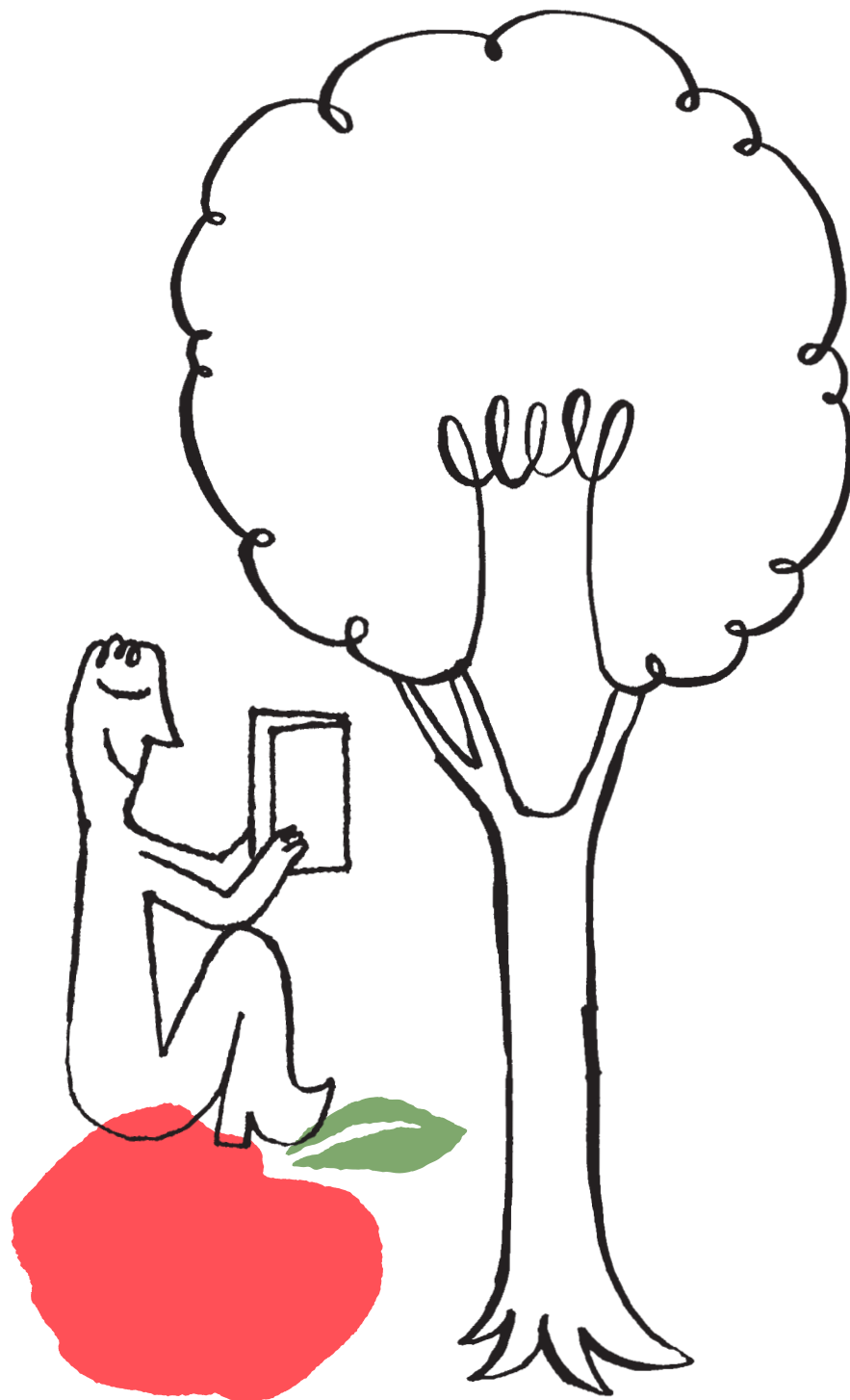


the
GIVING
GROVE



LITTLE ORCHARDS BIG IMPACT

ANNUAL REPORT 2019

MONEY MAY NOT GROW ON TREES, BUT THERE ARE MANY VALUABLE RESOURCES THAT DO. GIVING GROVE ORCHARDS GROW MORE THAN JUST FRUIT—THEY GROW HEALTH, COMMUNITY, SUSTAINABILITY AND MORE.



