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HEALTHY FOOD FINANCING

**FY24 Report-back**

**September 13, 2024**

**MA Food Policy Council**





# Agenda

- **Completed Projects, Impacts and Outcomes**
- **Points for Discussion**
  - FY 25 Administration & Program Funds
  - MFTP Revolving Principal
  - Uses of ARPA Program Funds
  - USDA's HFFI Partnership Program

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# FY 2024 at a Glance

- **9 Projects Funded (9 Unique Retailers/Organizations)**
- **Over 54k Individuals with Improved/Expanded Access**
- **Over 160 Jobs Created or Retained**
- **Representation of Minority & Community Enterprise Owners**
  - 1 out of the 9 projects are owned or substantially controlled by a Person of Color
  - 5 out of the 9 projects are owned or substantially controlled by a woman
  - 3 out of the 9 projects are Cooperatives/Community-based
- **96% of Workers Hired from Within the Local Community**
- **Average Minimum Wage of \$16.63/hr**
- **89% of Projects Accept or Will Accept SNAP & WIC**

# FY 2024 Overview of Funding

**7% Grants | 93% Loans**  
**Maximizing Impact and Sustainability**

<u>Disbursed/Awarded FY 2024</u>	<u>Type of Business</u>	<u>Grants</u>	<u>Loans</u>	<u>Total</u>	<u>Lead</u>	<u>City</u>	<u>County</u>
Country Corner	Corner Store/Bodega	\$25,000	\$300,000	\$325,000	FCCDC	Bernardston	Franklin
Myers Produce	Food Hub		\$300,000	\$300,000	FCCDC	Hatfield	Hampshire
Quabbin Harvest - 4	Co-Op		\$64,500	\$64,500	FCCDC	Orange	Franklin
Digger Foods - 3	Mobile Market		\$104,000	\$104,000	LEAF	Brockton	Plymouth
Coastal Foodshed Inc. - 2	Food Hub	\$13,000		\$13,000	LEAF	New Bedford	Bristol
Vicente's New Bedford LLC	Grocery Store	\$25,000	\$300,000	\$325,000	LEAF	New Bedford	Bristol
Holmestead Harvest	Grocery Store	\$10,558	\$76,000	\$86,558	LEAF	Whitman	Plymouth
Flying Carrot Farm	Farm/Greenhouse		\$60,277	\$60,277	LEAF	Dartmouth	Bristol
Moonlighrose - 2	Farm/Greenhouse	\$12,500		\$12,500	LEAF	Brockton	Plymouth
Total Disbursed/Awarded FY 2024		\$86,058	\$1,204,777	\$1,290,835			

