



Smile  
FARMS®

2019  
ANNUAL REPORT



## TABLE OF CONTENTS

- |          |  |          |   |
|----------|--|----------|---|
| <b>1</b> | A Message from the Chairman                  | <b>4</b> | Reaping Rewards                         |
| <b>2</b> | Our Story: Planting the Seed For Smile Farms | <b>5</b> | Special Events and Volunteer Engagement |
|          | Growing Jobs By Growing Farms                | <b>6</b> | Smile Farms in the News                 |
| <b>3</b> | Smile Farms in Action                        | <b>7</b> | Donors and Partners                     |

Organized under the laws of New York State as a not-for-profit corporation, Smile Farms Inc. is exempt from tax under Section 501 © (3) of the Internal Revenue Code and is governed by an independent and non-salaried Board of Directors. Smile Farms Inc. qualifies for the maximum charitable contribution deduction by donors. A summary of activities and financial highlights for the Fiscal Year ending December 31, 2019, is described in this report.

## A MESSAGE FROM THE CHAIRMAN

It's been a year of pivotal achievements, a year in which Smile Farms supporters, Board members, and partners all demonstrated a commitment to creating a brighter, stronger future by providing opportunities for people of all abilities to better their communities. For that, we are profoundly grateful.

We are pleased to introduce this report, which serves as a reminder of where we have been and a signal of where we are going.

Smile Farms began with the goal of creating employment opportunities at one agricultural campus for one partner organization. As we've grown, so has our ambition. We now see the organization emerging not only as a leader in providing solutions for the problem of unemployment among adults with disabilities, but as an anchor for K-12 school-based curriculum and vocational programs.

We look to the future with excitement. Your support and commitment have helped to get us here and will certainly take us into the future.

**JIM MCCANN**  
Chairman



Together with his brother, Chris McCann, and in partnership with IGHL, he opened the first Smile Farms campus. Since then, it has blossomed from a single greenhouse operation into a 501(c)3 non-profit organization with eight campuses and counting. Today, Smile Farms has created both employment and vocational opportunities for hundreds of adults and youth.

*"Citizens, neighbors, coworkers and friends should make a difference in the communities where we work and live."*

**-JIM MCCANN,**

Founder and Chairman,  
1-800-FLOWERS.COM, Inc.

*"Having a job means a whole lot more than having a paycheck. It's your reason for being. It's social. It's what you talk about with your family."*

**-WALTER STOCKTON,**  
Founder and CEO, IGHL

## OUR STORY: PLANTING THE SEED FOR SMILE FARMS

Several years ago, Jim McCann received a call that led him to the initial idea for Smile Farms: one that would change the lives of the McCann family, while greatly improving the prospects for adults with developmental disabilities, their families, and communities.

At the time, Jim's brother Kevin lived at the Independent Group Home Living (IGHL) in Moriches, NY, a residence for people with developmental disabilities. IGHL founder and CEO Walter Stockton knew Kevin and other adult residents would flourish if they had the chance to work at meaningful jobs. But employment opportunities for developmentally delayed adults were scarce. On the call, Walter wondered if Jim could help. He could.

## GROWING JOBS BY GROWING FARMS

The Smile Farms program model works because we partner with non-and for-profit organizations to:

- Develop agricultural campuses that meet community needs, while motivating individuals, businesses and civic organizations
- Generate sustainable revenue to fund our partners' indispensable services

All plants, flowers and fresh produce grown at the Smile Farms campuses are:

- Sold in a variety of venues in the communities where they're located
- Used in the kitchens of partner organizations
- Donated to local nonprofits serving people in need

# SMILE FARMS IN ACTION

From valuable employment opportunities to New York State-accredited vocational training for those seeking gardening, horticulture and agricultural-related occupations, Smile Farms offers unique opportunities at each of its partner campuses across New York. See how each one is making a difference.

## Smile Farms at Independent Group Home Living (IGHL)

MORICHES, NY

- Employees grow annuals, perennials and herbs in 19 greenhouses, with produce sold in an onsite retail store and to local florists and communities.

## Smile Farms at Cornell Cooperative Extension in partnership with IGHL

YAPHANK, NY

- Employees grow produce that helps offset the food costs for IGHL's many facilities.

## Smile Farms at Holly's Guest House/IGHL

CENTER MORICHES, NY

- Employees grow organic produce that supplies IGHL residential kitchens.

