

August 16, 2023

2023 Network Update

Using Data to Measure Impact

LAND ACKNOWLEDGEMENT

As funders and advocates working to create a more equitable U.S. agriculture and food system, SAFSF believes it is imperative for us to acknowledge that the roots of today's inequities lie deep in the history of land theft and dispossession from Native peoples.

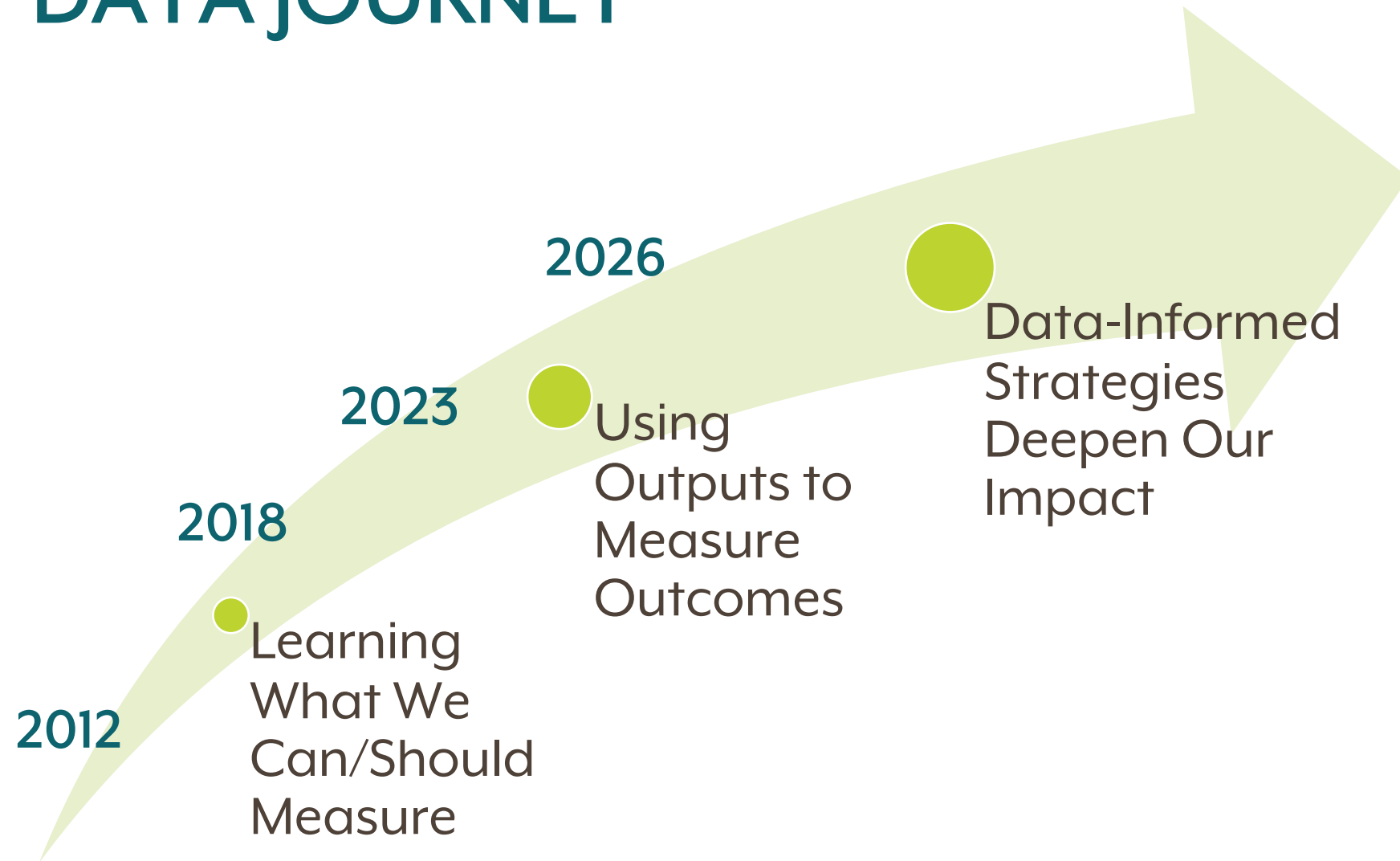
As we convene virtually, we name that our staff is on the unceded land of the Arapahoe, Cherokee, Cheyenne, Coastal Chumash, Kickapoo, Manahoac, Monacan, Munsee Lenape, Nacotchtank, Omaha, Osage, Piscataway, Pomo, Shawnee, Ute, and Yuck peoples. Join us in acknowledging the traditional Native inhabitants of the land you are on via chat introductions.

