



Fair Food Fund

Message from our Team

We are excited to share that Joel Moyer is now our Acting Senior Director of Impact Investing and Director of Investments at Fair Food Network. He has been a part of our impact investing team and working with entrepreneurs for the past 10 years. He’s stepping in at a time when entrepreneurs are navigating mounting barriers due to the ongoing effects of COVID and record inflation. **We are dedicated to thinking creatively and critically to find solutions to these and other challenges to help mission-aligned food ventures thrive.**

Read on to learn about our four new investments to help promising food businesses scale, hire, and meet growing demand. Of note, we made a loan to the Detroit-based owner of Jetta’s Gourmet Popcorn, Magita Barbee, following participation in Fair Food Network’s **“Food Financing Essentials,”** which connected food businesses with a diverse group of culinary peers and financing experts to refresh their business plans. Magita’s loan went toward marketing support and revamping a food truck. She was able to increase sales of her products during peak summer months. This is one example where our investments are a result of long-term relationships with entrepreneurs and the right capital products to fit their needs at the right time.

In addition to recent investments, our team recently published a report about shifting from a **capital- to community-first mindset in impact investing.**

This report is the outcome of years of work alongside our partners to reground our investing in the vision and priorities of local stakeholders and centering the entrepreneurs it was designed to support.

Despite good intentions by impact investors and a range of creative strategies, capital is still not reaching everyone equally, especially in communities of color, with dangerous implications for the future of our society and planet. As we continue to navigate the many disparities exacerbated by COVID and extreme climate events, business as usual simply isn’t enough. **We need new approaches that are more deeply rooted in the communities that capital is not reaching.**

Fair Food Network and other impact investors are seeking bold change. A community-first mindset is central to our impact investing strategies. We are working toward redesigning catalytic capital tools with a new consciousness of the role that power has played in perpetuating and worsening inequities. For us, this consciousness is unfolding both through our own investments and in our efforts to foster two place-based investing collectives, **Michigan Good Food Fund and the Camden Food Fund,** which are coordinating local stakeholders and institutional balance sheets to advance community-identified priorities.

These are not success stories but works-in-progress built around community-first values and learnings from the work of many other impact investing colleagues. **The full report** shares how this approach is taking root in our own fund and in building the structure of place-based initiatives.

As we continue to learn from our investments and aim to reach more mission-aligned, promising food businesses, we thank you for your support in making it possible.

— Fair Food Fund Team

Quarterly Highlights

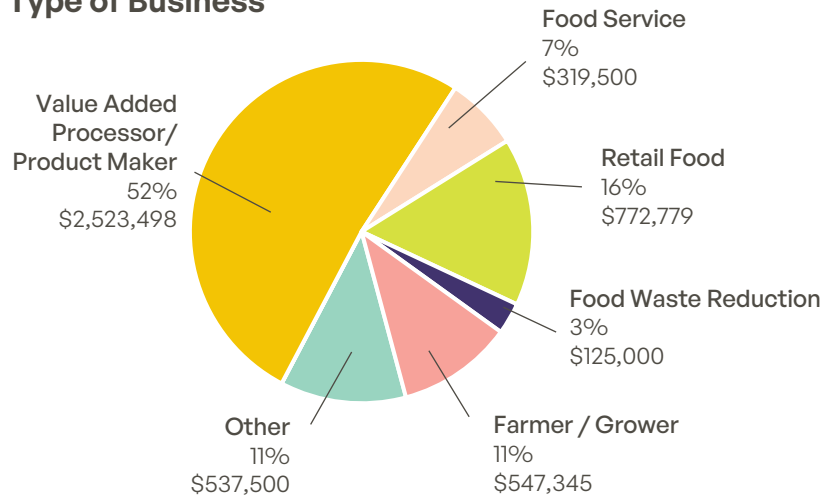
- Nonprofit-led **Acorn Farmers’ Market & Café** is the only grocery store in its community. Customers can find locally grown produce and prepared foods priced for the local economy. Our loan is for working capital to support hiring staff. Our partner Argus Farm Stop is also providing business assistance and we are providing fundraising counsel as they grow.
- **Global Village Foods’** husband-and-wife team uses locally sourced ingredients and bold African flavors in their line of ready-to-eat meals – many of which are food allergy- and vegan-friendly. We provided a participation loan in partnership with Vermont-based **Flexible Capital Fund** toward building inventory and hiring staff to meet growing demand. See profile below.
- As part of Fair Food Network’s **“Food Finance Essentials,”** a training from culinary peers and financial experts, Detroit-based participant **Jetta’s Gourmet Popcorn** leveraged its new business plan to receive our loan in Q3 toward marketing support and revamping a food truck.
- **Lost Art Cultured Foods,** a Black- and women-led business based in Boston produces fermented vegetable “pikliz”, a common condiment from Haiti. Using a family recipe, these products have bold Caribbean flavors and are made with locally sourced, organic ingredients. Our loan is supporting the growth of the company.

