



Salvation Farms 2016 Annual Report

“What has been most enriching about my experience with Salvation Farms is the excitement from everybody involved with the organization. Everyone’s eagerness to positively affect our communities and food systems is a contagious force that invigorates our work environment. The Vermont Commodity Program is essential in the battle for local and sustainable agriculture because of its inclusive nature. Salvation Farms recognizes that everybody has their role in a food system, and no role is more important than any other.” - Seth Mason, Intern

Salvation Farms’ work is inspired by the idea that it is not done for others but it is done for the collective, the whole of our communities. The work, done together, impacts us each as individuals and impacts our place among our families, our circle of friends, our neighborhoods; it radiates out to affect people we do not know in places near and far.

Our individual choices and actions impact the world in many unknown ways. Being intentional in our ways and words is immeasurable and often undervalued.

Of Salvation Farms’ three primary goals, our third goal *to foster appreciation for Vermont’s agricultural heritage and future* occurs only through the engagement of others in ways that allow them to encounter questions about how we choose to eat. Through engagement, hands-on activities and learning, people arrive at their own discoveries of what farms are, what food is, how food gets to them, and why knowing this matters.

When we pair this experiential education goal with our two other primary goals, *to reduce food loss on farms* and *to increase the use of locally grown food*, the true work and lasting change occurs.

People make change possible. When addressing ills within systems we cannot take a narrow road to focus on addressing a symptom of those ills whether it is an issue like food loss or an issue like nutritional insecurity. People - who engage in and reinforce large societal systems, like the food system - must play an informed part of the system. This creates true systems change and impacts the symptoms that make our society ache.

Salvation Farms does not do our work alone, nor could we. We strive to work in concert with diverse individuals from all positions in life to make our mission and vision possible. To them and to you – we send our humble thanks.



Theresa Snow

Theresa Snow, Executive Director

Volunteers Engaged: 131
Volunteer Hours: 733



From gleaning - to video editing - to office tasks - to helping us paint our facility in Winooski - volunteers make our work possible in so many ways.



“As volunteers with Salvation Farms we become conduits, change-agents. It feels great! It is significant.”

- Cynthia West, Volunteer

Gleaning & Launching Vermont's First Surplus Crop Food Hub

Mixed Roots	7
Chard	17
Garlic	19
Corn	27
Pac Choy	30
Cauliflower	32
Collards	55
Lettuce Mix	56
Head Lettuce	75
Beans	75
Cabbage	95
Mixed Veggies	102
Melons	103
Kale	133
Eggplant	145
Summer Squash	291
Tomatoes	310
Peppers	332
Radishes	357
Rutabaga	414
Cucumbers	441
Onions	450
Spinach	620
Parsnips	690
Beets	855
Winter Squash	5,872
Apples	15,408
Potatoes	18,560
Carrots	25,314

In our gleaning efforts, we coordinated gleans around northern Vermont, reestablishing relationships with farms, recipient sites, and volunteers, making strides toward rebuilding our Lamoille Valley Gleaning program.

"It is so wonderful and refreshing having Salvation Farms as a reliable outlet to handle our unmarketable, yet valuable and fresh product to help tie together the food system of Vermont."

– Alison McKnight, Pete's Greens

Of the total crops that moved through the Vermont Commodity facility, 9,480 pounds came from Vermont Gleaning Collective member programs.

"It was so rewarding to know we could send excess, dirty produce over to the Vermont Commodity Program and that it would be cleaned, packed, and distributed to local food shelves."

– Sarah Alexander, Intervale Center, a Vermont Gleaning Collective Member



Training our first Vermont Commodity Crew

5 trainees completed the 16-week program, all receiving trainings in OSHA, First Aid/CPR, and ServSafe.

"I know it is hard to change our way of life but in order to accomplish our goals for getting agricultural surplus into or back into our markets and daily lives, we must change the way we look at food."

– Vermont Commodity Crewmember

In total, Salvation Farms moved **70,885** pounds of surplus crops sourced from **13** farms and **2** Vermont Gleaning Collective programs. Total crop value: **\$102,819**.

Supporting Collective Impact

We are proud to continue serving as facilitator to the Vermont Gleaning Collective. Together, the six members achieved:

- **Defining a mission:** *The Vermont Gleaning Collective collaborates as a state-wide partnership of autonomous, community-based programs that defines best practices to work and glean in solidarity to support farmers, residents, and the greater food system.*
- **Creating qualitative measures** to evaluate and improve services to farms, volunteers, and food programs.
- Drafting the first **Collective-wide budget**.
- **Improving** the shared website, VermontGleaningCollective.org

VERMONT
GLEANING
COLLECTIVE

"Organizing collectively takes a great deal of commitment, patience, and teamwork. Working with my peers on items such as our mission and general structure has created a greater understanding of the role gleaning can play in Vermont."

