

OTIS Fresh LWCA

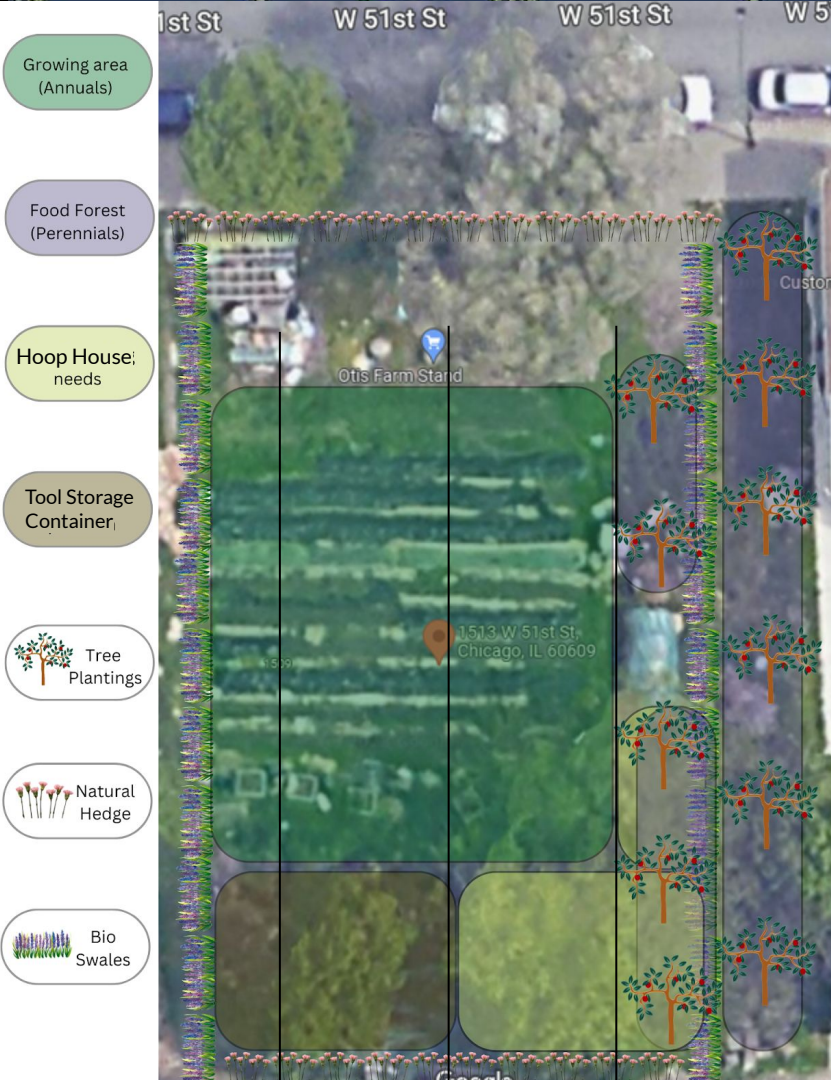


A worker cooperative farm in
Back of the Yards

O.T.I.S (only things in season) is a for-profit cooperative farm with the goal of growing vegetables for neighbors without the use of pesticides at affordable prices. The farmstand area functions as communal seating with a sunbreak from the large trees

PINS (all on same lot)

- 20-08-301-006-0000
 - 1513 W 51ST ST (owned by us)
- 20-08-301-007-0000
 - 1511 W 51ST ST (owned by city)
- 20-08-301-008-0000
 - 1509 W 51ST ST (owned by city)
- 20-08-301-005-0000
 - 1515 W 51ST ST (owned by city)



Bioswales?