FUNDER PROFILES

- Most consistent method of data collection since 2012, collected when members join and renew
- Establish baselines for where members are when they join SAFSF and how funders are grouped within the membership
- Starting point for understanding funding trends among members

Thank You FOR SUBMITTING COMPLETE INFORMATION ON YOUR FUNDER PROFILE EACH YEAR!!

SAFSF DATA JOURNEY

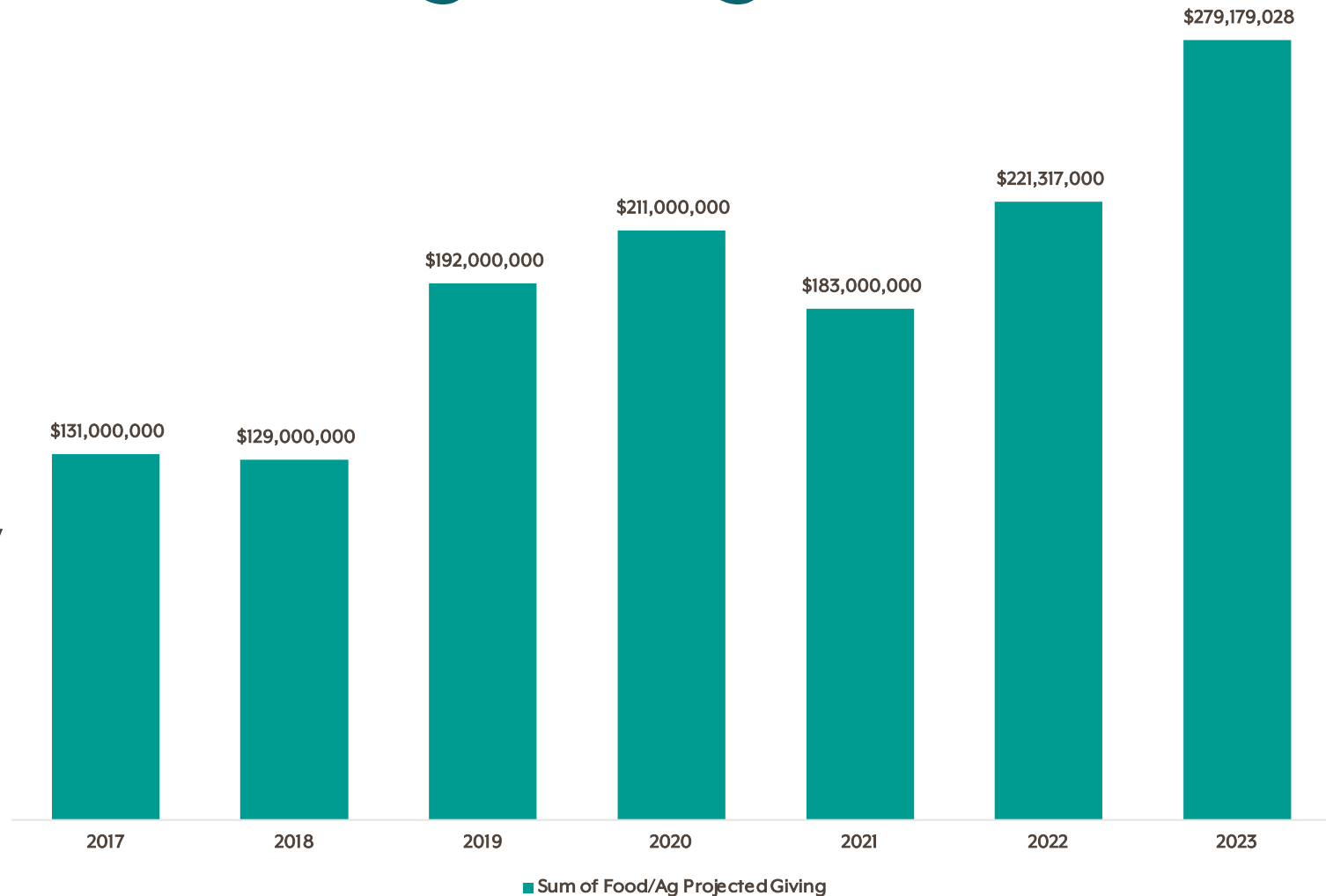


Total Projected 2023 Food/Ag Giving

\$279 million +
highest level ever

- 26% increase from 2022
- 113% increase from 2018 low

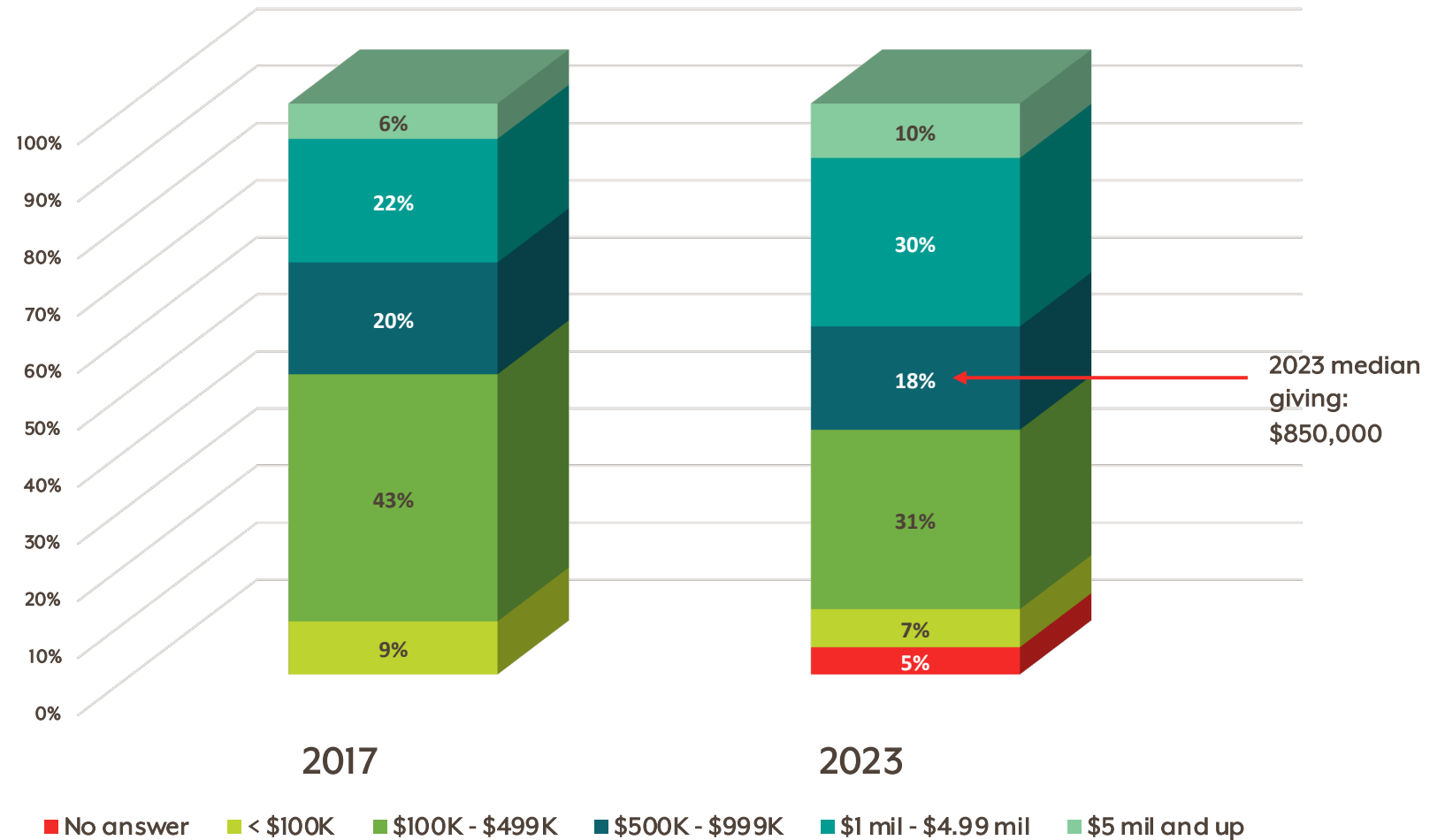
Shift in data collection in 2020



Distribution of Members by Food/Ag Giving Range

2023:

