



Willowsford
CONSERVANCY



Board of Trustees & CAC Joint Meeting

May 19, 2026

5:30 to 7:30 pm

Farm Packing Shed/
Zoom





Agenda

- Welcome & Resident Comments
- Board Business
- Old Business
- New Business
- Farm Update
- Finance Committee Update
- Community Advisory Committee Business

- Tour of Farm

Opening & Board Business

- Public Comment
 - Two minutes per speaker
- Approval of 3/24/26 Meeting Minutes
- Approval of Agenda

Board Business

- Update on Open Board Seat

Old Business

- Food Access
- Grant tracker
- Invasive Species Plant Management Program Grant Update
- Update to Graphic Standards Manual

Food Access

- Dulles South Food Pantry
- Seven Loaves
- Anna Sudha Community Kitchen

Grant Applications: 8 Total

- Applying: 2
 - Peoples Republic Bank and Farm Credit of the Virginias
- Approved: 2
 - Loudoun County ISPMP Grant (LIRA) - \$50,000
 - Google Nonprofit Ad Grant (\$10,000/month, renewable)
- Pending: 2
 - Loudoun County Human Services Nonprofit mini grant – Fund Access (\$5k)
 - Clif Family Foundation – Regenerative Farming/Soil Health (\$23k)
- Declined: 4
 - Dominion Energy

Recommended by county staff for \$5,000 Human Services Non-profit Grant with County. BOS needs to approve (\$5,000 for Food Access)

IPSMP Grant Update

- Awarded \$50,000 in early 2026
- Three locations in The Grant (by campsite along Everfield, Lunar Harvest, Florina)
- Wooded area invasive removal commenced by campsite; delay with contractor for other two locations until late June
- Meadow treatments will begin soon



Update to Graphic Standards Manual

- Manual last updated under Developer in 2019
- With HOA staff input and approval, the following updates were made in 2024-mid 2025:
 - No changes to Conservancy logo colors. Added dark olive for Farm
 - Additional colors added to palette for farm marketing (Support Your Agrihood Campaign)
 - Additional fonts added
 - Native Plant Nursery logo design

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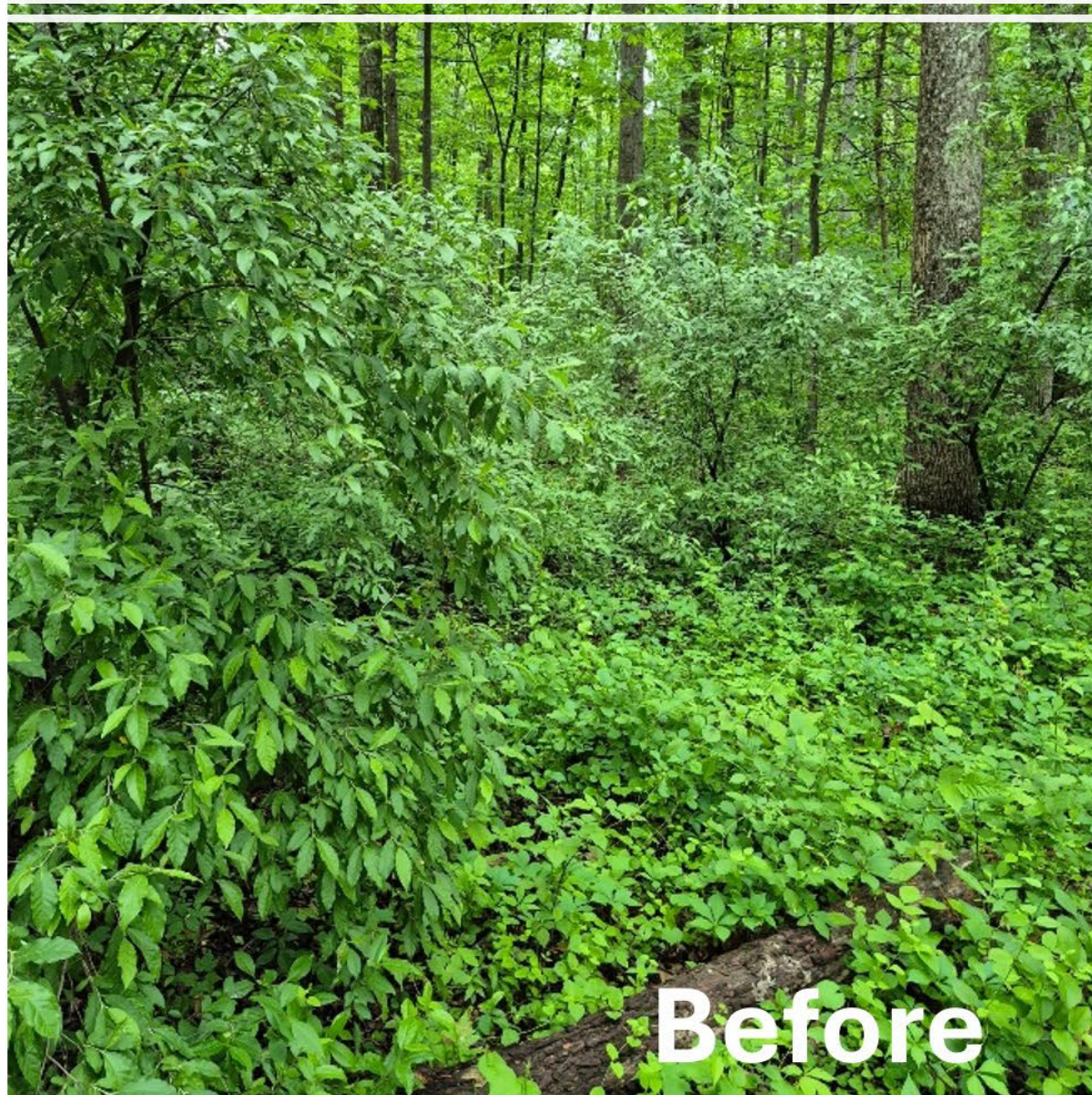
Update to Graphic Standards Manual