This is a 'natural fence' of waist-high flowering native plants. It helps collect trash that is blown from around the area making pickup much easier. Its roots go deep to help retain water in soil for plants while mitigating flooding in and around the lot,





Community Partners

Let Us Breathe Collective x Su Casa Catholic Worker House x Frieda's Place

-A cross-ward collaboration with Black-led arts, healing, and organizing hub

-Our neighbors across the street (Alderman Janette Taylor's ward) who distribute 200 hot meals and hundreds pounds of food donations weekly under their #EverybodyEats program

-We share their space for refrigeration and their commercial kitchen for vegetable washing/packing

Love Fridge

-Sidewalk fridge food donation program powered by Let Us Breathe on Bishop St. that we fill and help clean weekly

-We also help fill the fridges at Port Ministries on Hermitage, and at 56th and Racine (Dions Dream)

Kustom Kutz Barbershop

-Our next door neighbors to the East give us access to their water spigot during the growing season in exchange for monthly payments

2024 Accomplishments

- Increased to 30 weekly home deliveries, made custom free bags for neighbors while others picked their own on farm (U-Pick)
- Donated over 1,000lbs of our 4,000lbs grown to community kitchens and neighbors
- Paid for a tree trim and removal of two 80' tall trees with falling limbs that were hacked by utility companies over years that obstructed alley
- Hired a new worker-owner (Chef Mel)



OTIS Timeline

March 2017

Steve 'Otis' Hughes asked to fix soil and start the farm (via Fairfield Baptist Church)

July 2019

Farm stand and U-pick area established

July 2020

Begin weekly food distro support with #EverybodyEats

December 2023

Accepted in Community Growers Program, grew 3,000 pounds of food

2017

2018

2019

2020

2021

2022

2023

May 2018

Piloted 12 week garden mentorship + Books & Breakfast programs with LUB at Richards Academy

April 2020

Built socially distanced seating area, launched neighbor home delivery program, Steve gets sick, Mabel joins co-op

June 2021

Launched local CSA program and weekly Love Fridge donations

July 2022

Began planting orchard, installed automatic watering system, accepting WIC senior coupons

2025 Goals

Primary Goal

→ **Install Hoop House**

Hire Urban Growers Collective for building 24' x 47' hoop house to supply produce year round

Secondary Goals

→ **Land Trust**

Secure letter of support to transfer city pins into Englewood Community Land Trust

→ **Weekly Food Demos**

May-October monthly workshops and start regular Saturday afternoon farmstand hours

→ **Hire a Third Worker-Owner**

20hrs/wk farm worker at \$15/hr move to full-time next year when we increase revenue and scale the business

Vegetables We'll Be Growing

Red and green tomatoes, hot and sweet peppers, collards, onions, turnips, kale, squash, eggplant, beets, peas, long beans, mustards, spinach, callaloo, leek, carrot, radish, and herbs