Median member giving in sustainable agriculture and food systems = \$850k



Membership Organization Type

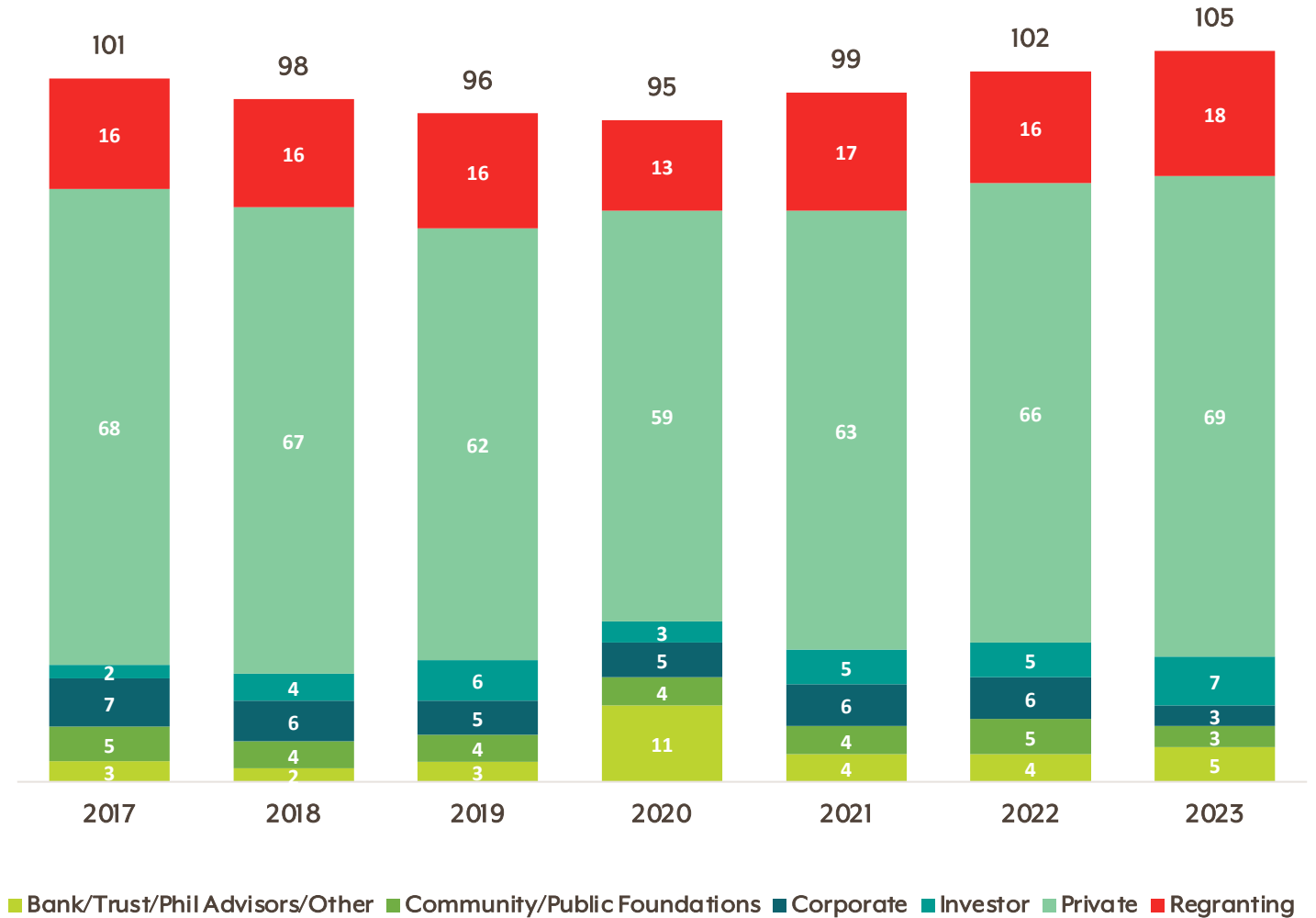
Steady trend:

