



# Salvation Farms 2015 Annual Report

Happy Vernal Equinox (aka Spring)!

Let's think about this time. Vernal refers to things new, fresh, full of potential... the essence of spring. Equinox refers to balance of dark and light, rest and renewal. This Vernal Equinox has been particularly reflective for Salvation Farms. We find the organization in a place with feelings that embody the qualities of equanimity: calm, evenness, and balance in the face of change. Salvation Farms finds itself in its own spring.



In the words of Thich Nhat Hanh, "You climb the mountain to be able to look over the whole situation, not bound by one side or the other." Salvation Farms is in an exciting and liberating space of a metaphorical equinox, summiting the mountain, balancing both what has been and what will be.

Last year our team grew by three. Our board experienced turnover and growth, bringing fresh and diverse leadership to our mission. We made a very tough decision to suspend our efforts building a program with the Vermont Department of Corrections and pursued a new direction. *Look forward to learning more about this in our summer newsletter.*

Building increased resilience in Vermont's food system is no small feat yet we find ease in remembering that lasting change takes time and patience, returning season after season to build off of the fertile soils that grow year after year.

Salvation Farms is excited by last year's accomplishments and feels blessed by the diverse support of many. We have entered 2016 eager to deepen partnerships that build greater food independence in our region through responsible resource use and community participation. We are humbled by and thankful for the generosity of farmers and those who join our vision each year. Your hard work and dedication to working the land inspire us greatly.

Theresa Snow, Executive Director



## Thank You Volunteers

Salvation Farms' success relies on the generosity of volunteers. We thank the individuals who offer in-kind support and expertise to our organization and we thank the many who make our programs possible.

**Volunteers Engaged: 179**  
**Volunteer Hours: 604**

We are honored to acknowledge the service of two AmeriCorps VISTA volunteers, Karissa Smith and Julia Scheier, who have made incredible contributions to the development of our programs.



## 2015 Board of Directors

John Mandeville, Chip Conquest, Steve Patterson, Laurie Beyranevand, Joe Bossen, & Susan Titterton.

*In 2015, the Salvation Farms Board saw the departure of its two remaining founding members: Dorigen Keeney and Susan Bartlett. We thank them both for their service and leadership.*



### The Team

*pictured above - listed left to right*

Theresa Snow, *Executive Director*  
 Karissa Smith, *AmeriCorps VISTA*  
 Marcella Houghton, *Administration & Development Assistant*  
 Julia Scheier, *AmeriCorps VISTA*  
 James Hafferman, *Director of Administration & Development*

## Sharing Our Vision - A Sampling

Whether it was through attending events like the New England Food Summit, providing testimony to legislative committees, or interviewing for articles and public access TV, we've been sharing our mission, vision, and stories of impact far and wide.

Fall 2015, Sustainability Briefing  
**Salvation Farms: Resilience through Surplus Management**

*...Salvation Farms is slowly reducing the state's dependence on food from afar by increasing the amount of locally produced food available for consumption by those dependent on institutions and charity ... As food outside the region becomes harder to secure, Vermont will already have the systems in place to create value out of food currently lost in its communities...*

Read more: [sustainableunh.unh.edu/briefings](http://sustainableunh.unh.edu/briefings)



Nov 12, 2015, Feature Article  
**No Crop Left Behind: Gleaning for a Food Secure Future**

*...Figuring out the whole infrastructure picture, what the food system needs to look like in order to take best advantage of surplus, is a big part of the work of Salvation Farms...*

Read more: [grassrootsfund.org/groups/salvation-farms](http://grassrootsfund.org/groups/salvation-farms)

## 2015 Financial Overview

### Income

Grants	\$68,300
Individual Contributions	\$40,282
Program Revenue	\$20,637
Business Contributions	\$18,115
Government Contracts	\$7,248
In-Kind Income	\$1,329
Miscellaneous Income	\$646

