

STATE OF NEW MEXICO
OFFICE OF THE ATTORNEY GENERAL



Registry of Charitable Organizations
P.O. Drawer 1508
Santa Fe, NM 87504-150
charity.registrar@nmag.gov
(505) 717-3500 or 1-844-255-9210

HECTOR H. BALDERAS
ATTORNEY GENERAL

NM Charitable Organization Registration Statement

Tax Year 2018 - fiscal period beginning 1/1/2018 and ending 12/31/2018

Status is Registration Submitted (20182711935353153) as of 12/19/2019

For up to date status information, visit <https://secure.nmag.gov/CharitySearch/CharityDetail.aspx?FEIN=30-0124953>

Charity Name: Santa Fe Farmers' Market Institute

FEIN: 30-0124953

Website Address: www.farmersmarketinstitute.org

E-Mail Address: finance@farmersmarketinstitute.org

Fiscal Year End Month: 12 *Day:* 31

Incorporated: Yes *State:* NM *Date:* 7/2/2002

Organization Type:

Establish Date:

Other Names for Charity: No other names for charity.

Primary Address: 1607 Paseo de Peralta
Suite A
Santa Fe, NM 87501

Mailing Address: 1607 Paseo de Peralta
Suite A
Santa Fe, NM 87501

Other Addresses: No Other Addresses

Phone Numbers: 505-983-7726 (Telephone)
505-983-8015 (Fax)

NTEE Classifications: K20 Agricultural Programs
K25 Farmland Preservation
K11 Single Organization Support

Charity Purpose: The Institute is the non-profit sister organization to the Santa Fe Farmers' Market.

The Santa Fe Farmers' Market Institute's mission is to advocate for farmers, ranchers and other land-based producers; provide equitable access to fresh, local food; own and operate a year-round venue for the Santa Fe Farmers' Market; and manage programs to help sustain a profitable, locally-based agricultural community.

Solicitation Methods: E-Mail
Internet
Mail
Newspaper/Magazine Ads
Personal Contact
Special Events
Telephone

<i>Charity Individuals:</i>	<i>Name:</i> Brown, Alexis	5059837726
	<i>Position Title:</i> Development Director	alexis@farmersmarketinstitute.org
	<i>Annual Compensation:</i> \$62,500.00	
	<i>Address:</i> 1607 Paseo De Peralta Suite A Santa Fe, NM 87501	
	<i>Name:</i> Culwell, Pam	5059837226
	<i>Position Title:</i> Chair	board@farmersmarketinstitute.org
	<i>Annual Compensation:</i> \$0.00	
	<i>Address:</i> 1607 Paseo de Peralta Suite A Santa Fe, NM 87501	

Charity Individuals:

<i>Name:</i> Dixon, Mary	505-983-7726
<i>Position Title:</i> Board Member	board@farmersmarketinstitute.org
<i>Annual Compensation:</i> \$0.00	
<i>Address:</i> 1607 Paseo de Peralta Suite A Santa Fe, NM 87501	
<hr/>	
<i>Name:</i> Fresquez, Brenda	505-983-7726
<i>Position Title:</i> Board Member	board@farmersmarketinstitute.org
<i>Annual Compensation:</i> \$0.00	
<i>Address:</i> 1607 Paseo de Peralta Suite A Santa Fe, NM 87501	
<hr/>	
<i>Name:</i> Holian, Kathy	505-983-7726
<i>Position Title:</i> Board Member	board@farmersmarketinstitute.org
<i>Annual Compensation:</i> \$0.00	
<i>Address:</i> 1607 Paseo de Peralta Suite A Santa Fe, NM 87501	
<hr/>	
<i>Name:</i> Jacques, Joey	5059837226
<i>Position Title:</i> Board Member	board@farmersmarketinstitute.org
<i>Annual Compensation:</i> \$0.00	
<i>Address:</i> 1607 Paseo de Peralta Suite A Santa Fe, NM 87501	
<hr/>	
<i>Name:</i> Kantor, Lisa	505-983-7726
<i>Position Title:</i> Board Member	board@farmersmarketinstitute.org
<i>Annual Compensation:</i> \$0.00	
<i>Address:</i> 1607 Paseo de Peralta Suite A Santa Fe, NM 87501	
<hr/>	
<i>Name:</i> Knight, Michael	5059837726
<i>Position Title:</i> Board Treasurer	finance@farmersmarketinstitute.org
<i>Annual Compensation:</i> \$0.00	
<i>Address:</i> 1607 Paseo De Peralta Suite A Santa Fe, NM 87501	
<hr/>	

Charity Individuals:

