

2019 - 2020 Annual Report

eys That Heal



How the Café pivoted to help **provide 12,000 meals** to at-risk youth during quarantine

Our 20th graduation via a socially distanced parade (our new favorite tradition)

How love transcends six feet — and continues to heal

A DEDICATION

SHANNON MARTIN



Every once in a blue moon walking along a Tennessee stream, you come across a stunning and rare stone glistening in sunlight that transforms your path into a vision. That is how it felt when Shannon Martin crossed our threshold with her apron on, ready to work.

A donor, a volunteer, a leader, and an advocate, she transformed daily life at Thistle Farms with love as beautiful as sunlight sparkling on the water. Every act and every action — no matter how great or how small — Shannon offers is wrapped in grace and sincerity. She is one of the rare people who you can tell is smiling behind the mask. She doesn't see the work as beneath or beyond her. She simply wants to bask in the joy that she is a full member of the Thistle Farms community, walking hand and hand with her sisters in the dazzling light of love.

Shannon, we dedicate this annual report to you as a sign of our gratitude and deep wonder that someone as kind and humble as yourself, came our way.

LOVE.

Your Thistle Sisters (and Brothers)

Dear Friends:

We offer you this annual report as a glimpse inside Thistle Farms in the midst of a tumultuous year of pandemics, protests, and political division. *Through it all, the 5 "keys" highlighted in the following pages kept us grounded and focused on remaining a place of healing and hope.*

The women at Thistle Farms have known loss and uncertainty since many could spell their own name. Facing magnified, global levels of insecurity in the work of love has made us dig deeper and try harder to be a place of safety, hope, and healing.

Yes, the enterprises that sustain our mission took a hit. Yes, the dangers of recovery coupled with isolation could have been devastating. But it wasn't. During a time when so many people felt stuck at home, you made it possible for the women of Thistle Farms to feel safe at home.

On behalf of our entire community, thank you for reminding us that good news abounds, gratitude cannot be quarantined, and that love will easily traverse six feet.

With love and appreciation,

Hal Cato

Becca Stevens *Founder & President*



Ey#1 LOVE

LOVE IS OUR
GROUNDING PRINCIPLE
AND THE FIRST AND
MOST IMPORTANT KEY
TO HEALING.

Love shapes our foundation, our business practices, and our growth as a movement. Love as both the noun and the verb allows us to be a transformative community for all people.

SOME OF OUR FAVORITE LOVE STORIES THIS YEAR











1 BRENDA'S NEW HOME

After years of planning and months of hard work, Brenda Wilson, our Assistant Shop Manager, received the keys to a new home built by Habitat for Humanity with the assistance of members of her family, her Thistle Farms community and Former President Jimmy Carter and Former First Lady Rosalynn Carter.

2 LOVE SOUTH OF THE BORDER

In January, a team of Thistle Farmers visited one of our Global Initiative Partners, Sibimbe in Ecuador. Together, we created new product ideas, shared stories, and spoke of the women Sibimbe would employ in the future.

3 GRADUATION PARADE

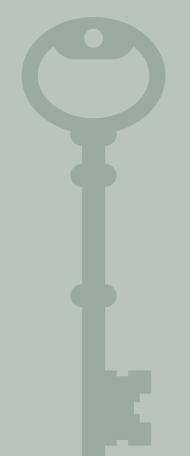
Our favorite day of the year — Graduation — looked a little different. A socially distanced parade overtook the alley behind our offices to celebrate the nine women who completed 24 months in the residential program. The joy, energy, and triumph transcended six feet.

4 WORK WITH SECOND HARVEST

When our cafe temporarily closed its doors in the early days of the pandemic, our staff continued to show hospitality by preparing over 12,000 sack lunches delivered and distributed each week to students living in food insecure households.

5 THISTLE FARMERS IN HIGH PLACES

Kelly Clarkson invited Becca, and our 2020 graduate, Kristina, to come share the story of how Love Heals. Not once... but twice!