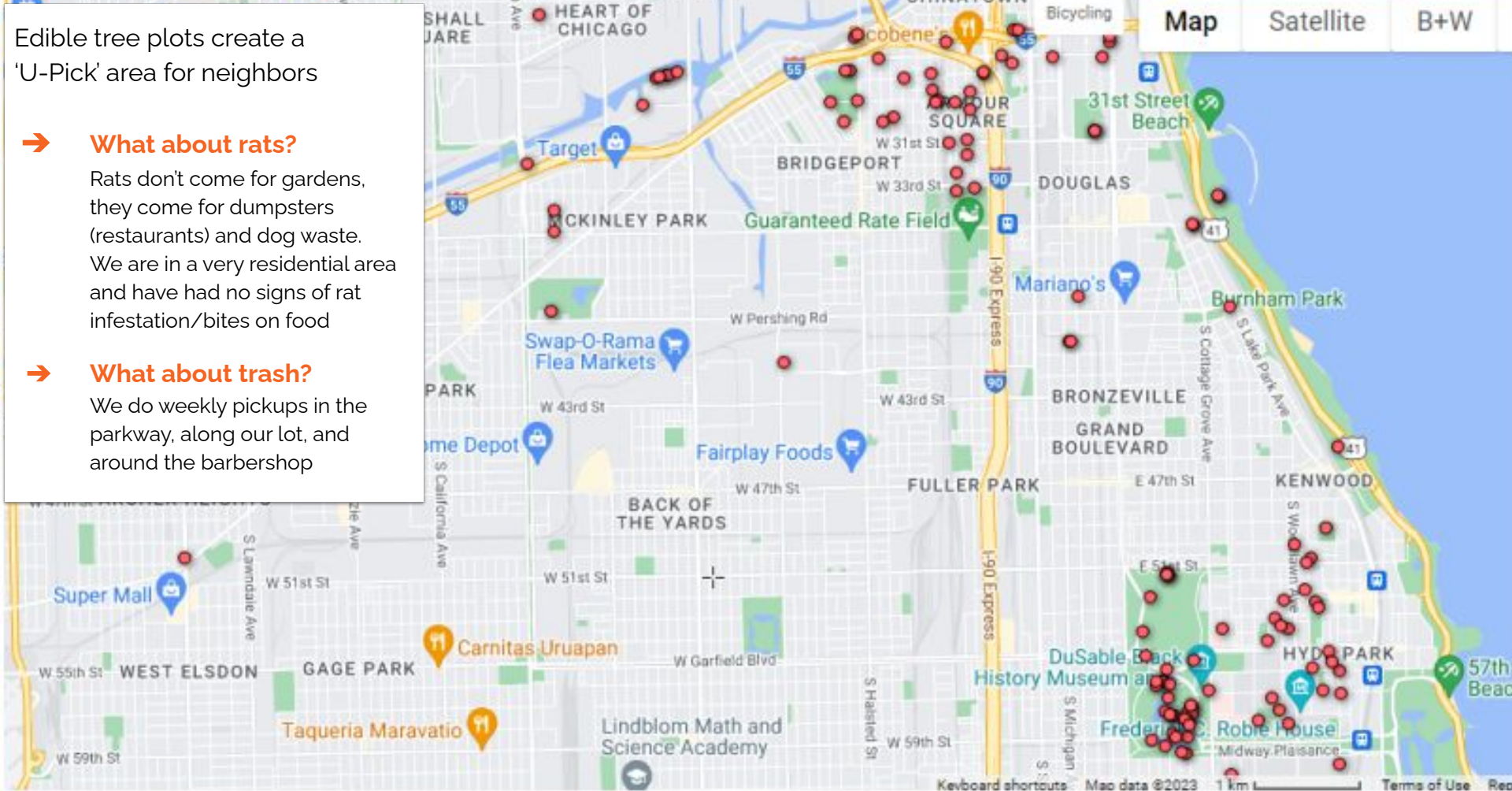
Edible tree plots create a 'U-Pick' area for neighbors

→ What about rats?

Rats don't come for gardens, they come for dumpsters (restaurants) and dog waste. We are in a very residential area and have had no signs of rat infestation/bites on food

→ What about trash?

We do weekly pickups in the parkway, along our lot, and around the barbershop



Densely planted edible tree plots noted in red dots. '+' is our location



Future Goals

- **Scale the business**
Increase revenue to increase wages, table at a weekly farmers market, grow staff to 4 worker-owners, grow 8,000lbs
- **GAP Certification**
Highest level of certification that will lead to wholesale market client (ex. Provident Hospital cafeteria)
- **Workforce Development**
Re-launch after school program with neighboring Richards Academy (across the street) and job training collab with Road to Redemption Farm
- **EBT Terminal Machine**
Awaiting USDA FNS number