Family foundations = 30%

Private foundations = 65%

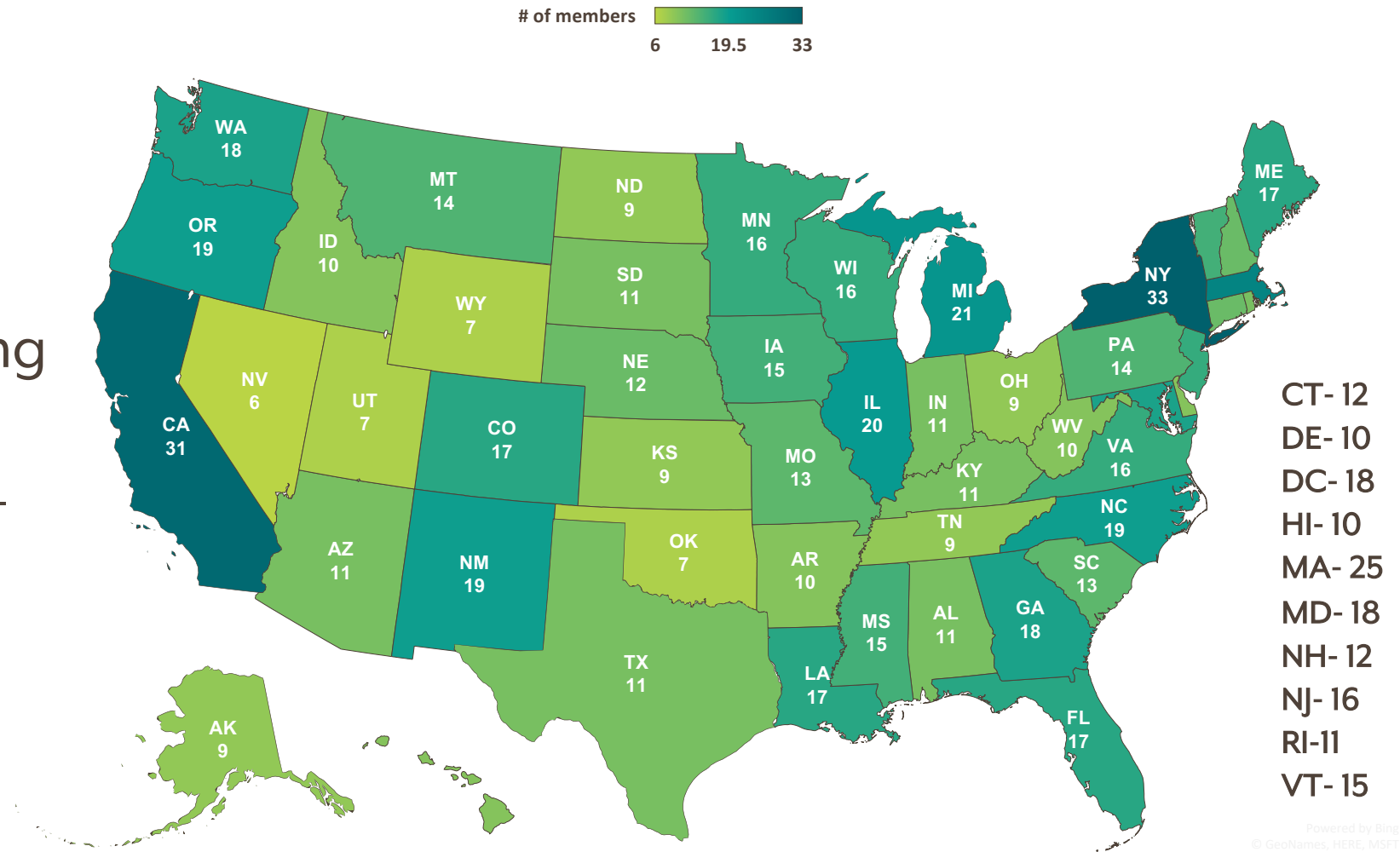
Private foundations account for 78% of funding, followed by investors (9.7%) and regranting orgs (8.5%), both increasing slightly from 2022

- Most investor and regranting members
- Fewest corporate and community foundation members.



2023 States Funded

Number of members funding in most states has decreased – why?



Change in Number of Members Funding 2022-2023



Greatest Increase

Louisiana – 2

Maryland – 2

Georgia – 1

No Change

New Mexico

Utah

Virginia



Greatest Decrease

Wisconsin – -9

Washington, DC – -10

Minnesota – -10

North Carolina – -10

California – -13

Greatest Decrease 2019-2023

Number Decrease

- California – -12
- North Carolina – -9
- Minnesota – -7
- District of Columbia, Montana – -6
- Massachusetts – -5

Percentage Decrease

- North Carolina – -32%
- Minnesota, Montana – -30%
- Idaho – -29%
- California – -28%
- District of Columbia – -25%

Greatest Increase 2019-2023

Number Increase

- Maryland – 10
- Delaware, South Carolina – 7
- Tennessee, West Virginia – 5
- Louisiana, Utah - 4