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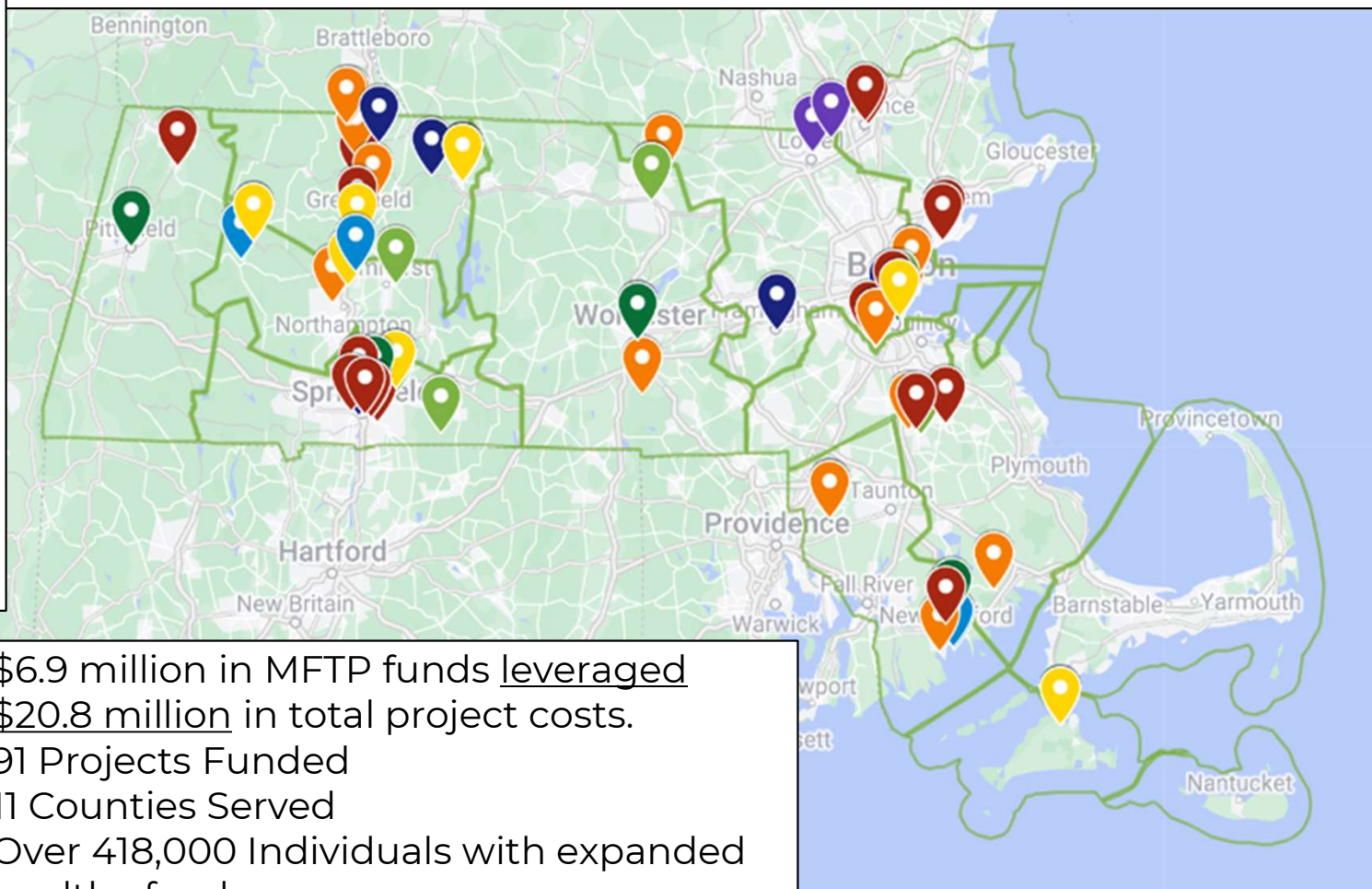
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# Funded Projects by Type

## FYs 2019-2024

-  Grocery Store
-  Farm/Greenhouse
-  Co-Op
-  Mobile Market
-  Farmers Market
-  Food Hub
-  Corner Store/Bodega
-  Commercial Kitchen/Food Truck Commissary