HEALING SANCTUARY

FINDING A HEALING SANCTUARY IS A FUNDAMENTAL KEY TO RECOVERY FROM ANY KIND OF TRAUMA.

For 23 years, Thistle Farms has provided survivors the time, space, community, and resources they need to heal. Whether in the hills of Ecuador, a prison in Nashville, or a home in Omaha, fostering safe environments where women can heal and thrive is at the center of what we do

Over the past year, Thistle Farms provided sanctuary for 28 women survivors. All were provided free housing, healthcare, counseling, therapeutic groups, transportation, employment training, and education support, all in a therapeutic setting. 85% successfully completed the two year-program this year.

A LOOK AT THE NUMBERS:

18 Average number of years our residents have been in ADDICTION

99% of our residents have experienced HOMELESSNESS

10,000+ nights of safe and supportive HOUSING were provided to women survivors

1,600 medical, counseling, and trauma THERAPY appointments were made available to our residents

residents successfully COMPLETED the program and were celebrated with a joyous, socially distanced parade

women began their HEALING JOURNEY in the Tennessee Prison for Women through Thistle Farms on the Inside



The difference for me was having a home. I had just come out of jail, where I had to bunk with fifty other women. When I walked in, they handed me a key; and I could see a kitchen with pots and pans and plates. I almost dropped to the ground. I was so thankful to have that key. I didn't want to lose it. It was small, but it kept me going to a long time until the lessons started taking root in me. **

— Anonymous, Thistle Farms Resident

The THISTLE NATIONAL NETWORK is a *rapidly growing network* of cities who are replicating our residential model. Since its founding in 2011, leaders in 29 states have opened 46 homes committed to connecting survivors of prostitution, trafficking, and addiction to hope, healing, and empowerment.



66 Looking at me now, you do not see the trauma of my past. I now have a home, a bed (just for me), a key that unlocks a door to an entire supportive community that, most importantly, protects me. Thank you, God, for this new ground. 99

— Anonymous, Resident at Raise Your Head Foundation, Wichita, KS Sister Community of Thistle Farms

IN 2019-2020

 $357\,$ BEDS NATIONWIDE provide healing and sanctuary for women survivors

10 NEW CITIES opened in the last year, with 28 MORE still in development

 $\overline{Our}\ 1^{st}$ international sister organization opened a home in Belize

attendees participated in EDUCATION WORKSHOPS, which include learning tracks for program and social enterprise development





MEANING &PURPOSE

SINCE FOUNDING OUR FIRST SOCIAL ENTERPRISE IN 2001, WE HAVE BEEN COMMITTED TO CREATING HIGH QUALITY PRODUCTS AND SERVICES THAT HOLD BOTH MEANING AND PURPOSE.

When the work has meaning and purpose, we know that it is as healing for the artisan and producers as it is the customers. While we know that many people first come for the story, we realize that they stay because they value the experience.

In spite of the challenges the pandemic presented, the women of Thistle Farms were still able to produce 244,265 products and ship over 20,000 packages between July 2019 and June 2020

A LOOK AT THE NUMBERS:

 $244,\!265$ PRODUCTS manufactured

52 women SURVIVORS employed

 $36,\!000\,$ MEALS served in the cafe

75,000 hours of EMPLOYMENT

 $22,\!000$ online orders placed

63% INCREASE in online revenue

\$1.6M EARNED by graduates and residents



Team members who were unable to leave their home due to the quarantine stayed busy by helping WRITE THANK YOU "LOVE LETTERS" THAT WERE MAILED TO MORE THAN 10,000 CUSTOMERS AND DONORS.

We were surprised by the numbers who in turn wrote back, and reading the replies filled us with joy and encouragement. Although 3 of our 4 sales channels were completely shut down during quarantine, we were able to keep 99% of our workforce employed. October of 2019 marked THE 5TH YEAR of our Shared Trade Initiative.

THISTLE FARMS GLOBAL SHARED TRADE helps create economic freedom for women survivors worldwide by helping launch new social enterprises, incorporating existing global enterprises into our supply chain, and connecting unique global enterprises directly with our customers. With the support and sales generated through Thistle Farms Global, partner enterprises can hire more women, increase wages, and reinvest in their communities. An investment in women producers heals families and ends cycles of poverty and abuse.