## Smile Farms at IGHL Administration Building

MANORVILLE, NY

- Employees grow organic herbs and produce in a greenhouse and four raised beds that are utilized in meals for IGHL residents.

## Smile Farms at the Viscardi Center

ALBERTSON, NY

- Employees grow vegetables hydroponically and in garden beds.
- To prepare future gardeners, horticulture has been incorporated into the Center's science curriculum.

## Smile Farms at Family Residences and Essential Enterprises (FREE)

OAKDALE, NY

- Employees tend raised beds as well as a year-round hoop house and greenhouse, growing vegetables and herbs, with the harvest used in the onsite kitchen.

## Smile Farms at League Education & Treatment Center (LETC)

BROOKLYN, NY

- Employees tend raised beds, a hoop house that allows for year-round operations and a sensory garden where a variety of peppers are grown for use in Smile Farms Hot Sauce.



- Select students participate in a New York State Department of Education-accredited agricultural education curriculum, learning about horticulture, while getting hands-on experience and earning credits toward their diploma.
- Smile Farms at LETC broke the mold by turning their fall harvest into a marketable product—hot sauce. Through their Smile Farms-funded partnership with Brooklyn Grange, the team at LETC harvested 337 pounds of sweet and hot peppers that were bottled into nearly 1,000 bottles of red and green hot sauce.

Brooklyn Grange is the leading rooftop farming and intensive green roofing business in the US. They operate the world's largest rooftop soil farms, located on three roofs in New York City, and grow over 80,000 lbs. of organically-cultivated produce per year.

- The two varieties each feature different artwork created by consumers in LETC's League Artist Natural Design (LAND) program.
- Smile Farms hosted a corporate Pop-Up sale for the hot sauce at Salesforce's Headquarters in Bryant Park and a second one at the 1-800-FLOWERS.COM, Inc. corporate offices on Long Island.

## Smile Farms at Riverpark, in partnership with the Center for Family Support

NEW YORK, NY

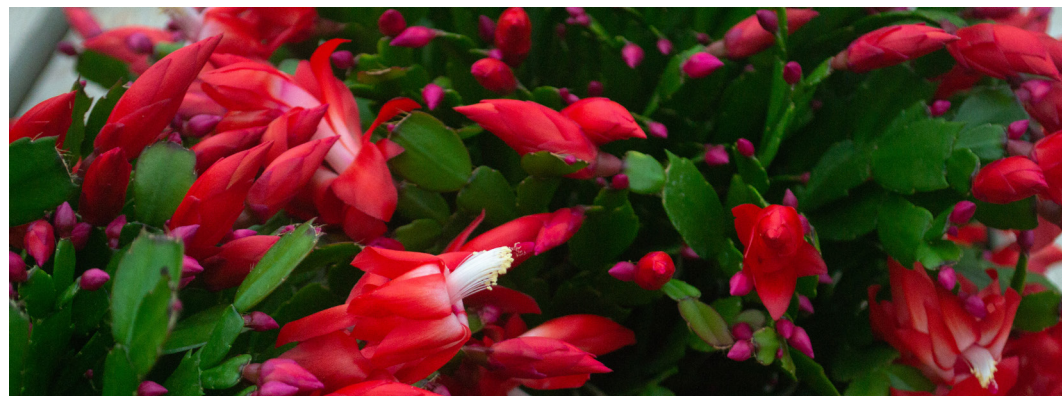
- Smile Farms employees grow produce that supplies the upscale Riverpark restaurant next door.

## REAL STORIES: A MAGIC OPPORTUNITY

David Ventura is a model Smile Farms employee who has found great satisfaction in his work. When asked to describe what his job at Smile Farms means to him, David said,

“ [I feel] very  
professional, I feel like  
I’m doing really well  
actually and..  
I love it.”

David adds, “I also take magic lessons with the money I earn from my paycheck. I have become a great magician and put on many shows.” According to David’s mother, “[His] job gives him a sense of more responsibility and he takes it seriously. He feels like he is accomplishing something and is fulfilled.”