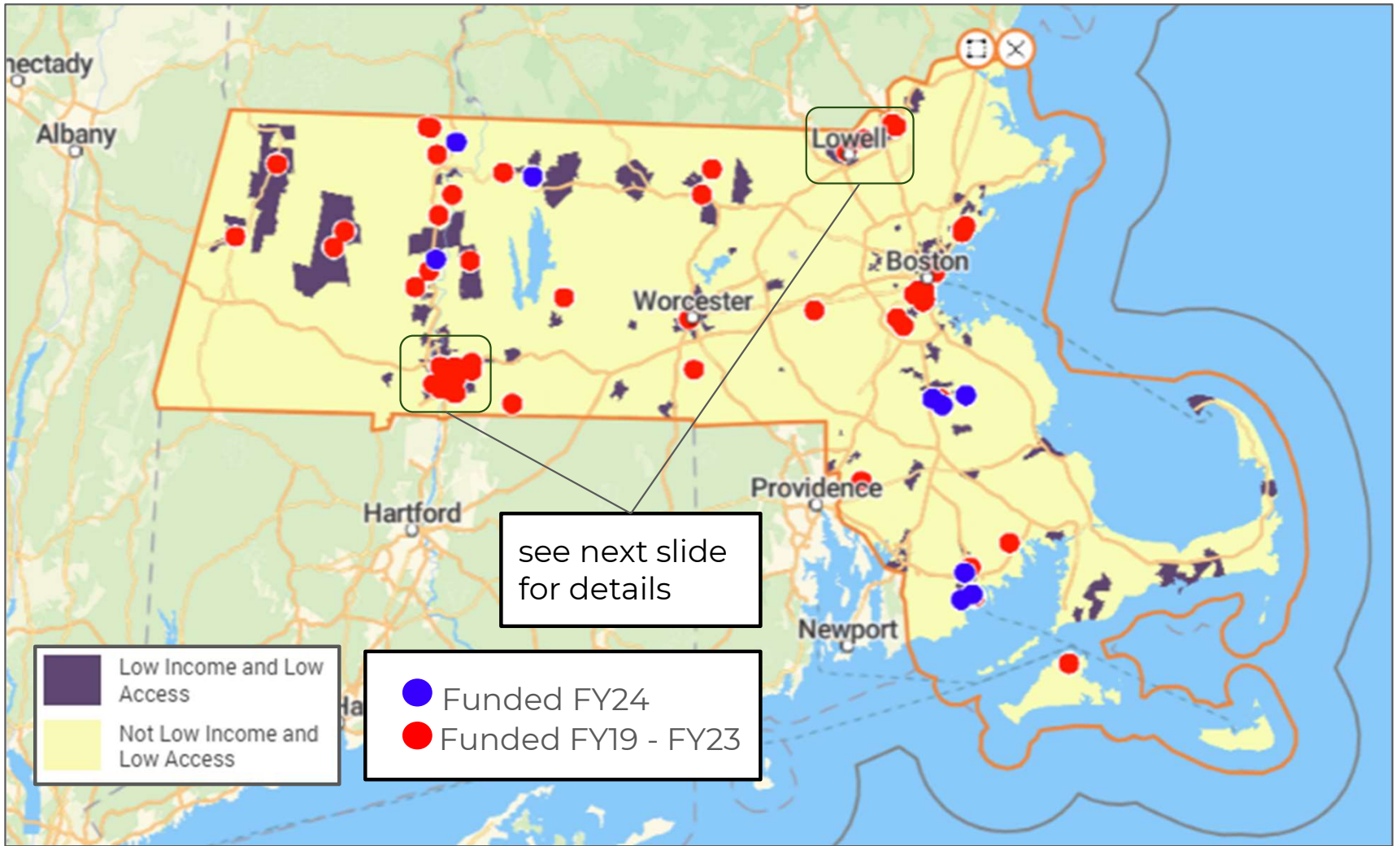


- \$6.9 million in MFTP funds leveraged \$20.8 million in total project costs.
- 91 Projects Funded
- 11 Counties Served
- Over 418,000 Individuals with expanded healthy food access
- Click [here](#) for Google Map with underlying details

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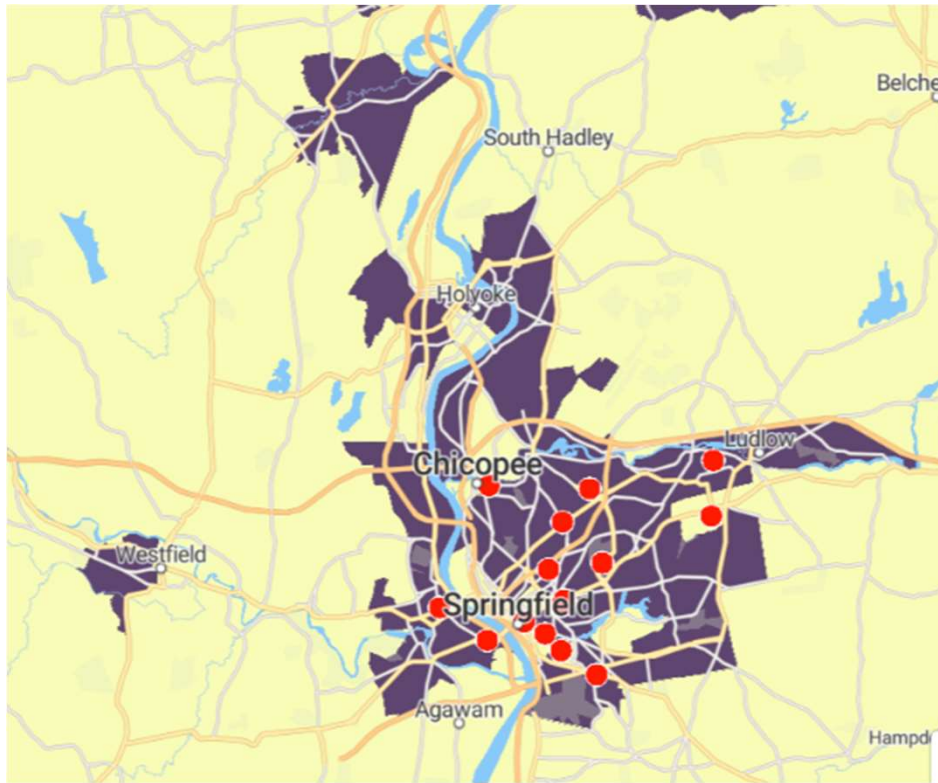
# FY 2019 - FY 2024 Impact in Low-Income Low-Access Geographies