GLOBAL SHARED TRADE

38 partners in 20 COUNTRIES

50-60% of revenue is RETURNED to our partners for continued development

 $1,\!400$ people EMPLOYED by partner organizations

18% GROWTH in sales over previous year

COVID-19 RELIEF GRANT RECIPIENTS

For the first four months of the pandemic, 95% of our global partners had to stop production for the safety of their artisans and communities. This impact to global commerce has resulted in an 47% average loss in revenue since the beginning of the pandemic for our global partners.

Nine of our partners were selected to receive small grant reliefs to help offset the financial impact.

- BELJOY, HAITI Two homes were built for artisans in need of safe and secure housing.
- ♣ COLLECTIVE HUMANITY, CAMBODIA Built the first water hygiene and sanitation station in their village, essential in a time when hand washing can save lives.
- 8→ IKIREZI, RWANDA Farmers wages were paid to support the workers and the community.
- 8→ LOVE WELCOMES, GREECE Artisan wages and community support.
- 8- MISSION LAZARUS, HONDURAS Artisan wages and community support.
- MORINGA MADRES, MEXICO Artisan wages and community support.
- NORTHSIDE HEALING SPACE, USA Housing stability through funding rent and support for utilities to keep families in their homes in the United States.
- 8

 SIBIMBE, ECUADOR Artisan wages and community support.
- ₱─ YEWO, MALAWI Built a solar-power system for the workshop, while generators
 and batteries were limited during pandemic lockdown.

of one of our artisans, Fedeline, the lives of her family, and generations to come! In Haiti, homeownership is rare. Fedeline, is a single mother of 2 children, who also provides for her extended family. She purchased the land several years ago and has slowly been building her home. It was projected to take her around 20 years to complete her home, as she buys a few bricks at a time with the money she can save. Because of the funding from Thistle Farms, she will now have a completed home, and the burden of homeownership and safety was expedited. This is literally a dream come true for Fedeline and the Beljoy community! — Abby Clevenger, Founder of Beljoy



WE SEE COMMUNITY NOT AS A STRUCTURE BUT AS A BOND.

Practicing radical hospitality — where everyone is welcomed with warmth and acceptance, without judgement or preconceptions — is key to to creating this healing bond. We are passionate about forming relationships through shared experiences, storytelling, and radical hospitality.

This past year, we welcomed more than 70,000 guests through our doors. They came for meals, celebrations, receptions, education workshops, and weekly circles. It is our hope that they left feeling appreciated and valued. After COVID required that we close our doors, we thought of new and creative ways to show radical hospitality. Our employees wrote 10,000 notes to donors while quarantined at home, thanking them for believing in us. Our cafe staff partnered with Second Harvest Food Bank to provide over 12,000 sack lunches for food insecure communities over the spring and summer months. And of course, we still gathered each week, thanks to Zoom, to circle up as a community, check in on one another, and light a candle in hopes that it will help the next woman find her way home.

EVERYONE IS WELCOME

 $70,\!000$ GUESTS came through our doors.

 $1 in 4 \ {\it customers is a REPEAT GUEST}$

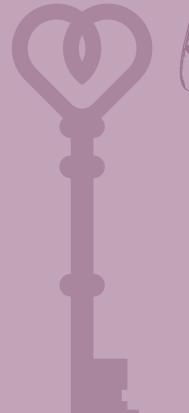
 $700\,$ VOLUNTEERS who gave over 2,100 HOURS of service

12,000 sack lunches prepared and distributed through SECOND HARVEST FOOD BANK









PERSONAL GROWTH

NOT GIVING UP ON ONE ANOTHER IS KEY TO OUR HEALING AND GROWTH AS INDIVIDUALS AND AS A COMMUNITY.

There is an ethos and diligence shared at Thistle Farms towards improving one's personal, professional, emotional, and mental well-being. We are here to lift each other up and gracefully hold one other accountable to doing our best and offering our best.