**Total Income** **\$156,557**

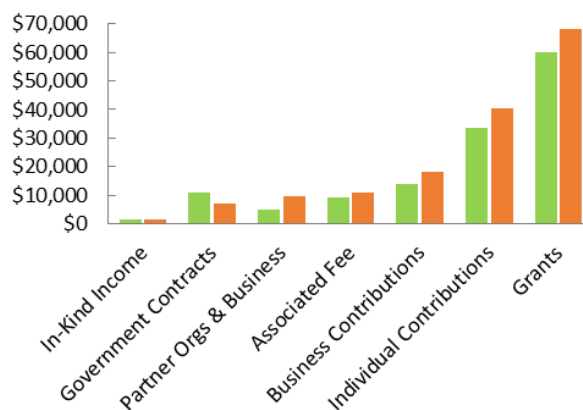
### Expenses

Vermont Gleaning Collective	\$26,903
Vermont Commodity Program	\$38,358
General & Administrative	\$34,741
Fundraising	\$51,588

**Total Expenses** **\$151,590**

**Net Income** **\$4,967**

### Income Diversity in 2014 & 2015



## Growth & Investment

### An Expense Narrative

Salvation Farms would like to explain to our donors why our administrative overhead exceeds that of our programs. This is due to the fact that our staff, including 50% of our Executive Director's time is dedicated to maintaining the business of Salvation Farms. The remaining 50% of our Executive Director's time is spent developing and instituting our programs aided by two full time AmeriCorps VISTAs who offer a combined 80 volunteer hours/week solely dedicated to our programs.

## Vermont Gleaning Collective

**Member Gleaning Programs:** Community Harvest of Central Vermont, Healthy Roots Collaborative, Helping Overcome Poverty's Effects (HOPE), Intervale Center, Rutland Area Farm & Food Link (RAFFL), Salvation Farms



The Vermont Gleaning Collective is a network of professionally organized, community-based gleaning programs located throughout Vermont.

In 2015, the Vermont Gleaning Collective member programs gleaned from **89 farms** and distributed produce to more than **70 recipient sites** - including the 220 agency network of the Vermont Foodbank.

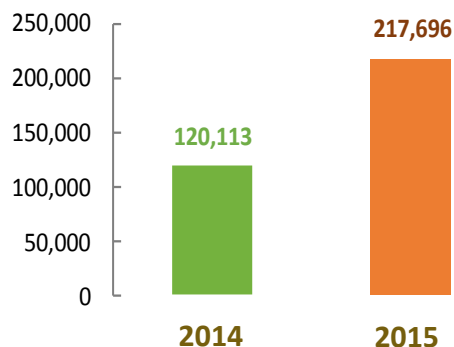
**Total Pounds: 217,696**  
**Number of Crop Types Gleaned: 57**

**Bumper Apple Year: 38,881 Pounds**  
*18% of Total Pounds Gleaned*

**Estimated Crop Value: \$338,000**

**Volunteers Engaged: 784**  
**Volunteer Hours: 2,580**

### Total Pounds Gleaned



## Vermont Commodity Program

The Vermont Commodity Program equips Vermont with the ability to aggregate, quality assess, and case pack surplus crops. This often includes packaging crops from bulk containers into quantities suitable for a meal site or an individual/family. At times Salvation Farms utilizes minimal processing so that produce can be consumed at a later date. This program dramatically increases the amount of food that can be gleaned and made accessible to people.

### Minimal Processing



**Vermont Food Venture Center**  
 Hardwick, VT - Winter/Spring 2015

**Approximate Servings: 2,466**  
**Volunteers Engaged: 20**  
**Volunteer Hours: 48**

**Meals on Wheels of Lamoille County**  
 Morrisville, VT - Summer/Fall 2015

**Approximate Servings: 2,472**  
**Volunteers Engaged: 9**  
**Volunteer Hours: 23**

### Case Packing



**Southeast State Correctional Facility**  
 Windsor, VT - Winter/Spring 2015

**Inmates Engaged: 8**  
**Pounds Packed: 88,030**  
**Approximate Servings: 264,090**

**Vermont Farmers Food Center & Vermont Youth Conservation Corps**  
 Rutland & Richmond, VT - Summer/Fall 2015

**Volunteers Engaged: 25**  
**Pounds Packed: 12,801**  
**Approximate Servings: 38,400**

Every gift helps Salvation Farms increase the resilience of Vermont's food system.

We are profoundly grateful for all of the support we receive.