New Business

- Forestry Mulching Pilot Project
 - Approved in 2025 budget
 - Pinewoods Loop Trail

Forestry Mulching Pilot Project



Farm Staffing Update

- Farmer Anna started a new job in mid March and is supporting us PT until Emma starts later this month
- Farmer Jarrett started in March replacing a farmer who left to go to grad school and Brett started as our delivery driver
- Andy and two farm team members who moved here to join him departed in April (Andy to start a new job with the county and Eric & Rachel to move back to the Midwest)
- Paul joined us in April as our new Farm Director
- Kylie & Charlotte started as well as new Farmers

Farm Season Update

- Sanitary outfall construction project for Parkside Village development delayed greenhouse seeding by 2 weeks
- Team transition and then orientation of new team members resulted in delay in transplanting
- Late frost impacted growers all over region
- Winery crew helped for three days



Farm Season Adjustments



- Delayed start of Farmer's Choice CSA until early June
- No impact to egg shares and flower shares; online store and farm stands have higher amount of partner products
- Due to lower sales and Deb not able to staff, Thursday Grange Farm Stand closed this season. Pick up at Packing Shed offering convenience to customers



Farm Season Update

- Boat House Farm Stand will run Thursday from 4 to 6 pm all season. Opening event went really well.
- Grange Farm Stand will run Saturdays from 9 am to 1 pm. With strong sales and attendance at opening event.

March 2026 Financials

- Revenue \$3k below budget for the month and \$3.5k below budget YTD \$7k ahead of where we were this time last year
- Farm COGs and ordinary expenses all under budget will pick up when Summer Season/Farm Stands open
- CSA shares picked up with March 31 promo code and online ads. Still behind schedule (but Eat in Season and Egg shares outperforming 2025)
- Land revenue low this time of year since no native plant sales and amenities didn't open until April 1
- Two resales in March (\$11,088)
- \$5,200 came in for Route 50 roundabout easement

2025 Audit Update

- Audit kicked off in late February
- In office audit completed with no issues in April
- Audit report will be shared with Finance Committee in late May
- Final report will be provided to board then shared in Document Center

Community Advisory Committee Business

- Continue to meet monthly and include a topic of interest to residents each month with a deep dive/guest speaker
- Invite residents to share feedback and attend CAC meetings
- Priority project right now is to finalize a Community Survey
 - Resident feedback will inform Strategic Plan Update (2027 on)
 - Feedback will also inform budget and priorities
 - Draft survey shared with Board and Staff

Community Survey

- Modeled on 2021 survey with needed updates (post COVID, etc)
- General questions
- Engagement and programming questions
- Farm priorities questions
- Land stewardship priorities questions
- Planning to use Question Pro as survey tool
 - Discounted nonprofit rate
 - Allows for one survey per household



Adjourn for Happy Hour
& Tour of Farm!