everyone deserves a second chance at life.

Love says...
Love says...

we’re in it for life. We’ll always be here for you, no matter where you go.
Dear Thistle Farmers,

This has been a memorable year of honoring new residents, expanding into new buildings, celebrating unprecedented sales growth, and welcoming new partners nationally and globally.

Although much has changed this year, we remain grounded in our core principles that brought us to this miraculous point in time. We remain unwavering in our practices that offer women the opportunity to heal both emotionally and financially to ensure their long-term well-being. And we remain grateful for this community of customers, volunteers, donors, and survivors who know that love is, and always will be, the most powerful force for change the world has ever seen.

What started over 20 years ago with 4 women in a small home has grown into a national and global network that connects over 11,500 donors, 50,000 customers, and over 2,000 survivors in 48 states and 19 countries. This happened because you believed in this mission and backed that belief with your time and financial resources.

Thank you again for walking this path with us. We could not be more grateful for you, for the amazing year behind us, and for the hopeful future that awaits.

Gratefully,

Hal Cato Becca Stevens
CEO Founder & President

A LETTER FROM HAL & BECCA
THISTLE FARMS
RESIDENTIAL PROGRAM

Our 2-year residential program based in Nashville, TN provides women survivors with a safe place to live, food, healthcare, therapy, and education at no charge to residents.

“Not that long ago, I had just accepted that I would die on the streets. Now I know I have a future. It took a community to keep us on the streets, but it also took a community to help us get better.”

Angel, 2018 Graduate & Manufacturing Manager, Body & Home

9,000+
Over 9,000 nights of safe, supportive housing offered.

39
Served 39 women in the residential program and over 300 through referrals and advocacy.

664
Provided 664 medical and 206 mental health appointments, and 619 therapy sessions.

85%
Graduates employed, clean, and successfully living on their own 2 years after graduation.
Love says...

come in off the streets, here is a safe place to live.
Love says...

here is a product that matters because it gives women a second chance.
Body & Home, Thistle Farms’ largest social enterprise, creates natural body and home products that are as healing for our customers as they are for the women who create them.

Kim Stevens, 2015 Graduate, Manager - The Shop at Thistle Farms

I’ve always been a great team player but never had to be my own leader. Thistle Farms constantly pushes me to grow. They have confidence in me, which gives me confidence in myself. God has put the opportunity on my plate where I can grow into a more loving, inviting person.”

THISTLE FARMS BODY & HOME

23,785 candles manufactured.

115,408 products were hand-labeled.

16,088 shipments sent by the Logistics team.

53% increase in retail sales over the previous 12 months.
The Café at Thistle Farms is a restaurant and special event space located at the heart of the Thistle Farms campus. With a produce-driven, full-service menu, the Café serves locally-sourced breakfast, lunch, and Nashville’s only daily tea service. In addition, the Café at Thistle Farms offers an array of options and services for special events.

Donna Dozier, 2016 Graduate, Manager of Food Prep – The Café at Thistle Farms

I believe you should put all of yourself into the food you’re making for others. I want our customers to taste the Spirit we make our dishes with and feel the love we have for them. ‘Soul food’ means you put your soul into what you make.”

Samantha M. - Customer

This place is everything. Pure happiness and love in the form of people and food. The food is fresh and the coffee is well balanced. And the to-go boxes are compostable! Yay for environmental awareness! All in all this place is amazing and is for a great cause.”

Increased revenue 134% within 3 months of reopening.

Customers served between September — June.

Provided jobs to 23 survivors.

134%
33,204
23
Love says...

enjoy this meal prepared and served with love.
Love says...

we’ll help you create a sanctuary in your own community.

Magdalene Omaha purchased their first home in 2017 and welcomed their first woman survivor.

Alabaster Jar Project in San Diego, CA increased the number of beds for women survivors in their area by 28% in 2017.

Especially Eden, a social enterprise of Eden House, celebrated its one year anniversary in New Orleans, LA.
THISTLE FARMS NATIONAL NETWORK

The Thistle National Network is comprised of like-minded organizations around the country committed to helping women survivors heal emotionally, physically, and financially. To date 28 sister organizations have opened residences serving survivors of trafficking, prostitution, and addiction with another 21 locations under development.

“For 17 years I was doing outreach to women on the streets looking to find their way home. And now I am doing education and outreach with organizations across the country that also want to welcome women into a place of healing love.”