Portfolio Overview

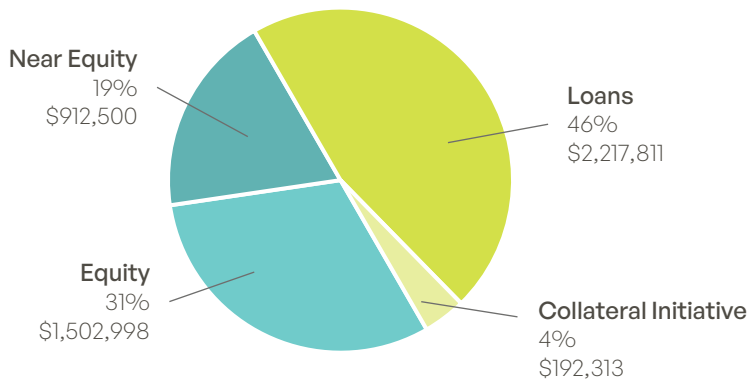
Financing Committed	\$4,825,622
Financing Outstanding	\$3,701,525
Investment Income	\$1,545,748

Default Rate: As of September 30, 2022, the annualized default rate since the Fund's inception (2012) is .47% or 4.6% cumulatively. This includes all realized write-offs on an investment capital pool of \$8.3 million.

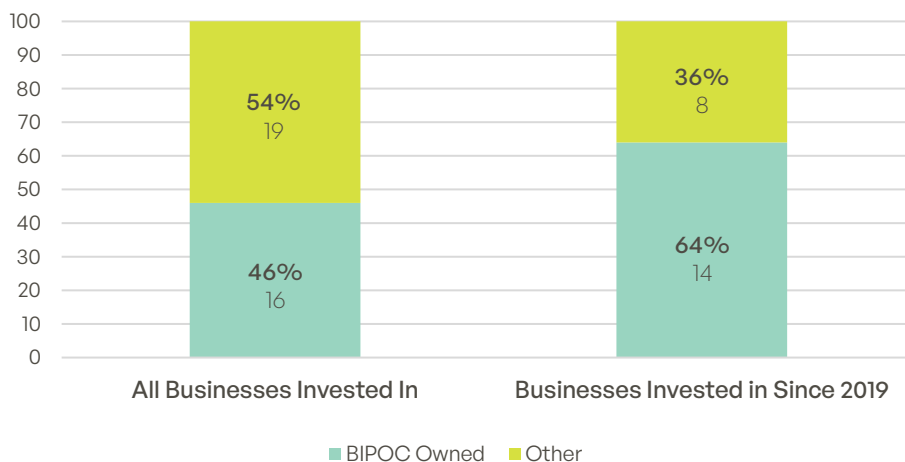
Type of Business



Type of Structure



Portfolio by Demographics (Race)



Investment Spotlight



Global Village Foods

Husband-and-wife team Damaris and Melvin Hall transformed **Global Village Foods**, once an African, community restaurant, into a growing producer of ready-to-eat meals. Fair Food Fund provided a participation loan in Q3 in partnership with Vermont-based **Flexible Capital Fund** toward building inventory and hiring additional staff to meet growing demand, especially at universities.

Damaris grew up in Kenya where simple fresh ingredients and rich aromatic spices created vibrant traditional dishes for family gatherings and communal celebrations.

A world away, Mel from Memphis cherished Sunday dinners with three generations of family around a table full of bold, soulful Southern fare.

The two met in Kenya and settled in Vermont, a state well known for its slow food movement and strong community. Out of local food festivals, farmers markets, and a restaurant, they built up an enthusiastic following for African-inspired foods.

As parents of a child who had severe food allergies, they realized how challenging it was to find flavorful, nutritious, good food options.

They believed everyone deserved to have a great tasting meal that fit their needs, and so they re-imagined traditional African favorites as allergy-friendly, vegan, and gluten-free meal options.

They created Global Village Cuisine to share the warmth and comfort of fresh-made dishes with the ease and convenience of ready-to-eat frozen meals.

We were excited to provide a loan to support a plant-based food business, bringing culturally relevant, locally sourced food options into the marketplace.