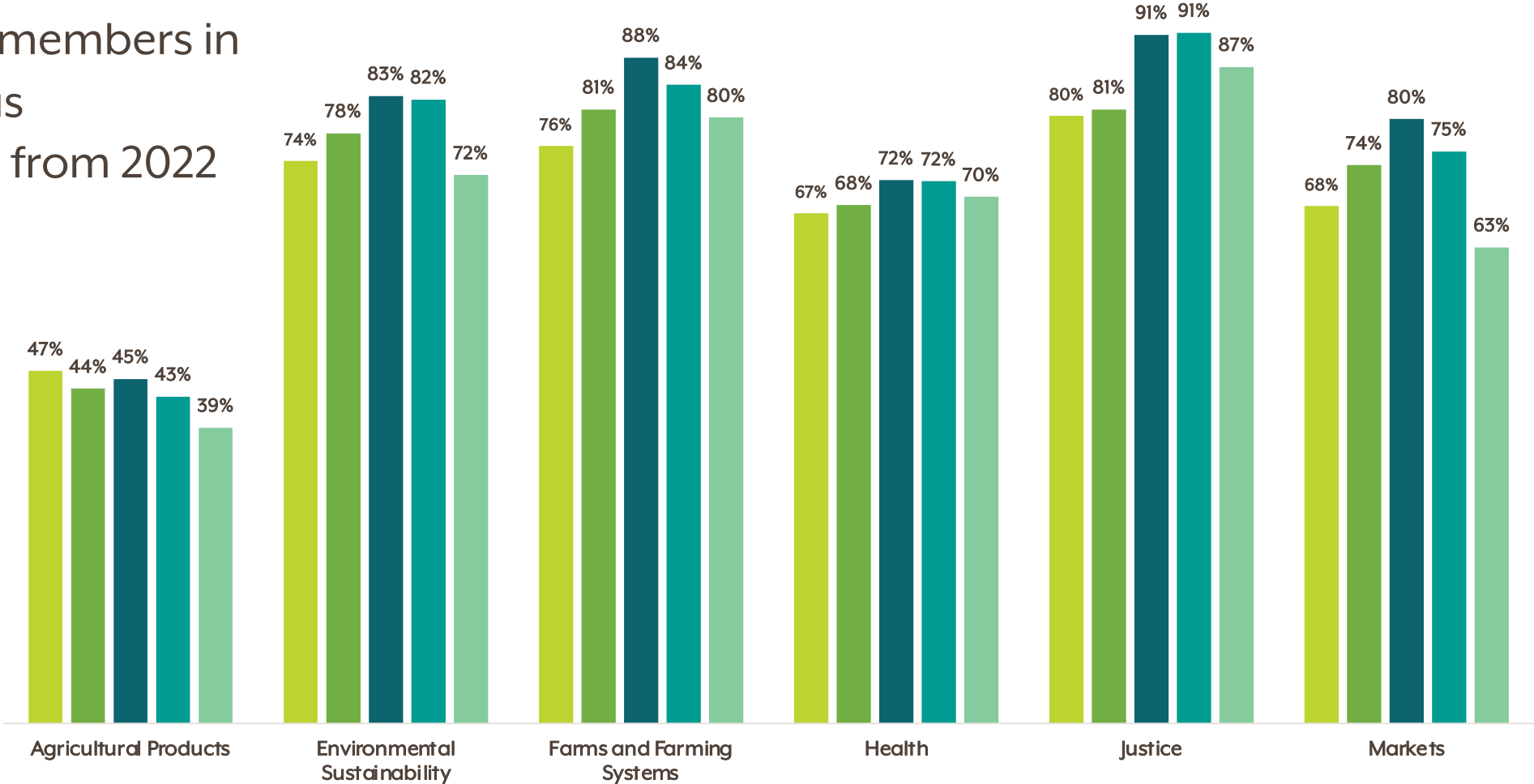
Percentage Increase

- Delaware – 233%
- Utah – 133%
- Maryland, Tennessee – 125%
- South Carolina – 117%
- Nevada, West Virginia – 100%

Top-Level Issue Areas Funded

2019 2020 2021 2022 2023

- Decrease in % of members in top six issue areas
- Continuing trend from 2022



10 Most Funded Areas of Impact

Green indicates areas within the Justice category

2019

1. Regional Food Systems – 48%
2. Economic Viability – 46%
3. Climate Change – 44%
4. **Food Access – 43%**
5. **Equity – 42%**
6. **Rural Communities – 38%**
7. Infrastructure – 31%
8. Soil – 36%
9. **Social Justice – 36%**
10. Regenerative Agriculture – 35%

2023

1. **Equity – 65%**
2. **Racial Justice – 62%**
3. **Food Sovereignty – 60%**
4. Climate Change – 59%
5. **Food Access – 57%**
6. **Social Justice – 56%**
7. **Rural Communities – 54%**
8. Regenerative Agriculture – 53%
9. Regional Food Systems – 51%
10. Soil - 50%

10 Least Funded Areas of Impact

Green indicates areas we have worked to elevate.

2019

1. Pesticides – 13%
2. Consolidation – 11%
3. Fibers/Textiles – 10%
4. Fish – 10%
5. Genetic Modification – 10%
6. Refugees – 9%
7. Indoor Agriculture – 8%
8. Toxics – 6%
9. Trade – 5%
10. Nanotechnology – 4%

2023

1. Pesticides – 16%
2. Direct Marketing – 15%
3. Toxics – 15%
4. Fish – 14%
5. Consolidation – 11%
6. Fiber/Textiles – 10%
7. Indoor Agriculture – 10%
8. Genetic Modification – 7%
9. Trade – 5%
10. Nanotechnology – 3%

Policy Funding Strategies

Dark teal indicates revised strategy categories

Moving from a single “Advocacy” category to three categories for distinct types of advocacy may account for the dip in numbers.