5 SURVIVORS REFLECT ON THEIR PERSONAL GROWTH THIS YEAR



DEBBIE 2020 Graduate and Customer Service Manager

66 Sometimes the key to everything coming together is a literal key. Knowing that I was trusted with a key to the house where I healed and grew at Thistle Farms Residential was one of the first keys to my recovery success. 99



MELISSA Barista at the Cafe at Thistle Farms

66My license was suspended four years ago. I paid those fines in half the time I was given. I bought a car, got an apartment, and received a couple of new keys that represent the distance I've traveled and the life I've built as a part of a loving community. 99



DASHAWN 2020 Graduate

⁶⁶I was so excited to go back to college and get my degree. I know that having this degree is just another step in a successful life. I even graduated with a 3.7 GPA. I am so proud of me!⁹⁹



TERESA 2020 Graduate and Clinical Assistant at Trevecca Medical Center

66Nursing is my truest calling. I get to follow my dream career because of the wellness and confidence I regained at Thistle Farms. 99



JENNIFER 2012 Graduate and Volunteer Coordinator

⁶⁶This year, I was able to have my entire criminal record expunged, I was reminded that my story matters. That day — my last time to appear before a judge — was the first time in a criminal justice setting where I felt the basic dignity of being seen and heard. At the end of the reading of my charges when it was announced that my record was clear, the judge stepped down from the bench and hugged me.⁹⁹

IN GRATITUDE FOR OUR SUPPORTERS*

GIFTS RECEIVED JULY 1, 2019 - JUNE 30, 2020

FRIENDS OF THISTLE FARMS \$15,000+

Katie and Lewis Agnew
Laurel and Stephen Coleman
Uzma Latif
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Mitzi and Bryan Maynard
Christy and Fernando Mechereffe
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The Boedecker Foundation

Caterpillar Foundation

Cockayne Fund, Inc.

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Episcopal Diocese of Texas

Equinox Information Systems

The Flora Family Foundation

The Frist Foundation

HCA Healthcare

The Healing Trust

The HRH Foundation

Ingram Industries

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Jackson National Community Fund

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The Marlene and Spencer Hays Foundation

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The Milly Ann & John Stewart Charitable Fund The Nashville Predators Foundation presented by SmileDirectClub

Network for Good

Orrin H. Ingram Fund

Stand Together

Tennessee Titans

Tri Star Sports & Entertainment Group

UBS Financial Services

The William Stamps Farish Fund

GRATITUDE CIRCLE \$3,000-\$14,999

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AEG Presents LLC

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Altria Companies Employee Community Fund

American Association of Orthopaedic Executives

The Anne Potter Wilson Foundation

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The H. Evan Zeiger, Jr & Margaret Zeiger Charitable Foundation

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JLC Family Donor Advised Fund

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United Way of Greater Philadelphia and Southern New Jersey

The Well-Fed Women Podcast

Wells Fargo

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Carol Ross-Spang Ann Rougle John Sabo Taine Sampler Jana Sanchez Kent Schlundt Rachel Scott

Terri and Michael Seabrook

Scott Segal Graham Sharp Mary Ann Shaw Sandra Shuster Peggy Smith

Brenda and Daniel Smith

Reese Smith III

David Spigel
Debbie Sprang
Annette Stanton

Ryan and Tracey Starck

Whitney Stone Amy Styers Cheryl Surbaugh

Helen Svoboda-Barber

Chuck Sweeney and Catherine Geinery

William Taber Jr. Joseph Taylor Anita Taylor Laura Taylor

Paul Teschan

Adrienne Thompson

Jackie and Blake Tidwell

Carrie and Kiersten Todd

Heather Tuthill

Alexis C and Louis J Ventre

Anne Vereen Adam Walker

Joan and Steve Welbourn

Jane West Tim Wheeler

Steve and Sue Fort White

Hal White

Barbara Whittemore

Martha Weeks and D Scot Williams

Gillian Williams Kim Williams-Paisley Douglas Willson

The Honorable Joseph A Woodruff

 $\mbox{Mr.}$ and $\mbox{Mrs.}$ Thomas C. Wylly II

Mark and Paula Zelle Al Corporate Interiors

All Saints Church (Pasadena)