Regina, 1999 Graduate & Education and Outreach Manager

50 Organizational members in the Thistle National Network.

219 Available places for women survivors each night across the network.

270 Individuals attended a Thistle Farms workshop this year. They traveled from 28 states and 3 countries.
Thistle Farms Global creates economic freedom for women survivors worldwide by helping to launch new social enterprises, incorporating existing enterprises into our supply chain, and connecting women producers directly with our customers.

28

Thistle Farms Global has 28 partners in 20 countries, helping provide approximately 1,400 women artisans around the world, a fair wage and safe work environments.

61%

Thistle Farms Global partners in India pay an average of 61% above the average wage for women, and in Haiti, 35% higher than the minimum wage.

3

3 Thistle Farm Global Partners have developed residential programs for women survivors in China, India, and the United States.

“I’m interested in connecting women in a refugee camp in Greece and a woman who is homeless in Mexico and a woman under a bridge in Nashville, TN — how are those stories connected and how can we come together to love women and to heal our broken systems that keep them in poverty, addiction, and prostitution?”

Becca Stevens, Founder and President
that no matter where you are or what you have been through, we can come together and heal.

Because of growth in moringa tea sales from Thistle Farms and the use of moringa in Body & Home products, Moringa Madres has increased its annual sales to Thistle Farms by 40% in 2018.

Love Welcomes, a Thistle Farms initiative partner, in 2018 produced over 2,300 mats, providing jobs for 19 women refugees in Greece.

3 of our Global Partners in Africa work with local farmers to develop sustainable agriculture programs.
Love says...

thank you for sharing your gifts and talents with us.

Our sincere gratitude for the generous financial contributions from all of the following:

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STATEMENT OF ACTIVITIES

REVENUE
SALES $3,373,395
CONTRIBUTIONS $2,537,026
OTHER $34,617
TOTAL REVENUE $5,945,038

EXPENSES
PERSONNEL $2,043,396
COST OF SALES $2,341,857
PROFESSIONAL FEES $433,056
TRAVEL $138,994
ADVERTISING & PROMOTION $129,003
FACILITIES $345,956
OTHER OPERATING EXPENSES $301,189
TOTAL EXPENSES $5,733,460

CHANGE IN NET ASSETS $211,578
**Statement of Financial Position**

**Assets**
- Cash & Cash Equivalents: $700,439
- Accounts Receivable: $877,138
- Inventory: $264,491
- Property & Equipment: $4,534,868
- Other Current Assets: $124,128
- **Total Assets**: $6,501,064

**Liabilities & Net Assets**
- Liabilities
  - Accounts Payable: $53,186
  - Accrued Liabilities: $301,894
  - Other Current Liabilities: $42,445
- **Total Liabilities**: $397,525
- Net Assets
  - Temporarily Restricted: $965,459
  - Unrestricted: $3,559,298
  - **Total Net Assets**: $4,524,757
  - Change in Net Assets: $1,578,782
- **Total Liabilities & Net Assets**: $6,501,064

**FY18 Revenue Sources**
- Sales: 56%
- Contributions: 43%
  - Corporations: 4%
  - Foundations: 34%
  - Individuals: 13%
  - Schools & Nonprofits: 42%
  - Government: 2%
  - Church: 1%

**Total Donations by Donor Type**
- Corporation: 34%
- Foundations: 42%
- Individuals: 13%
- Schools & Nonprofits: 4%
- Government: 2%
- Church: 1%
DEDICATION

We are dedicating the annual report to the memory of William Ray Hearn. Bill, who passed away in December 2017, supported Thistle Farms as a donor, volunteer, and friend for sixteen years. As CEO of Capitol Christian Music Group in Nashville, Bill volunteered with his staff to help open the first Café at Thistle Farms, sponsored trainings for new women in the residential program, and hosted Becca and survivors at a company-wide Christmas party. Bill also, helped underwrite the purchase of a new home for residents, established a scholarship for vocational training, introduced friends and artists to Thistle Farms, and chaired, along with his wife Charmion Gustke Hearn, our 20th anniversary fundraiser in the fall of 2017. Bill’s dedication and encouragement were an inspiration to all at Thistle Farms, and we are proud to call him friend.
let's light a candle together for the next woman coming off the street.

Love says...