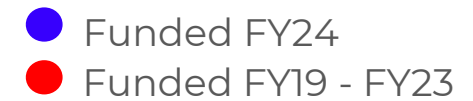
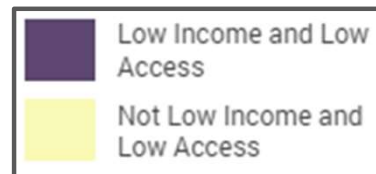
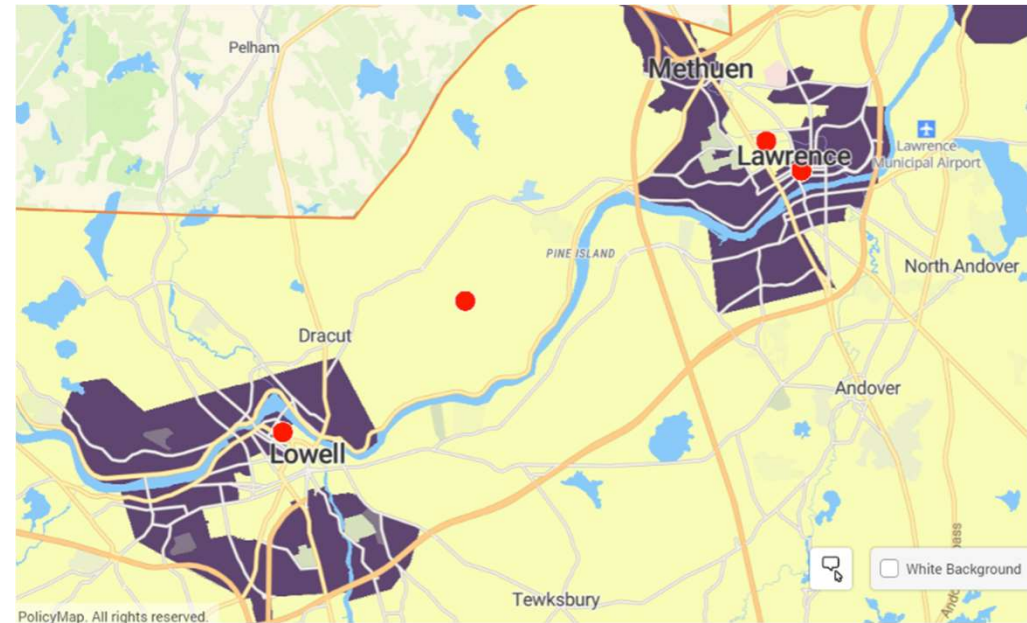


# FY 2019 - FY 2024 Impact in Low-Income Low-Access Geographies

Springfield



Lowell and Lawrence



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# FY 2019 through FY 2024 at a Glance

- **91 Projects Funded (67 Unique Retailers/Organizations)**
- **Over 418,000 Individuals with Improved/Expanded Access**
- **Over 1,200 Jobs Created or Retained**
- **Representation of Minority Enterprise Owners**
  - 28 out of the 67 retailers are owned or substantially controlled by a Person of Color
  - 39 out of the 67 retailers are owned or substantially controlled by a woman
- **90% of Workers Hired from Within the Local Community**
- **93% of Projects Accept or Will Accept SNAP & WIC**