Budget 2024

2	Seeds		\$112	true leaf market, johnnys potatoes
3	Seed Starting, transplants		\$361	coir, seed starting rack
4	Soil + Amendments		\$320	straw, fertilizer
5	Food (from farmers, staff work meals)		\$437	work meals, community events, produce from
6	Gas for CSA Delivery		\$509	gas, tolls, violations
7	Land, Water Use		\$400	Land secured through Neighborspace
8	Equipment		\$316	bags, bands, processing and distro supplies, to
9	General Capacity Building*	*pending BACP funding	\$0	jang seeder, row cover, *greenhouse (9k) *was
10	Labor	figured at \$15/hr	\$14,685	<i>r.e./p = retained earnings + patronage</i>
11	Infrastructure Contingency/Repairs (figured at 12%)	uh-oh fund	\$194	MABEL (March-November)
12	GAP Certification, EBT machine*		\$0	MEL (May-October)
13	Taxes (7% of payroll), Admin Fee, Property Tax		\$892	FLORENCIO/CARL/SAIRA
14	<i>total expenses -</i>		\$18,226	
15	Revenue			
16	F2F Clients		\$355	Cedillos and Closed Loop
17	CSA		\$11,167	26 total, sliding scale options
18	WIC + Senior FMNP Sales		\$20	will phase out after this year, not suitable for o
19	Wholesale		\$1,048	Real Foods Collective
20	Restaurants		\$0	not yet viable, future growth area
21	Sliding-scale cash sales/donations		\$505	farmstand sales on Saturdays, misc neighbor d
22	Seedling Sales		\$40	spring and summer seedling sales
23	Vermicompost Sales		\$0	not yet viable, future growth area
24	*Grants, Crowdfunding		\$5,383	*~18k from neighborspace, Bici, 250 from the l
25	Retained Earnings		1468.5	Reinvested from worker-owners (10% of total s
26	<i>total revenue -</i>		\$19,986	

Notes

→ Land

Property taxes and water only expense, work/trade for fridge, kitchen use

→ Retained Earnings

10% of salary withheld but reinvested into business. Will be paid back when more profitable

→ Grants

Covered plumber cost, tree trimmer, storage container

Budget 2025

Notes (projected)

→ Profits and Scale

This budget includes projected capacity with addition of hoophouse and wholesales to food hubs

- ◆ Allows wage raise to \$20/hr, then \$25/hr by '26 -or- group health care plan

Expenses		Dollar Amount (\$)	Description		
Seeds		\$470	tktktktktk		
Seed Starting, transplants		\$748	748 for shrubs for bioswales		
Soil + Amendments		\$1,880	homemade foliar spray, straw, 16 c/y of compost, vermicompost bulk order		
Food (events, work meals, conference)		\$475	mostly donated from #EverybodyEats program		
Vehicle, Gas for CSA Delivery		\$10,915	repairs not included, \$320 for vehicle monthly 65.5 cents/mi		
Land, Water Use		\$400	to Steve from Barbershop (neighbor), Land secured through Neighborspace		
Equipment		\$325	bags, bands, processing and distro supplies, tools		
General Capacity Building*	*Comm. Growers Program	\$17,116	*greenhouse (9k) ^washpack station (3k), *shipping container storage unit (3k), ^st		
Labor	figured at \$20/hr	\$39,360	r.e./p = retained earnings + patronage	\$20/hr	R.E./P (20% of salary)
Infrastructure Contingency/Repairs (figured at 12%)	uh-oh fund	\$3,774	MABEL (March-November)	\$15,840	\$3,168
GAP Certification, EBT machine^	^AUA Cap Build	\$3,500	MEL (May-October)	\$5,760	\$1,152
Taxes (7% of payroll), Administrative Fees		\$3,055	FLORENCIO/MOISES (May-November)	\$11,200	\$2,240
total expenses -		\$82,019		\$32,800	\$6,560
Revenue					
F2F Clients		\$2,500	Cedillos and Closed Loop		
CSA		\$22,250	25 at \$650 (deliv included) ea, 5 at \$600, 10 at \$300, 10 free bags		
WIC Senior Vouchers		\$4,500	Senior building and CHA housing thru Mel		
Wholesale		\$5,500	Real Foods Collective, Region Roots Food Hub		
Restaurants		\$900	Music' Garlic purchase through Mel connection		
Sliding-scale cash sales/donations		\$650	farmstand sales on Saturdays, misc neighbor donations		
Seedling Sales		\$750	spring and summer seedling sales		
Vermicompost Sales		\$0	see wigglyville development budget		
*Grants, Crowdfunding		\$44,684	*~17k from CGP, 2500 pledge from Bici, 1050 for Worm Business Conference, includ		
Retained Earnings		3280	Reinvested from worker-owners (10% of total salary)		
total revenue -		\$85,014			
P/L		\$2,995			