All Saints Church Torresdale Austin Theatre Alliance

Ayco Charitable Foundation

Benevity Community Impact Fund

Breckenridge Music Institute dba Breckenridge Music Festival

Chubb Charitable Foundation

Comcast Cares

Crowley Tool Company
Denny and Celia Thompson
Foundation

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DMP LLC DEPT Doc Roc, LLC Episcopal Church of the Ascension (MN)

Episcopal Diocese of New Hampshire

First Avenue Productions, LLC

Folksingers Union

Foster Engineering & Energy, Inc. Frank Productions Concerts, LLC

Gantert - Toledano Trust

GoNoodle, Inc.

Grace Episcopal Church

GASS Entertainment

Historic Franklin Presbyterian

Church, Inc.

Iovino Family Charitable Fund

Jefferson Center
Jump In. LLC

Kessler Entertainment Group, LLC

Libby Helms, Inc dba The Good Beginning Mission Music, LLC dba Crescent Ballroom

MOKB Presents LLC

Montgomery Bell Academy

Music and Event Management, Inc

NADA Foundation The Pageant, LLC

Phoenix Club of Nashville

Promises Behavioral Health LLC

Regent Theatre DTLA, LLC

RJ Young

Rock Springs Church

Roxian Live, LLC

Shell Employee Giving

St. Andrews of the Pines

Stanford University –

Office for Religious Life

State Theatre, Inc.

Stephen B Smith Charitable

Foundation

Tennessee Business Travel

Association

Thirty Tigers

Tivoli Theatre Foundation, Inc.

TM Earthworks, LLC Travelers Insurance

The Walter P Zivley Fund

The Wilkinson Mango Family Fund

Women's Business Enterprise National Council (WBENC)

Woodmont Christian Church

Workday, Inc

*Only those who gave over \$500 and above are shown.

We are extremely grateful for nearly 3,000 additional donors.

COMMUNITY PARTNERS

Interfaith Dental Clinic

The Sexual Assault Center

Elam Mental Health

St. Thomas Family Health

Renewal House

The Next Door

Lentz Public Health

Meharry-Metro General Hospital

New Level Community
Development

Grace Empowered

Nashville State University

The Vanderbilt School of Nursing

Project Re-Design

Belmont School of Law

Legal Clinic

Cherish Hearts Courts

Primary Eye Care

Safe Haven and Financial

Empowerment

THISTLE FARMS GLOBAL ADVISORY COUNCIL

Tara Armistead – Nashville, TN

Lori Barra – San Francisco, CA

Cathy Brown – Nashville, TN

Parag Desai – Nashville, TN

Alika Galloway – Minneapolis, MN

Abi Hewitt – London, United Kingdom

NIcholas Hitimama – Kigali, Rwanda

Rev. Frannie Kieschnick - Palo Alto, CA

Rev. Mike Kinman – Los Angeles, CA

Laurie Platek - Rye, NY

Fiona Prine - Nashville, TN

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Elizabeth McDonald – Community Volunteer

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John Secrest – Ingram Content Group

Clint Smith – Entrepreneur

Kathryn Walker - Bass, Berry & Sims

John Weisenseel - AllianceBernstein



In Memoriam

Between 2011 - 2019, **JOHN PRINE** helped raise more than \$2,000,000 for Thistle Farms. More importantly, he showed hundreds of women survivors what it means to be celebrated and honored. John's presence reminded men that this was not a woman's issue — it was a human rights issue.

John's heart was a wonder. He loved his family, justice, God, and all of us at Thistle Farms. He could cut through so much and get to the heart of the matter with a single well placed rhyme. His lyrics landed on our souls and remained there; "You can climb the highest mountain. Touch the moon and stars above. But old faithful's just a fountain. Compared to the glory of true love!"

The love in John's heart doesn't die, it radiates in signs and wonders and for that we are truly grateful.