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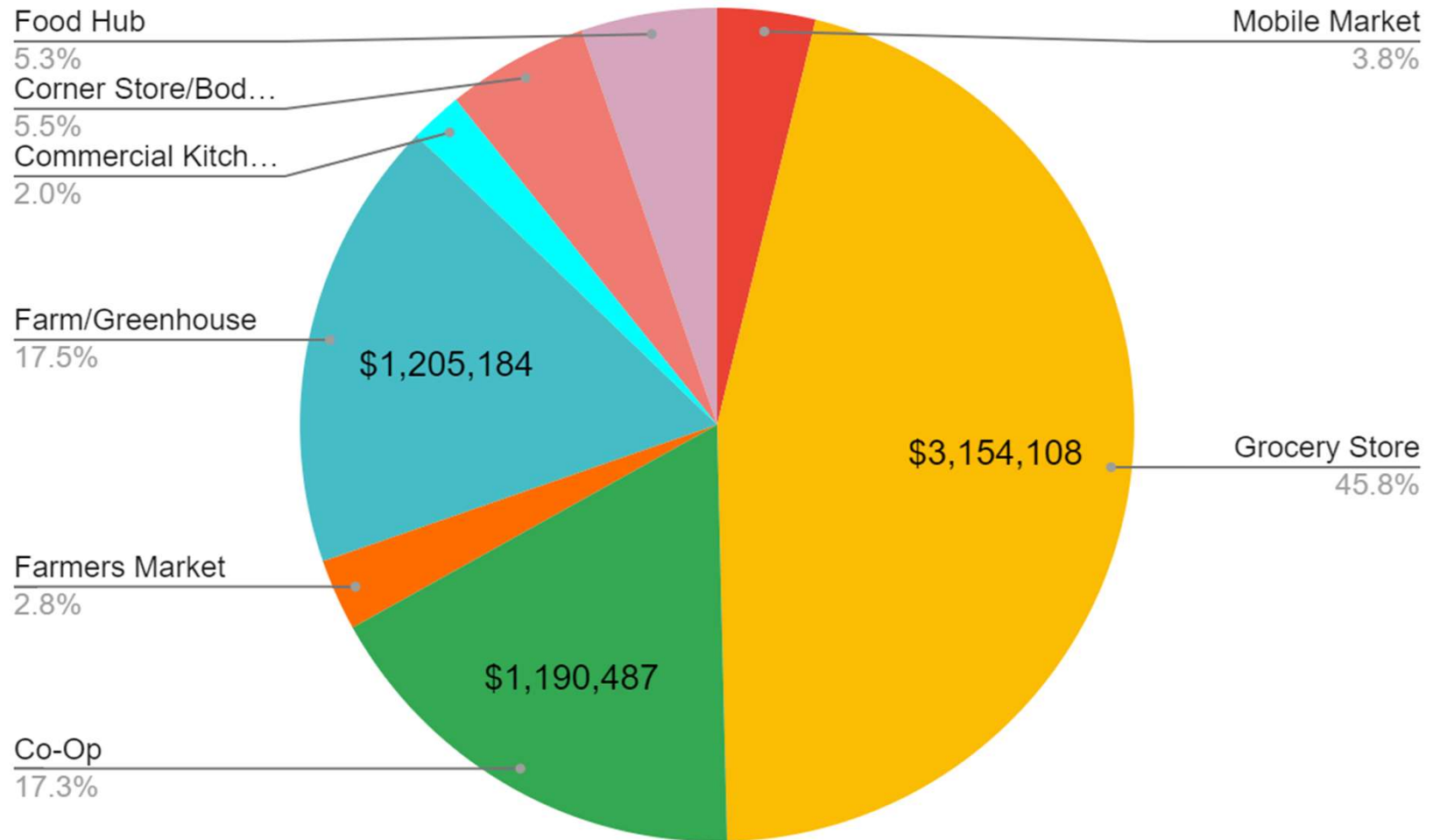


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# Funding by Type of Industry

FY 2019-2024



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# Funding by Type of Industry