## REAPING REWARDS

The programs available through Smile Farms benefit many—from individuals with developmental disabilities, to volunteers, staff, donors and local communities. We are proud of the engagement between our supporters and our farmers. Both groups have shared with us how much they truly enjoy working together. And the lives of our farmers are so enriched by their work on the farms. The pride they feel, the life skills they learn and the socialization they experience offer an unmatched, far-reaching impact. For us, this is the true mark of success; but our impact does not end there:

- Families of Smile Farms employees gain peace of mind—and often the time—to pursue their own goals once their adult child or sibling is thriving in a supportive, developmental work setting. Some of their financial responsibility is also eased.
- Partner organizations gain visibility and community support, an alternative funding stream to support their mission and the chance to generate additional food-related businesses.
- Communities served by the farms gain greater access to locally grown plants, flowers and produce, nutritional education, and opportunities for meaningful volunteerism.
- Supporters gain a partner with whom they can exercise social responsibility in a cause that has an immediate and visible impact on so many lives.
- Government agencies, advocacy groups, and businesses gain a model for how to successfully build partnerships leading to inclusive employment opportunities.

# SPECIAL EVENTS AND VOLUNTEER ENGAGEMENT

## 3<sup>RD</sup> ANNUAL SPRING BENEFIT

More than 250 people attended the Smile Farms 3rd Annual Spring Benefit honoring Alexandria Real Estate Equities, Inc. The event raised over \$350,000, a record-breaking total that will significantly impact the organization's ability to expand on its mission.

Hosted by two-time Emmy award-winning NBC 4 New York meteorologist, Raphael Miranda, the event featured a performance by Tony Award nominee, Ann Hampton Callaway, and rousing entertainment from the FREE Players Ensemble, a regionally-renowned singing group of adults with developmental disabilities. The evening also included a presentation of the inaugural Smile Farms Corporate Champion Award to Cahill Gordon & Reindel LLP.



Raphael Miranda, two-time Emmy award-winning NBC 4 New York Meteorologist

## "NIGHT UNDER THE LIGHTS"

Smile Farms was honored at a special homeplate ceremony, as employees and their families enjoyed a musical performance by the FREE Players Ensemble.

## "RIGHT IN OUR OWN BACK-YARD" SUMMER SOIREE

This fantastic evening was filled with delicious canapes incorporating Smile Farms produce and delicious wine. A special thanks to Chef Tom Colicchio, Crafted Hospitality and the talented team at Small Batch.

## 5<sup>TH</sup> ANNUAL GOLF OUTING

Our 5th Annual Golf Outing was one for the record books! We raised over \$200,000 as golf outing chairman Jay Scansaroli greeted 120 golfers at the championship Sands Point Golf Club. The Smile Farms Corporate Champion Award was presented to Sirius Computer Solutions.



Smile Farms was honored at the Home Plate Ceremony.



Kevin McCann, Tom Hughes, and David Ventura

"I've volunteered at dinners, golf outings, grand openings and "hoedowns," all in an effort to increase awareness and funds to support Smile Farms. I've visited campuses where Smile Farms employees thrive and listened to them tell me about their day-to-day responsibilities."

**- CHRISTOPHER J. MILLS**  
SMILE FARMS BRAND AMBASSADOR



Chris Mills, Headshot



EisnerAmper Volunteer Team

"EisnerAmper Cares is involved with numerous volunteer events at various charitable organizations, but none are as special to me as our work with Smile Farms Inc., an organization that we have watched 'grow' since 2015."

**-CINDY FEDER**  
EISNERAMPER LLP

## SMILE FARMS IN THE NEWS

In addition to being a finalist in the Rising Star category at the 7th Annual Long Island Imagine Awards, Smile Farms is proud to have been featured in major media outlets, including:

Newsday	Long Island Report
Long Island Press	Edible East End
FIOS1 Long Island	103.1 MAX FM
News 12 Long Island	Sean Hannity
USA Today	Radio Delilah
Fox 5 New York	WPPB-FM 88.3
ABC-7	Huffington Post
Long Island Business News	DailyMotion
Long Island Pulse	Upworthy
Long Island Weekly	LinkedIn

# DONORS AND PARTNERS

Since 2015, 1-800-FLOWERS.COM, Inc. has supported Smile Farms programs through a combination of philanthropic donations, cause-related marketing promotions, in-kind assistance and national-level fundraising and promotional activities led by the enterprise's customers and employees. This support has been crucial in expanding the mission of Smile Farms and growing the organization from a single greenhouse operation into eight campuses and counting.

"At 1-800-FLOWERS.COM, Inc., we're committed to giving back to the communities we serve. We are a socially responsible company that actively engages in philanthropic efforts as good corporate citizens. Our team members are passionate brand advocates for Smile Farms, and they're committed to advancing its mission."

**- CHRIS MCCANN**

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