FINANCIALS

CORPORATIONS: 14% INDIVIDUALS: 54% FOUNDATIONS: 30% OTHER: 2%

Statement of Financial Position

EV 2020

EV 2010

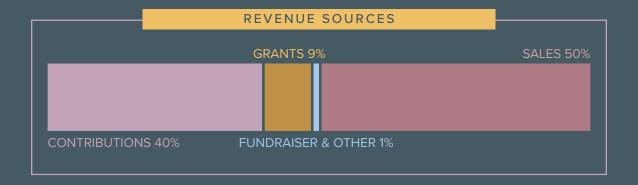
FOR THE PERIOD ENDED JUNE 30, 2020

ACCETC

ASSETS	FY 2020	FY 2019
Cash & Cash Equivalents	3,035,422	505,397
Accounts Receivable	294,162	88,071
Other Current Assets	227,027	229,123
Inventory	551,918	607,652
Property & Equipment	4,193,030	4,561,296
Intangible Assets, Net	71,900	37,466
TOTAL ASSETS	\$8,373,459	\$6,029,005
LIABILITIES & NET ASSETS		
LIABILITIES & NET ASSETS		
LIABILITIES		
Accounts Payable	181,571	62,012
Accrued Liabilities	187,659	136,976
Note Payable	695,500	0
Other Current Liabilities	84,294	65,408
TOTAL LIABILITIES	\$1,149,024	\$264,396
NET ASSETS		
Temporarily Restricted &		
Unrestricted Net Assets	7,162,115	5,951,066
Change In Net Assets	62,320	(186,457)
TOTAL NET ASSETS	\$7,224,435	\$5,764,609
TOTAL LIABILITIES & NET ASSETS	\$8,373,459	\$6,029,005
TO THE EIRBIETTED & HET ASSETS	Ψ0,070,400	40,023,003

 $^{^{\}ast}$ FY20 results are unaudited and FY19 includes Love Welcomes, LLC

THISTLE FARM ST



Statement of Operating Activities

FOR THE PERIOD ENDED JUNE 30, 2020

REVENUE	FY 2020	FY 2019
Contributions, Operating	3,048,516	1,952,031
Grants	738,500	686,000
Sales	3,851,620	3,880,046
Fundraiser & Other	40,082	253,596
TOTAL REVENUE	\$7,678,718	\$6,771,673
EXPENSES		
Direct Expenses	2,260,382	1,868,458
Payroll Expenses	3,045,929	2,568,149
Professional Fees	536,862	525,629
Travel & Entertainment Expenses	94,982	129,994
Advertising & Promotion	96,692	183,070
Other Program Expenses	371,251	278,420
Other Operating Expenses	243,173	269,688
Facilities	363,962	351,743
Love Welcomes, LLC Expenses	0	204,914
TOTAL EXPENSES	\$7,013,233	\$6,380,065
CHANGE IN NET ASSETS		
BEFORE DEPRECIATION	\$665,485	\$391,608
Depreciation and Amortization	603,164	578,063
CHANGE IN NET ASSETS	\$62,321	(\$186,465)

^{*} FY20 results are unaudited and FY19 includes Love Welcomes, LLC

^{**} Capital contributions not shown in operating activities totaled \$1,397,503 in FY20 and \$0 in FY19



What is a key really?

It's a shiny, small piece of metal that one uses to open a lock such as a door or treasure chest maybe.

This community has given me many keys.

KEYS to recovery.

KEYS to a sisterhood, how to be a sister.

KEYS to being a part of my family, to be there for them.

KEYS to loving myself and others.

KEYS to being spiritually connected to a Higher Power.

Many things in the treasure chest that was always mine to open.

KEYS to freedom from selling myself.

KEYS to financial freedom.

KEYS to being a leader at my job.

KEYS to independent living.

These were all things that used to feel like hopelessly locked doors.

Today I carry a very large keychain because I carry with me all of the keys that I have been given to be the woman I am today.

Christy Farris2020 Thistle Farms Graduate