<i>Type of Business</i>	Unique Projects Funded	Projects Funded	Grants Disbursed	Loans Disbursed	Total Money Disbursed
Grocery Store	20	25	\$ 341,783	\$ 2,812,325	\$ 3,154,108
Farm/Greenhouse	16	20	\$ 189,975	\$ 1,015,209	\$ 1,205,184
Co-Op	7	15	\$ 130,987	\$ 1,059,500	\$ 1,190,487
Corner Store/Bodega	5	5	\$ 79,000	\$ 300,000	\$ 379,000
Food Hub	4	6	\$ 62,600	\$ 300,000	\$ 362,600
Mobile Market	7	10	\$ 119,000	\$ 186,664	\$ 305,664
Farmers Market	7	8	\$ 117,000	\$ 74,000	\$ 191,000
Commercial Kitchen/Food Truck Commissary	2	2	\$ 40,000	\$ 100,000	\$ 140,000
<b>Grand Total</b>	<b>68</b>	<b>91</b>	<b>\$ 1,080,345</b>	<b>\$ 5,847,698</b>	<b>\$ 6,928,043</b>



**FY 2019-2024**

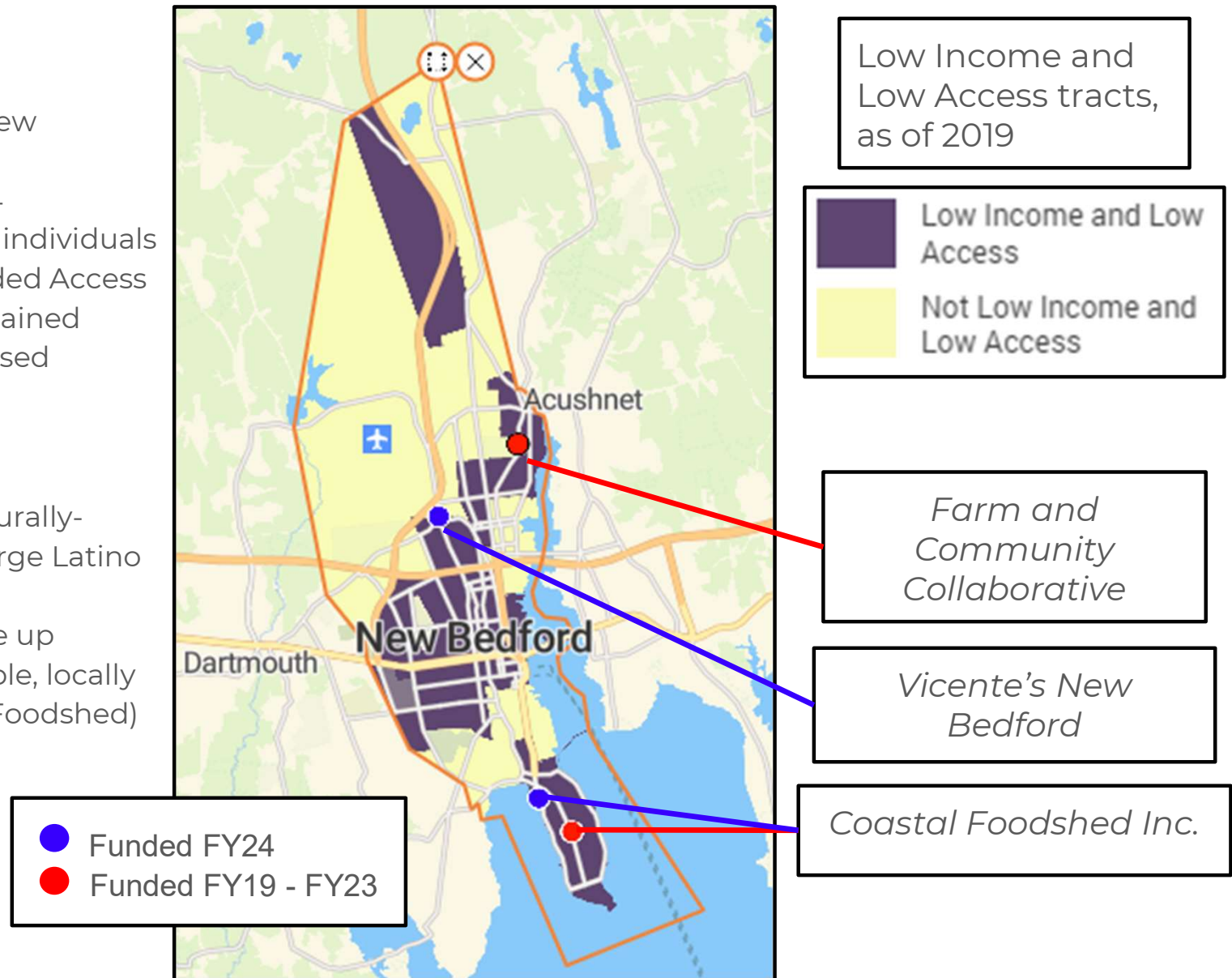
# City Profile – New Bedford, MA

## Impact to Date

- 4 projects funded in New Bedford
  - 2 funded in FY24
- Approximately 40,000 individuals with Improved/Expanded Access
- 90 Jobs Created or Retained
- \$400,000 funds dispersed

## Our FY24 Goal Was

- Support access to culturally-connected foods for large Latino community (Vicente's)
- Support efforts to scale up distribution of affordable, locally grown foods (Coastal Foodshed)





# Outreach

## Impact to Date

- Newsletter, postcard, meetings with intermediaries
- 4 cities visited in-person
  - Chelsea, Everett, Revere, Worcester
- Met with representatives from
  - City of Chelsea, Chelsea and Revere Food Working Groups, Everett Food Policy Council, City of Worcester Economic Development and Public Health Departments, Fitchburg Department of Community Development and Planning, EforAll, MassDevelopment TDI Fellows (Worcester, Pittsfield, Holyoke), Fall River Southcoast Cluster, City of Haverhill, Lowell Economic Development Office, Worcester Task Force on Food Insecurity



Rose Arruda, MDAR, Lenka McNally, Everett Community Growers, Becca, MFTP, Alan Singer, LEAF

## Our FY24 Goal

Increase awareness of MFTP in cities with a high number of Low Income Low Access tracts which have also not received high levels of MFTP funding including: Boston, Fall River, Haverhill, Malden and Worcester County