THE GIVING GROVE

The Giving Grove launched in 2013 with a simple idea: working side-by-side with residents, we create “little” orchards, planted in the neighborhoods with the greatest need for healthy, fresh foods.

MESSAGE FROM THE CEO

In a nation where 40 million people live in poverty, where nearly 13 million children don't have the food they need to thrive, and where African-American and Latinx families are twice as likely to be food insecure, we have a responsibility to work together to create a more sustainable approach to the urgent problem of food insecurity in our communities.

The Giving Grove launched in 2013 with a simple idea: working side-by-side with residents, we create “little” orchards, planted in the neighborhoods with the greatest need for healthy, fresh foods. By providing education, tree and shrub varieties chosen to thrive and yield maximum fruit, holistic care supplies and ongoing technical assistance, we empower neighborhood leaders to create a sustainable, free food source for their neighbors, while simultaneously strengthening community and improving the environment.

Each little orchard represents a sustainable long-term solution that equips and inspires residents, young and old, to develop their own nutritious food system. If you are familiar with the notion of food mile (the average distance our food travels to get to your local grocer), then you may not be surprised it is 1500 miles! Growing fruits directly in your neighborhood radically changes the food mile dilemma. An uncommon solution in uncommon times. And these little orchards are not just a source of nutritious fruits and nuts. They are also a producer of community, kindness, knowledge and opportunity. **Little Orchards. Big Impact.**

Today, Giving Grove has three regional affiliates: Kansas City Community Gardens located in Kansas City, MO; Gateway Greening located in St. Louis, MO; and The Big Garden located in Omaha, NE. We are excited to announce our most recent affiliate partnership with Memphis Tilth, located in the heart of Memphis. Tomorrow... well, the sky's the limit.

Join the movement. Celebrate with us. We are more optimistic than ever that food security across America can one day be achieved.



Rob Reiman, CEO

Expansion into our targeted cities will allow us to impact 15% of the nation's food insecure.

HEALTH DOES GROW ON TREES

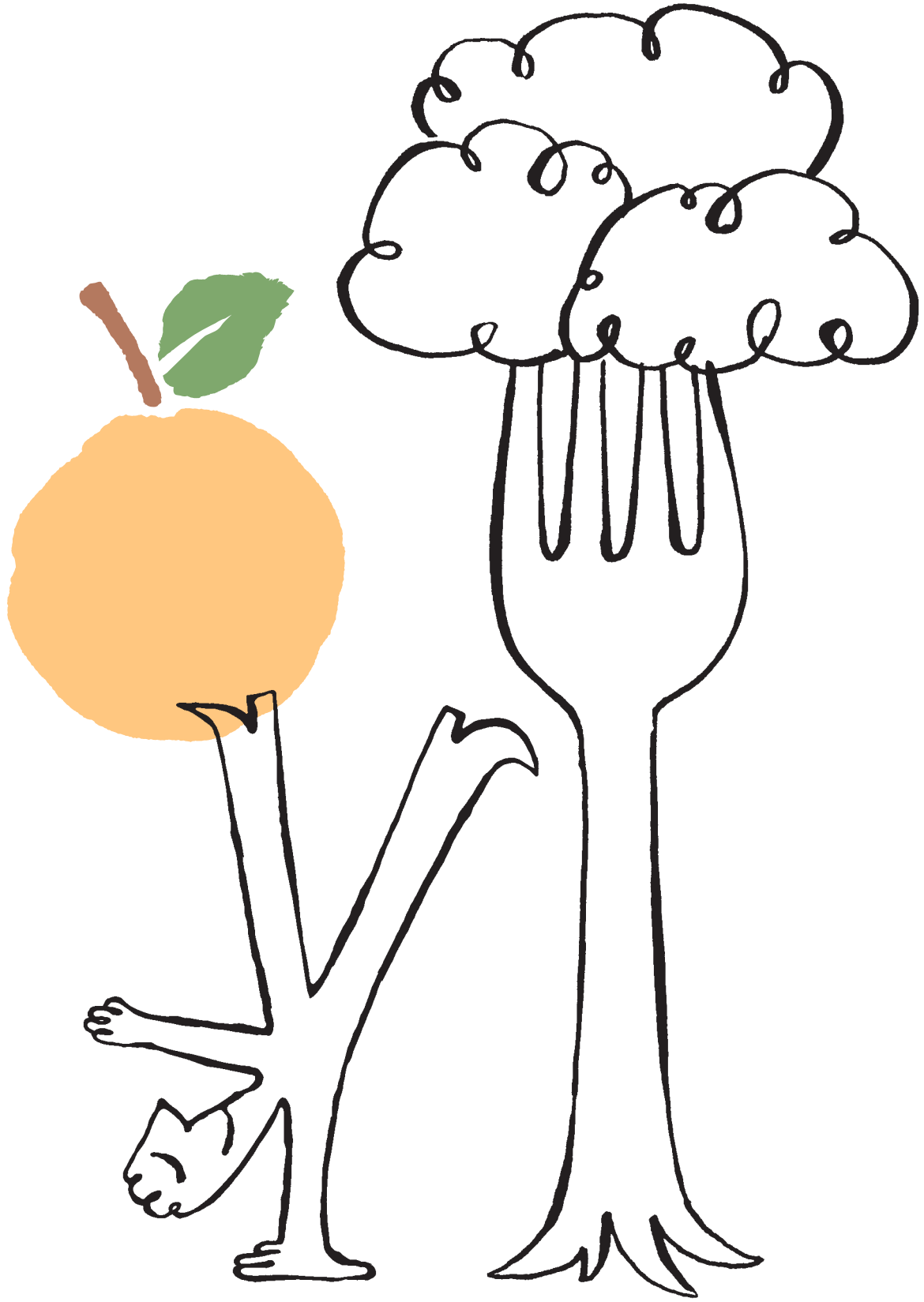
Little orchards can be the difference between sufficient calories and food insecurity. Fruits, berries and nuts add healthy calories and variety to food insecure diets.

