry Hahn & Mara Kaplan
Jennifer Hakkarainen
Mary Hale
Christine Hannon
Bruce & Ruth Hawkins
Bob Hawley
& Mary McCarthy
Lyn Heady
Ellen Heffernan
& Paul Gibson
Peter & Margaret Hepler
David Hernandez
Matt & Valerie Heron-Duranti



Taste the View, Soulful Life Photography

Kathryn Leary
Tyler Leary
Carol & Peter Letson
Helen Leung & Mark Marshall
Jim Levey & Christine Olson
Rachel Levey
Tracey Levy & Paul Gulla
Kirsten Lindblom
& Jay Baudermann
Eva Lohrer
Anne Lombard
Deanne Loonin
& Elizabeth Renuart
Elizabeth Loughran
Kathleen Lovell
Lucinda Lucey
Johanna Lucia
Samantha Lyman
Dianne Mackler
Irene & Lawrence Madden
Michael Madole
Holly Malinowski
Steven & Michele Marantz
Harriet Marple Plehn
Anne Marie Martineau
Diane Mason-Arnold
& Fred Arnold
Kim Matland & Linda Farmer
Richard Maxson
Fawn Mazzei
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Al and Mary Siano

Donor profile

Al and Mary Siano are community-focused philanthropists and long-time CISA donors and members. Their first awareness of CISA came via Green Fields Market, where they've been members since the early 1980s. As a volunteer at a Greenfield community meal, Mary was struck by the contrast between the Valley's bountiful farm fields and the number of people facing hunger and food insecurity in her community.

As Greenfield natives, Mary and Al remember neighborhood produce deliveries in the 1950s. In Mary's neighborhood, a farmer came around weekly with his truck loaded down with vegetables. Today, that neighborhood delivery system has evolved to farmers' markets and CSAs. Mary and Al appreciate the ways that farmers, farmers' markets, and organizations like CISA are working together to ensure that local food is available to all residents of the region. The Sianos continue to support CISA from year to year

because they believe in our mission and understand that building community support for local agriculture is essential to our community and economic well being.

Mary and Al rely on multiple CSAs for access to healthy, locally grown produce and meat. They now have a summer CSA share from Coyote Hill Farm, a meat share in the winter from Hettie Belle Farm, and a flexible market share from Atlas Farm. CSA membership allowed them to really see the direct impact that their support for local agriculture could have. "Farmers have been around always," Al notes, "but the co-op movement got us to focus on local food. It's really your neighbor that you're supporting by buying local."



CISA staff photo

"It's really your neighbor that you're supporting by buying local."



Make a lasting statement about what is important to you!

One of the many ways to support CISA is through planned giving. By putting CISA in your will or estate plan you can make a lasting statement about what is important to you!

Each year CISA relies on gifts, big and small, to support our work and mission. There are a number of ways that you can continue your support beyond your lifetime.

Anyone can plan to make a gift from their estate, it doesn't have to be big but it will matter to us. Legacy gifts help create a sustainable foundation for CISA's future.

For more information please visit buylocalfood.org/support.



Bear Root Farm, CISA staff photo



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Clarkdale Fruit Farm,
CISA staff photo

Front cover: Harvest Farm,
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