<i>Name:</i> Loomis, Phil	505-983-7726
<i>Position Title:</i> Secretary	board@farmersmarketinstitute.org
<i>Annual Compensation:</i> \$0.00	
<i>Address:</i> 1607 Paseo de Peralta Suite A Santa Fe, NM 87501	
<hr/>	
<i>Name:</i> McDonald, Christine	505-983-7726
<i>Position Title:</i> Board Member	board@farmersmarketinstitute.org
<i>Annual Compensation:</i> \$0.00	
<i>Address:</i> 1607 Paseo de Peralta Suite A Santa Fe, NM 87501	
<hr/>	
<i>Name:</i> McGeary, Mike	505-983-7726
<i>Position Title:</i> Vice-Chair	board@farmersmarketinstitute.org
<i>Annual Compensation:</i> \$0.00	
<i>Address:</i> 1607 Paseo de Peralta Suite A Santa Fe, NM 87501	
<hr/>	
<i>Name:</i> Pickens, Kierstan	5059837226
<i>Position Title:</i> Executive Director	kierstan@farmersmarketinstitute.org
<i>Annual Compensation:</i> \$72,100.00	
<i>Address:</i> 1607 Paseo de Peralta Suite A Santa Fe, NM 87501	
<hr/>	
<i>Name:</i> Samora, Patrick	505-983-7726
<i>Position Title:</i> Board Member	board@farmersmarketinstitute.org
<i>Annual Compensation:</i> \$0.00	
<i>Address:</i> 1607 Paseo de Peralta Suite A Santa Fe, NM 87501	
<hr/>	
<i>Name:</i> Walker, Pam	505-983-7726
<i>Position Title:</i> Board Member	board@farmersmarketinstitute.org
<i>Annual Compensation:</i> \$0.00	
<i>Address:</i> 1607 Paseo de Peralta Suite A Santa Fe, NM 87501	

Charity Individuals:

Name: Yohalem, Matt

505-983-7726

Position Title: Board Member

board@farmersmarketinstitute.org

Annual

Compensation: \$0.00

Address: 1607 Paseo de Peralta Suite A Santa Fe, NM 87501

Responsibilities:

Individuals who are authorized to sign checks: Culwell, Pam Chair
Pickens, Kierstan Executive Director

Individuals who are responsible for fund raising: Brown, Alexis Development Director
Pickens, Kierstan Executive Director

Individuals who are responsible for the distribution of funds: Pickens, Kierstan Executive Director

Individuals who have custody of financial records: Culwell, Pam Chair
Knight, Michael Board Treasurer
Pickens, Kierstan Executive Director

Individuals who have custody of funds: Culwell, Pam Chair
Knight, Michael Board Treasurer
Pickens, Kierstan Executive Director

Accountant/Auditor:

Person Name: Trujillo, Josh

Job Title: Senior Manager

Company: Loftis Group, LLC

Address: 4811 Hardware NE, Suite E-4 Albuquerque, NM 87109

Phone Number: (505) 293-5009

E-Mail Address: jtrujillo@loftiscpa.com

Person Authorized to Receive Service of Process:

Person Name: Elsner, Gretchen

Job Title: Attorney At Law

Company: Elsner Law and Policy

Address: 150 Washington Avenue, Suite 201 Santa Fe, NM 87501

Phone Number: 505.303.0980

E-Mail Address: gretchen@elsnerlaw.org

Question and Answer:

Q: *Has organization or any of its officers, directors, employees or fund raisers ever been enjoined or otherwise prohibited by a government agency/court from soliciting?*

A: No

Q: *Has organization or any of its officers, directors, employees or fund raisers had its registration been denied or revoked?*

A: No

Q: *Has organization or any of its officers, directors, employees or fund raisers ever been the subject of a proceeding regarding any solicitation or registration?*

A: No

Q: *Has organization or any of its officers, directors, employees or fund raisers ever entered into a voluntary agreement of compliance with any government agency or in a case before a court or administrative agency?*

A: No

Q: *Has organization or any of its officers, directors, employees or fund raisers registered with or obtained exemption from any state or agency?*

A: No

Q: *Has organization or any of its officers, directors, employees or fund raisers solicited funds in New Mexico?*

A: Yes 2007-2019: annual fundraising event promoted by mail, email, direct contact, print advertising to solicit ticket sales, underwriting sponsors (corporate & individual), and in-kind auction items
2007,2009-2014 annual raffle promoted by mail, email, direct contact, posters
2005-2019 periodic mail solicitations including newsletter, appeal letter and/or membership renewals
2005-2019 small invitation parties
2007-2008 ads in local newspaper
2006-2019 Link on website
2005-2019 submission of grant proposals for funding to various New Mexico foundations and grant-making organizations
2011-2019 solicitation of underwriting sponsors (corporate and individual) for events

Q: *Are any of the organization's officers, directors, trustees or employees related by blood, marriage, or adoption to: (a) any other officer, director, trustee or employee OR (b) any officer, agent, or employee of any fundraising professional firm under contract to the organization OR (c) any officer, agent, or employee of a supplier or vendor firm providing goods or services to the organization?*

A: No Farmer members of the board (Phil Loomis, Joey Jacques, and Mary Dixon) on occasion provide food for our events.