WHY THIS WORK IS IMPORTANT

The average calorie deficit in the U.S. is 140 calories, approximately the number of calories found in an apple. Perhaps the old adage, “An apple a day” should end with “keeps hunger away.”

In the U.S., the emergency food system is critical in meeting the needs of food insecure individuals. Forty-five million Americans rely on “food stamps” to buy food each month, 2/3 of those households include children. There are more than 200 food banks in the U.S., providing 46 million people with free food each year.

Emergency food relief programs only address the temporary symptoms of hunger. By finding dedicated people and equipping them with the resources they need to create little orchards in their neighborhoods, Giving Grove approaches food insecurity upstream... where people feed themselves through their own effort, where nature’s bounty is available just outside their door, and where orchards provide an ongoing food source for generations creating healthier individuals and neighborhoods.



the
**GIVING
GROVE**



COMMUNITY DOES GROW ON TREES

Little orchards foster a sense of belonging. An orchard becomes a gathering space where food is shared, children play and neighbors grow closer.

WHO WE SERVE

Little orchards change neighborhoods. The wonders of nature come alive. Fresh food tastes great. Diets are changed. Neighbors meet and work together. Dignity is deepened; self-sufficiency feels good. The ongoing commitment of stewards is contagious. Green space offers opportunities to gather. One successful project begets other projects. **Little Orchards. Big Impact.**

Employees from Saint Vincent De Paul installed a 12-tree orchard and 15 raised garden beds near one of Omaha's largest homeless shelters, The Siena Francis House. The surrounding neighborhood of refugees and new Americans has fully embraced these growing opportunities. Incorporating the produce into existing ministries to the homeless, fruit grown in the orchard will be used in the daily sack lunches provided to anyone in need. The steward and neighbors have intentionally turned the orchard and gardens into a place of refuge where all feel welcome to sit and relax.

Our orchards are grown with many types of partners; yet most of the produce goes directly to those who grow the food.

SPOTLIGHT ON GROWTH

Our replication approach is unconventional. Acting on the advice of industry experts, we seek to partner with existing community garden organizations across the country, to create an aligned-action network of orcharding programs. This approach will allow us to rapidly scale the program while leveraging our partners' existing resources, horticultural expertise, equipment and local funding.