## THANK YOU!

### Businesses

Action Circles, Baird Farm, Bourne's Energy, Butternut Mountain Farm, Calderwood Insurance, Cellars at Jasper Hill, Chelsea Green Publishing, Community National Bank, Concept2, Custom Sportswear, Denton Auto, East Craftsbury Presbyterian Church, Flack Family Farm, Gardeners Supply Company, Great Big Graphics, Green Seed Herbals, Growers Discount Labels, Harlow Farm, Highland Gardens, Hunger Mountain Co-op, Lamoille County VFW Post 9653, Lamoille Valley Veterinary Service, Laraway Youth & Family Services, Levesque Insurance Agency, Little Leaf Greenhouse, LittleTree Builders, Littlewood Farm, Manosh Properties, McCarthy's Restaurant, Mighty Food Farm, Moog's Place, Morrisville Rotary Club, New Chapter, Northshire Bookstore, Poulin Lumber, Puffer United Methodist Church, Rock Art Brewery, Rotary Club of Randolph, Rural Vermont, Sargent & McKinney Advertising, Second Congregational Church of the United Church of Christ, Skada, Sterling College, The Alchemist, The King Arthur Flour Company, The Old Meeting House, The Yoga Center at Solar Hill, Union Bank, Upper Valley Food Co-op, Vermont's Local Banquet, West End Landscaping, Wilson Amusements, Woodbury Food Shelf, and Yankee Farm Credit