In a new question this year, about 45% of organizations responded that they engage in direct policy advocacy activities.

Funding Strategies	2019	2020	2021	2022	2023
Advocacy	46%	67%	34%	n/a	n/a
Policy (local/state/tribal)	41%	66%	n/a	n/a	n/a
Policy (national/international)	30%	45%	n/a	n/a	n/a
Policy Advocacy - Administrative	n/a	n/a	n/a	25%	38%
Policy Advocacy - Electoral	n/a	n/a	n/a	4%	5%
Policy Advocacy - Legislative	n/a	n/a	n/a	18%	38%

Additional Funding Strategies

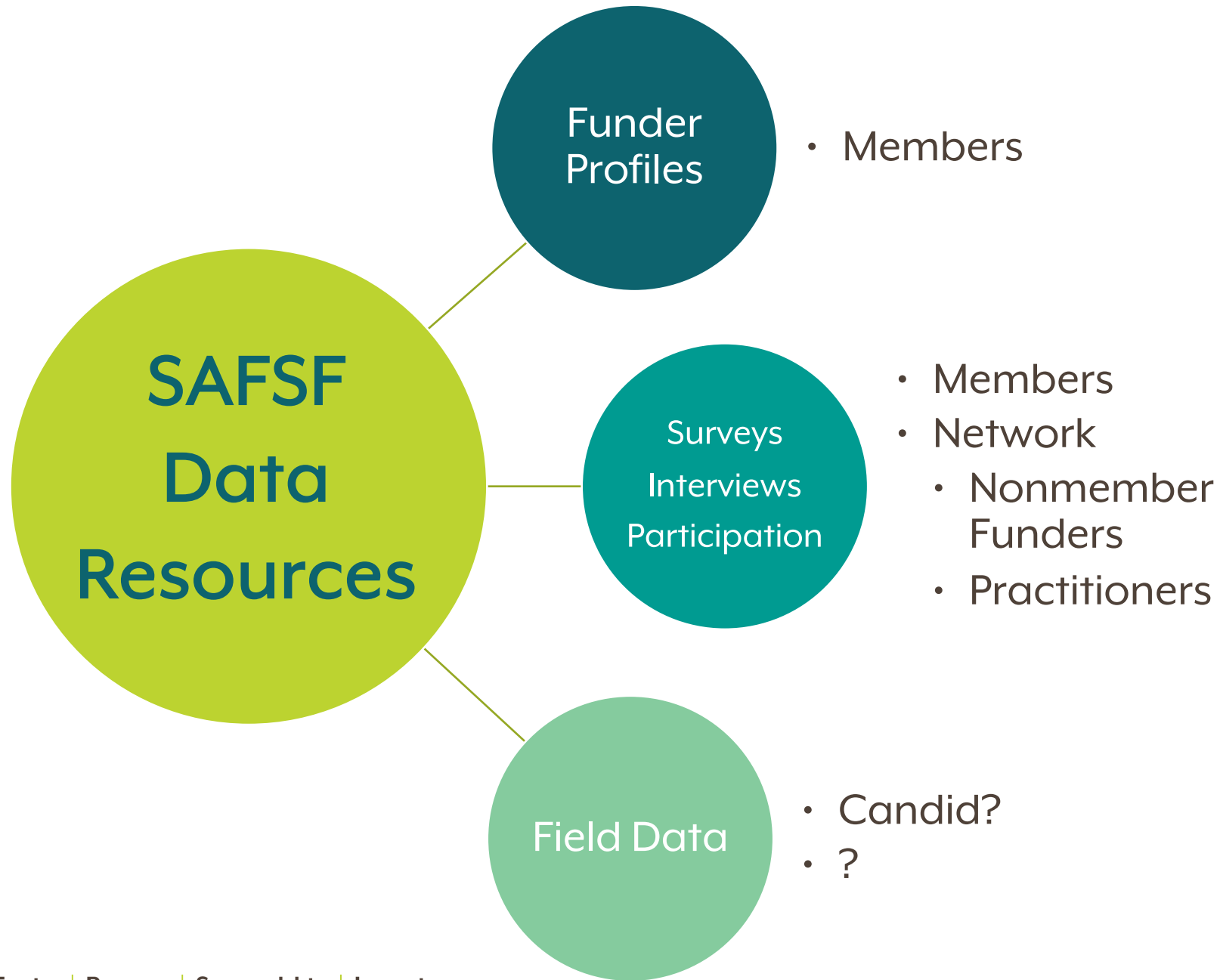
Red indicates significant decrease. Dark teal indicates recently added strategies.