KANSAS CITY COMMUNITY GARDENS, KANSAS CITY

Kansas City Community Gardens' (KCCG) mission is to assist low-income households and community groups in the KC metropolitan area to produce vegetables and fruits from garden plots located in backyards, vacant lots and at community sites. For more than 30 years, KCCG has empowered community and backyard gardeners to improve nutrition and food security, reduce food costs, prevent obesity and other health risks and promote locally grown and sustainable food. KCCG now supports over 200 community gardens, more than 200 pre K-12 school gardens and is home to the original Giving Grove program.

176 sites - 2,912 trees – 2,211,767 annual servings



GATEWAY GREENING, ST LOUIS

Gateway Greening has been serving the St. Louis region for 35 years, envisioning a city where people are connected to the land, to their food and to each other in deeply rooted resilient urban communities. Gateway Greening works toward that vision by supporting community driven agricultural projects including gardens and orchards. Gateway Greening currently serves over 200 community projects including 27 orchards that are growing food for their local communities.

27 sites – 334 trees – 198,332 annual servings



THE BIG GARDEN, OMAHA

The Big Garden was founded in 2005 with the initial goal of creating 5 community gardens. As of today, The Big Garden has helped establish more than 160 community gardens in urban and rural communities throughout Nebraska, Kansas and Southwest Iowa. The Big Garden's focus has changed in the past five years to focus on not just building gardens but also educating communities in Omaha's most food insecure neighborhoods. Their goal is to reduce hunger by increasing access to fresh, healthy produce and teaching people to grow, cook and preserve their own.

14 sites – 126 trees – 90,134 annual servings



MEMPHIS TILTH

Memphis Tilth cultivates collective action for an economically sustainable, socially equitable and environmentally sound local food system. The Tilth serves as a forum for the exchange of ideas and information between gardeners, farmers, beekeepers, tree planters, ranchers, orchardists and everyone else seeking the creation of local sustainable agriculture and forestry. They advocate for a community with full access to affordable, fresh, locally and sustainably grown food regardless of income but especially for those who are food insecure.

Launching Spring 2020



COMING TO A CITY NEAR YOU

In the initial stage of our scaling efforts, we intend to prioritize expansion into targeted cities. These cities combine "need" with "best in class" community garden and urban-farming non-profits that have the ability and sophistication to readily add new programming. Additional cities will be considered opportunistically as demand for the program grows.



SUSTAINABILITY DOES GROW ON TREES

Little orchards make neighborhoods cleaner, safer and more livable. Throughout its life, an orchard will improve air quality and soil health while eliminating food transit miles.

HORTICULTURE

Plant variety selection has always been a key component to making The Giving Grove sites a viable and sustainable, backyard orcharding solution. From the outset, we have focused on well adapted, disease resistant cultivars. Pear and Asian pear have in the past, and will continue to represent an important option for neighborhoods due to their natural resistance to pest pressures and their abundant production.

Our original use of 30 cultivars has expanded to nearly 70 cultivars representing 20 species of fruits and nuts. With further expansion into other growing zones there will be opportunities for more regionally adapted species and varieties, including pomegranates, muscadines, Asian persimmons and more!

Residents of the working class Patch neighborhood in St. Louis are building an inclusive volunteer-driven community food forest and garden. This two-phase project includes apple and pear trees plus the more unusual grapes, chestnuts, highbush cranberry, honeyberry, hybrid chinkapin chestnuts, almonds, shrub serviceberry and hybrid persimmon. Many groups, such as the Sheet Metal Union, the Beard & Mustache Club and the Boy Scouts, are involved as they turn an abandoned, overgrown lot into a fledgling food forest filled with food producing trees and plants.

“Change will not come if we wait for some other person or some other time. We are the ones we’ve been waiting for. We are the change that we seek.”
— Barack Obama

KNOWLEDGE DOES GROW ON TREES

Little orchards help children reach their full potential. It's easier to concentrate with a full stomach. When kids get all the calories they need, they're able to focus and perform better.

SCHOOL GARDENS

Schools are a natural fit for our horticultural curriculum. Teachers share the importance of healthy eating while wooing young minds with the taste of homegrown fruit. All affiliates have school-based orchards, touching thousands of students.

Last fall, Kansas City Community Gardens' Giving Grove program received a large EPA Region 7 grant geared at teaching youth, adults and families about environmentally sustainable food production. With \$22,500 to award, the Giving Grove program has partnered with eight local schools providing hands-on training in orchards using age-appropriate, standards-based classroom lessons. This Kansas City-based program will unveil a new school curriculum and partner with additional schools in the spring.

