



**THE GOOD ACRE**  
FOOD + COMMUNITY

The Good Acre's Local Emergency Assistance Farmer Fund, LEAFF, began in 2020 to help small-scale emerging farmers survive the loss of their typical markets due to the pandemic. LEAFF is a program that is accessible, useful, and responsive to the unique needs of emerging farmers. Most importantly, it's a program that farmers want to see continued.

## WHO WE ARE

The Good Acre is the largest nonprofit food hub in Minnesota. We play a critical role in creating market access for farmers in our region. 2022 was our most impactful year yet, with \$1.7 million of local food purchased from over 120 local farmers and makers through our food hub. With one-on-one grower support services to local produce farmers, connections to wholesale markets that pay an equitable price to farmers, and affordable shared-use kitchen rental we realize our mission to connect and strengthen farmers, food makers, and communities through good food.



Access to  
Infrastructure



Supportive  
Services



Market  
Development

## EDUCATION TO MARKET ACCESS

A hallmark of LEAFF is that we reduce as many barriers as possible to succeed. We offer farmers in the program:

- language assistance for non-English speakers
- training in wholesale produce standards
- flexible delivery options
- in person on-farm technical assistance
- a guarantee to purchase up to \$5,000 of their produce

These program features allow us to provide education around wholesale logistics without having to reject deliveries, while still paying farmers a fair price. It also allows the Farm Program team at The Good Acre to identify farms that have the capacity and interest to sell to our second or third-tier programs based on the volume and quality of produce they grow, leading to contracting opportunities in future seasons.



Farmers who joined LEAFF in 2020 sold over \$350,000 in produce into The Good Acre's other contract wholesale channels in 2021 because of skills learned from their participation in the LEAFF program.

## WHAT PRODUCE DO FARMERS GROW FOR LEAFF?

Over 30 different crops including many that are culturally relevant to Latinx, Southeast Asian, and East and West African communities. Because of the ability of The Good Acre to aggregate unique crops from diverse farmers, the LEAFF program is helping to change not just the kinds of fresh foods available at Minnesota food shelves, but also who is growing it and where it's coming from.



# LEAFF

2022 BY THE NUMBERS



**\$250,000**

IN FUNDING  
from the State of  
Minnesota through the  
passage of HF 3420



**\$304,726**

PAID TO FARMERS  
June–October



**65**

FARMERS IN  
THE PROGRAM  
\$5,000 cap per farm



**462**

DELIVERIES  
from 65 different  
farmers June–October



**181,820 lbs**

OF FOOD DONATED  
to hunger relief partners



“As a new and upcoming farmer and member of the minority community, the LEAFF program is the lifeline for the success of my farming career.”

FUNWI TITA  
Farmer | Buffalo, MN

“With inflation, everything goes up in prices but wages do not commensurate and lots of people are struggling. Right now even middle class families are struggling to put meals on the table. The LEAFF program not only help the farmers to continue their farming business but more importantly, it helps the communities to have fresh healthy choices without having to break the bank.”

SAY VANG  
Farmer | Maplewood, MN



## WHERE DOES THE PRODUCE GO?

2022

46% The Food Group

34% New Millennium Academy

13% Loaves & Fishes

5% Community School of Excellence

2% April Smith & Nourish 282

## LEAFF COMMUNITY-BASED PARTNERS:



## 100% of Farmers

Reported learning new skills from LEAFF, including how to communicate with wholesale buyers, packaging requirements, and improvements in food safety practices.

Prefer selling to The Good Acre over selling direct at a farmers market.

## 98% of Participants

Commented that LEAFF allowed them to reduce or even eliminate the amount of wasted produce on their farms.

## 96% of Farmers

Want to continue selling to The Good Acre and believe they get fair prices for their products, 88% would like to see the amount they can sell to LEAFF increased.

## 94% of Participants

Reported that LEAFF contributed to their farm business “to a moderate or significant degree.”

## SINCE 2020

In the past three years, 88 emerging farmers have participated in LEAFF. The program has purchased over \$784,000 in produce from participating farms, and distributed over 435,000 pounds of local produce to hunger-relief partners.

## MARKET ACCESS TO LAND ACCESS

Over half of the farmers in the LEAFF program are interested in purchasing land and report that having wholesale contracts has been helpful to show a lender they have committed sales.



For more information about this program, contact Nikki Warner at [nikki@thegoodacre.org](mailto:nikki@thegoodacre.org) or call 612-787-5969.