# Marshall's Store (formerly Country Corner)

## Bernardston, MA

- The only place to buy fresh groceries in the rural town of Bernardston (closest full service grocery store is in Greenfield, 6.5 miles away)
- FCCDC provided a \$300,000 loan and \$25,000 grant for the new owners to purchase the building and the existing business and for infrastructure to expand their produce offerings.
- Bernardston has a senior population of over 50%, many of whom use SNAP
- Marshall's Store has been in business since 1868





# Holmestead Harvest

## Whitman, MA

- LEAF provided both a \$76,000 term loan and a \$10,558 grant to support this start up food distributor and retailer
- The demand for the home delivery SNAP food boxes has well exceeded original demand - and this borrower is currently at capacity with regard to home delivery - over 600 households per month
- The next phase is to purchase an additional refrigerated delivery vehicle and expand kitchen capacity to meet increasing demand - a good amount of which is sourced from local farmers.



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# MFTP Revolving Principal, FY 2019 to FY 2024

2

- \$6.9 million lent over 6 years
- \$1.3 million repaid by borrowers over the same period
- \$404 thousand revolved as new loans to former MFTP clients
- LEAF & FCCDC are permanently restricting FY 2024 program funds.
- LEAF & FCCDC have designated FY 2019 to FY 2023 program funds as management restricted net assets.

## Figures for FY 2024

- \$X.X principal collected
- \$X.X Interest earned and closing fees

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Do we want to report FY 2024 Loan repayments, plus interest earned and closing fees?

José Luis Rojas, 9/24/2024

# Priorities for FY 25

- **\$2 MM in ARPA funding to explore innovative ways to expand impact**
  - Understand how consumers have changed their shopping habits
  - Explore how farms and distributors have changed & best practices
  - Expand impact through collaborations, like racial and environmental justice programs, farm land access, immigrant farmers and urban farms
- **Worcester County**
- **Cape Cod**
- **MGCC Healthy Restaurant Grant Program**





# Thank You!

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