"If we want children to flourish, to become truly empowered, then let us allow them to love the earth before we ask them to save it."

— David Sobel



LITTLE ORCHARDS

3 CITIES
217 ORCHARDS
3,261 FRUIT & NUT TREES
60 + MILLION NUTRITIOUS SERVINGS

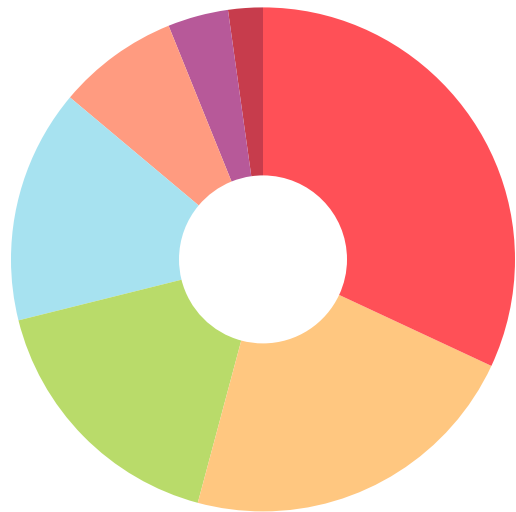
BIG IMPACT



TYPE OF PARTNERS

● Schools	56
● Communities of Faith	40
● Neighborhoods	34
● Community Gardens	24
● Municipalities & Parks	17
● Individual Homeowners	12
● Youth Services	11
● Food Pantry/Kitchen	9
● Transitional Living	5
● Senior Housing	5
● Health or Medical Facilities	4

Total 217



FRUITS WE PLANT

● Apples	1021
● Asian Pear	691
● Pear	545
● Cherry	470
● Peach	263
● Jujube	140
● Paw Paw	53