### Individuals

Alison McKnight, Allison Levin, Allison VanAkkeren, Amanda Payne, Amy Richardson, Andrea Viets, Andrew R. Moore, Anita Forgy Bohls & Chalmer C Bohls, Ann Spearing, Ann Stanton & David Connor, Anne D Lezak, Anthony & Katherine Stamper, Audrey L. Tanner, Avram Patt, Barbara Conn, Bob & Betsy Almeter, Bonnie Northup, Brenda Snow, Bridget Wiffin, Brynn Evans, Bunny & Peter Merrill, Carly Monahan, Carol & James Petrillo, Carol L. Kelly, Carolyn & Alan Partridge, Carrie Riker, Chip Conquest & Fay Homan, Christina Erickson & John Marius, Christopher Koliba & Erica Campbell, Claire Hanlon, Claire M Wheeler, Claire Wilson, Clifford W. Johnson, Corey Berman, Dale Cavanaugh, Dan McLaughlin, Darryl Bloom, David & Kathleen Bolduc, David & Renee Wahler, David & Sondra Sanborn, Deb & Ed Krempecke, Deborah K. Ramsdell, Diana Celia, Dinah Yessne & Jim Keeney, Don & Anne Shackett, Don & Carol Randall, Don & Lela Avery, Dorigen Keeney, Duncan & Nancy Tingle, Edna Snow, Eileen Jones, Elisa Clancy, Elise Olsen & Josh Carlson, Elizabeth Bassett & John Pane, Elizabeth Brown, Elizabeth Ferry, Elizabeth Gibson, Ellen & Peter Waldman, Ellen Fein, Elly Wood, Ezra Fradkin, Fred Hunt & Mary MacVey, Gary & Julie-Ann Graves, Gaylynn Huyghebaert, George & Susanne Abetti, Holly Phelps, Hugh Knox, Irene O'Donnell, J. Barrie & Susan Farrington, James & Laura Kalp, James M Smith, Jan Ameen & Catherine Audette, Jan Campanale, Jane Nesbitt, Janet Long, Janis Comb, Jean Rosenberg, Jeff & Joyce Emerson, Jeffrey & Karen Nicholson, Jenica McEvoy, Jennifer H. Payne, Jennifer Kenney, Jess Graham, Jim & Suzanne Eikenberry, Joan Greene, Jodi & Michael Lew-Smith, John & Joyce Mandeville, John & Linda Kristan, John & Millie Merrill, John & Patti Reid, John Benedum, John Julian, John Merrill, John Raymond Snell Jr., Jonathan & Cassandra Corcoran, Joy & Andy Jenvold, Judith Wrend, Judy Geer & Dick Dreissigacker, Kahlil Zaloom & Lisa Torchiano, Karen & Bill Donoghue, Karen & Eugene Brewer, Karyn Scheier & Stanley Dolberg, Kate Davenport & Cass Russillo, Kate Riley, Kathleen Daige, Kathleen Duclos, Kathryn Snow, Kathy Leo, Katie Milles, Kay Stephenson, Kevin Gregoire & Anne Morse, Kris Anderson, Laura Megivern, Laura Weickert, Laurel A. Schoop, Laurie & Greg Hammond, LD Bliss, Leigh & Charlie Merinoff, Les Snow, Libby Mills, Linda Ramsdell, Liz Dickson, Lois Keith, Louise Cross, Lynette & Per Courtney, Lynn & Bob Meyer, Lynn Meyer, Lynne Gedanken, M. Kenley Clark, Madeline Howard, Maggie & Justin Cleary, Margo Baldwin, Marie Race, Marilyn J. Comb, Mario Mauro, Mark Lichtenstein & Cynthia West, Mary & Gus Elfer, Brook Valley Farm, Mary C. Ashcroft, Mary Jean & David Coddair, Mary McGrath, MC Mycelium, Meg Dawkins, Michael Caldwell, Michel Wepler, Muriel & Paul Almquist, Nancy Banks, Nancy LaRowe, Neal Tozier, Nick Cantrick, Nita Hultstrom, Patricia Seivwright, Patrick Gilbert, Paul R. Costello, Paul Ralston, Paul Szalkucki, Paula Yankauskas & Dale Martin, Priscilla Bonney-Smith & Nathaniel Smith, Randi & Louise Calderwood, Ray Mikulak & Robin McDermott, Rebecca Milaschewski, Richard & Anne Smith, Richard A. Westman, Richard F. Snow Jr., Richard Sontag, Riva Reynolds, Rob & Maureen Geyer, Rob & Pat Lencke, Rob Maynard, Robert & Beverly Houghton, Robert L. Scheier, Ron & Judith Stancliff, Sally Lonegren, Sam & Lorna Guy, Sandra & Stan Mitchell, Sarah Hochtl, Scott & Sally Johnson, Shanna Ratner, Shap Smith & Melissa Volansky, Shari Gliedman-Baker, Siobhan Donegan, Sonny & Peg Demars, Sophia Bielenberg, Sophie & Philip R. Scheier, Steve Patterson, Susan & Bill Bartlett, Susan & Bob Titterton, Susan & Hans Ohanian, Susan Houston, Susie & Jack Peters, Sydney Flowers, Tabitha Bowling & Alyssa May, Tanya M. White, Theresa Snow, Thomas Houghton & Sarah Scott, Thomas L. & Dona M. Scott, Tim Hosking & Audrey Sokoloff, Tony Risitano, Ty Worthen, Victoria King, Virginia M. Church, Wesley Hall, Will & Judy Stevens, Will Wootton, William Hooper, Zdenek Fatka, and 14 Anonymous Contributors

### Foundations

David Greenewalt Charitable Trust, Fountain Fund, Green Mountain Fund, Harris & Frances Block Foundation, Hunger Mountain Cooperative Community Fund, Tamarack Fund, The Betsy & Jesse Fink Fund, The Sandy River Charitable Foundation, The Education Foundation of America, Vermont Community Foundation, Vermont Mutual Insurance Giving Fund, You Have Our Trust Fund, and 4 Anonymous Foundation plus 3 Employee Match Programs (Ben & Jerry's, GE, Keurig Green Mountain)

### In Honor Of

Bob Majzler, Allison VanAkkeren's Brothers & Sisters, Carol Putnam, Chloe the pug, Dorigen Keeney & Carl Powden, Grannie Snow, Jay Merrill & Heidi Coxon, Jeremy Hammond, Julia Scheier, LOVE, Marcella Houghton, Mark & Sallie Scott, Oliver Burruss & Anna Schulz, Pat Heffernan, Paul McCartney, Salvation Farms Staff, Theresa Snow, The Vanden Bergh Family, those who are food insecure, and The Richardson, Meyer, Qualley, Cassidy & Quinn Families

### In Memory Of

Alex Lamb, Beryl Gilbert & Charlene Patno, Charlie & Mary Fox, Dick Snow, Jo Ellyn Smith, Katie Almeter, Meridy, Pearl W. Labarge