Q: *Does the organization or any of its officers, directors, employees, or anyone holding a financial interest in the organization have a financial interest in a business described in (b) or (c) in previous question OR serve as an officer, director, partner or employee of a business described in (b) or (c) in previous question?*

A: No Farmer members of the Institute board on occasion provide agricultural products for Institute events.

Q: *Have any of the organization's officers, directors, or principal executives ever been convicted of a misdemeanor or felony?*

A: No

Q: *Does the organization receive financial support from other non-profit organizations (foundations, public charities, combined campaigns, etc.)?*

A: Yes Organization receives support from numerous foundations & public charities with which we have no formal relationship other than that we receive funds.

Ark Foundation (private foundation) 903 W. Alameda #101,
Santa Fe, NM 87501

Camino de Paz (501c3 non-profit org & building tenant) 1607
Paseo de Peralta, Santa Fe, NM 87501

Douglass Family Foundation (private foundation) P.O. Box
421211 Atlanta, GA 30342

Elizabeth Blyth Timken Fund (private family foundation) 200
Market Ave. North, Suite 210 Canton, OH

Goede Family Foundation (private foundation) 1895 Rohlwing
Road, Rolling Meadows, IL 60008-4802

The Hayes Foundation (private family foundation) 157 Church
Street, 19th Floor, #207 New Haven, CT 06510

Irene Ritter Foundation (private family foundation) 819 Allendale
Street Santa Fe, NM 87501

Lannan Foundation (private foundation) 313 Read St Santa Fe,
NM 87501

Nancy Ann Mellen Foundation (private family foundation) 1000
Cordova Place #285 Santa Fe, NM 87505

New Cycle Foundation (private family foundation) PO Box 23298
Santa Fe, NM 87502

New Mexico Community Foundation (community foundation) 8
Calle Medico, Santa Fe, NM 87505

Onota Foundation (private family foundation) 146 North Ridge
Drive Hot Springs, VA 24445

Peters Family Art Foundation (private foundation) PO Box 2437
, Santa Fe, New Mexico 87504-2437

Santa Fe Community Foundation (community foundation, to include several donor-advised funds) 501 Halona Street, Santa Fe, NM 87501

Steele Family Foundation (private foundation) PO Box 705, Hobe Sound, FL 33475-0705

The Seattle Foundation (private foundation) 1200 5th Ave Seattle, WA 98101

Wallace Genetic Foundation (private foundation) 4910 Massachusetts Ave. NW Suite 221 Washington DC 20016

William & Salome Scanlan Foundation (private foundation) 112 E. Pecan Street, 30th Floor San Antonio TX 78205

Q: *Does the organization share revenue or governance with any other non-profit organization?*

A: No

Q: *Does any other person or organization own a 10% or greater interest in your organization OR does your organization own a 10% or greater interest in any other organization?*

A: No

<i>Applied For Tax Exempt:</i>	Yes	9/26/2002
<i>Granted Tax Exempt:</i>	Yes	1/7/2003
<i>IRS Section:</i>	501(c)(3)	
<i>Tax Exempt Ever Denied:</i>	No	
<i>Tax Exempt Ever Revoked:</i>	No	
<i>Tax Exempt Ever Modified:</i>	No	
<i>Contributions Tax Deductible:</i>	Yes	

Banks:

New Mexico Bank & Trust
505-946-2500
P.O. Box 1048
Albuquerque, NM 87103

Enterprise Bank and Trust
(505) 662-517
P. O. Box 60
Los Alamos, NM 87544

Century Bank
877-424-2828
100 S. Federal Pl.
Santa Fe, NM 87501

Guadalupe Credit Union
(505) 216-0555
3601 Mimbres Lane
Santa Fe, NM 87507

Sandia Credit Union
505-954-3479
PO Box 18044
Albuquerque, NM 87185

Annual Financials

<i>IRS Document Filed:</i>	990
<i>Total Contributions:</i>	\$345,817.00
<i>Total Gross Revenue:</i>	\$570,351.00
<i>Total Expenses:</i>	\$678,399.00
<i>Program Services Expenses:</i>	\$388,378.00
<i>Management General Expenses:</i>	\$171,347.00
<i>Fundraising Expenses:</i>	\$118,614.00
<i>Beginning of Year Net Assets:</i>	\$3,479,927.00
<i>End of Year Net Assets:</i>	\$3,371,939.00
<i>Gross Professional Fundraising Collections:</i>	\$0.00
<i>Net Professional Fundraising Collections:</i>	\$0.00

Tax Year 2018 - fiscal period beginning 1/1/2018 and ending 12/31/2018

Registration Submitted By:

Pickens, Kierstan
Executive Director

505-983-7726
kierstan@farmersmarketinstitute.org