Total 3183

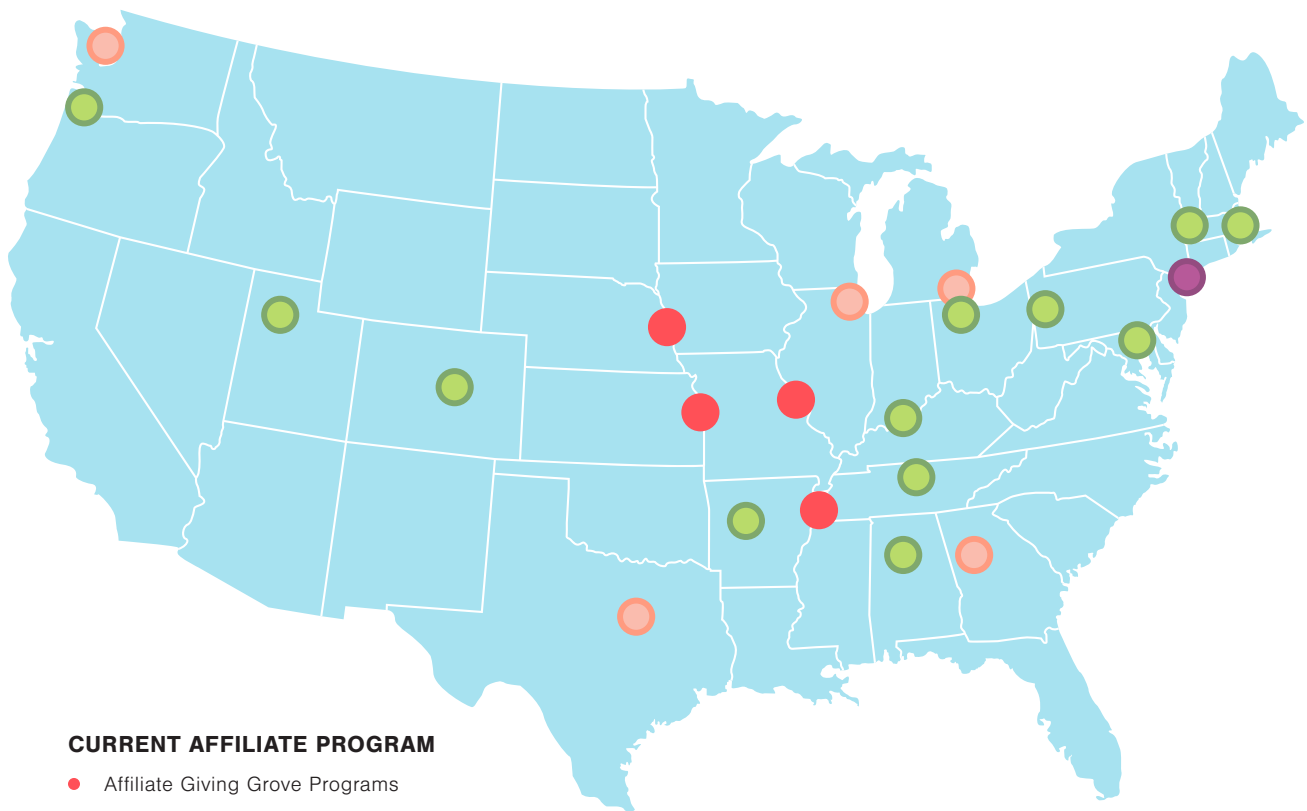
JOIN THE MOVEMENT

The Giving Grove, Inc. is creating a movement in communities across America. Together, we will:

- Provide Healthy Produce directly in food deserts in the urban core
- Strengthen the Resilience of thousands of at-risk neighborhoods
- And create a Healthier Urban Environment

With three cities already planting and another city joining the network in the spring of 2020, the movement has launched and will grow by two to three cities each year. Our target cities have a large food insecure population AND a growing organization capable of adding an orchard program.

Below is a map of the type of cities we are considering. If your city or growing organization is interested in joining this movement, let's start a conversation today.



CURRENT AFFILIATE PROGRAM

- Affiliate Giving Grove Programs

TARGETED CITIES

- 1 Million Plus Food Insecure
- 450K – 650K Food Insecure
- 75K – 230K Food Insecure

FINANCIALS

Just as we emphasize the importance of strong stewardship for each little orchard, we also believe in good stewardship of the financial resources that make this possible.

STATEMENT OF ACTIVITIES*

Year Ended September 30, 2019

INCOME

Supporting Foundations	\$ 675,500
Supporting Individuals	\$ 40,222
Supporting Businesses	\$ 6,000
Plants and Other Sales	\$ 11,219

TOTAL INCOME

\$ 732,941

EXPENSES

Salaries, Wages & Benefits	\$ 134,300
Professional Services	\$ 5,181
Office, General & Administrative	\$ 7,715
Marketing/Outreach	\$ 14,260
Website Expense	\$ 2,863
Plant Materials	\$ 14,371

TOTAL EXPENSES

\$ 178,690

NET OPERATING INCOME

\$ 554,251

* Pre Audited Financials

BOARD OF TRUSTEES

The Giving Grove Board offers the expertise needed to develop a strong business plan, the passion to end food insecurity and the commitment to support our transition to a nationally impactful organization.

**Kevin Birzer – President, Giving Grove Co-founder
Chief Executive, Tortoise**

Kevin is the co-founder of Tortoise, an investment management firm managing approximately \$20 billion in assets.

**Greg Finkle – Treasurer, Giving Grove Co-founder
President, Finkle+Williams Architecture**

Greg is co-founder of Finkle+Williams, a consulting firm that provides planning, architecture and interior design services throughout the US and abroad.

**Gordon Braun – Trustee-at-Large
Managing Director, Protiviti**

For the last 16 years Gordon has been providing internal audit and risk consulting services across several industries.

**Jill Quigley – Secretary
Strategic Business Advisor, The Giving Grove, Inc.**

Jill is a retired clinical nurse specialist and former member of the Kansas House of Representatives serving from 2008 - 2010.

**Ben Sharda – Affiliate Representative
Executive Director, Kansas City Community Gardens**

Ben has served as KCCG's Executive Director since 1989 and holds a Bachelor of Horticulture degree from the University of Missouri.

**Oscar Tshibanda – Trustee
Managing Partner, Tshibanda Associates LLC**

Oscar is the founder of Tshibanda Associates LLC, a management consulting and project management services firm, which specializes in managing large and complex information technology projects.

Ray Makalous – Emeritus, Co-founder, Retired

Ray spent 37 years in the banking industry. His AmeriCorps VISTA services and his hunger ministry work led him to cofound The Giving Grove.



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