Funding Strategies	2019	2020	2021	2022	2023
Business Development	28%	46%	51%	46%	48%
Capacity Building	n/a	n/a	n/a	40%	60%
Collaboration	61%	46%	51%	91%	74%
Communications	36%	58%	59%	59%	45%
Community Development	40%	60%	65%	68%	55%
Direct Assistance/Services	n/a	n/a	n/a	17%	30%
Evaluation	20%	33%	35%	33%	29%

Funding Strategies	2019	2020	2021	2022	2023
Incubators	18%	29%	29%	32%	30%
Investment/lending	32%	48%	51%	45%	41%
Leadership Development	46%	68%	75%	75%	53%
Movement Building	43%	64%	13%	8%	8%
Public Education	26%	40%	45%	49%	40%
Research	26%	40%	45%	46%	35%
Technical Assistance	n/a	n/a	n/a	31%	50%

2023 Equity Data

- Fewer members overall responded
 - 2022=78
 - 2023=64
- 41% collect demographic data from grantees
 - 16%=soon
 - 43%=no
- About a third of those who said “Soon” in 2022 are now collecting demographic data
- Boards remain mostly white, non-Hispanic
 - 2022=70.8%
 - 2023=71.3%
- Food/Ag staff diversity is slightly reduced
 - 2022=69.2%
 - 2023=66.1%



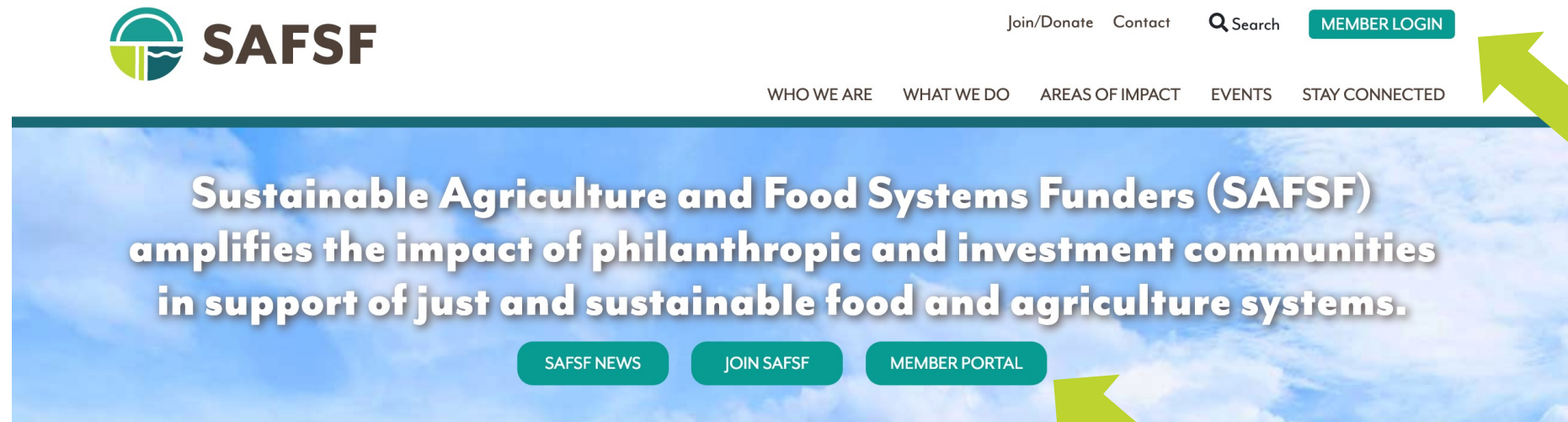
Explore the Data—SAFSF Member Portal

2023 Network Update

- Webinar recording
- Webinar deck
- Charts on all 48 Areas of Impact

Connect With Other Members

- Members funding by State
- Members funding by Areas of Impact
- Members funding by Strategies



2024 Membership Renewal

- Build renewal into your 2024 budget
- Start gathering funder profile data now
- Renewal notices go out late October

Benefits of SAFSF Membership



Network and collaborate with SAFSF's 100+ members.



Discount for event registration fees, including the SAFSF Forum.



Participate in special member-only calls and activities.



Help shape the SAFSF agenda and work plan.



Eligibility to participate on the Board of Directors and other committees.

Discussion:

- Decrease in number of funders in each state
- Decrease in number of funders in each area of impact
- Shifts in most and least funded areas
- Shifts in policy funding
- Shifts in other funding strategies
- Equity data collection