– Lily Bradburn, HOPE, a Vermont Gleaning Collective Member

2016 Financial Overview

Income

Individuals	\$42,295
Businesses	\$15,698
Grants	\$201,050
Program Revenue	\$32,613
In-kind	\$19,396
Other	\$300
Total Income	\$311,352

Our individual and business donor levels remained consistent with our 2015 levels. We continue to see high donor retention with some giving levels increasing. Several donors transitioned to giving monthly, becoming sustaining donors. We witnessed tremendous growth in securing grant funding with income in this category increasing by almost 200%. In-kind support grew by more than 1300% and program revenue grew by 58%.

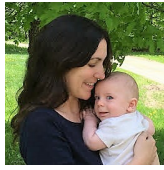
Expenses

Marketing & Fundraising	\$60,768
General Administrative	\$69,613
Lamoille Valley Gleaning	\$5,726
Vermont Gleaning Collective	\$54,269
Vermont Commodity Program	\$157,208
Total Expenses	\$347,584

Our expenses exceeded our income by a little more than \$36,000, a gap filled by retained assets restricted for the Vermont Commodity Program. Anchored in a rented facility, this program significantly increased our expenses. Another major program cost was the overhaul of the Vermont Gleaning Collective's website. Fundraising and administrative costs represent 37.5% of our budget. Although we received thousands of dollars of in-kind marketing support, we craft all of our communications and fundraising materials in-house. Staff continued to fill critical administrative roles, an expense of nearly \$100,000, while AmeriCorps VISTA members filled gaps, building capacity where program staff is needed and desired.

Board of Directors

"Salvation Farms is a national leader in its mission-driven approach to support Vermont's food system, farmers, and communities through innovative programs that ensure agricultural surplus reaches the individuals that need it most. I feel honored and really excited to be a part of this organization as it pilots new programs to address these issues that may serve as models for organizations around the country."



– **Laurie Beyranevand, President**
Professor of Law at the Vermont Law School



<< **Susan Titterton, Vice President**
Educational consultant, mediator, and community organizer



Joe Bossen, Treasurer >>
Owner of Vermont Bean Crafters, partner in All Souls Tortilleria



<< **Jean Hamilton, Secretary**
Farm and food business consultant



Chip Conquest >>
Legislator and farmer

With deep appreciation we acknowledge **John Mandeville** and **Steve Patterson** for their board service which concluded in 2016.

Do you have interest in serving on the Salvation Farms Board?

Highlighting New Funders

Two new sources of grant funds entered Salvation Farms' base of support: **The Claneil Foundation** and the **University of Vermont Medical Center's Community Health Investment Fund**.

Together they provided \$90,000 in funding to further our work, specifically through the Vermont Commodity Program.

"Theresa is a visionary and innovator who has been advocating for advancements in the food loss and food security sectors for many years. It is this deep commitment to and understanding of the issues that attracted The Claneil Foundation to Salvation Farms."

– Andrea Bretting,
Senior Program Officer

 **The Claneil Foundation**



"Thank you for all you do." "So proud of you!" "It's a wonderful mission!"
"Thankful for organizations like yours. Keep up the great work!"

Thank YOU for making our work possible!

Businesses

Bourne's Energy, Butternut Mountain Farm, Butterworks, Cabot Creamery Cooperative, Cady's Falls Nursery, Calderwood Insurance, Cellars at Jasper Hill, Chelsea Green Publishing, Christ Church Presbyterian, Chroma Technology, City of Winooski, Community National Bank, Concept2, Custom Sportswear, East Craftsbury Presbyterian Church, Fedco Seeds, Great Big Graphics, Grower's Discount Labels, Hits The Spot Yoga, Hunger Mountain Co-op, Image Outfitters, Lamoille Valley Veterinary Service, Laraway Youth & Family Services, LittleTree Builders, Manosh Properties, Manufacturing Solutions Incorporated, McCarthy's Restaurant, Mighty Food Farm, NBT Bank, Patchwork Farm & Bakery, Per's Smoked of Vermont, Rock Art Brewery, Rotary Club of Randolph, Sargent & McKinney Advertising, Skada, Spates Construction, The Alchemist, Skinny Pancake, The Farmhouse Group, The Greenly Group, The King Arthur Flour Company, The Old Meeting House, Thornhill Farm, Tuberville, Union Bank, Vermont Creamery, Vermont Law School, Vermont's Local Banquet, Willing Hands Enterprises, Winter Moon Farm, Woodbury Food Shelf, Yankee Farm Credit

Individuals

Adam W. Kunin, Alison McKnight, Allison Van Akkeren, Amanda Payne, Amy Richardson, Andrew Bahrenburg, Angela B. Jervy, Anita Forgy Bohls & Chalmer C. Bohls, Ann D. Bunting, Ann Spearing, Anne D. Lezak, Anthony & Katherine Stamper, Audrey L. Tanner, Avram Patt, Barbara & Arthur Postman, Barbara Fenhagen, Ben Glassman, Betsy B. Pond, Betsy Owen, Bill & Diana Donovan Lee, Bob & Betsy Almeter, Brenda Snow, Bunny & Peter Merrill, Carlen Finn, Carly Monahan, Carol & Don Randall, Chip Conquest, Christina Erickson & John Marius, Damian Sedney, David & Renee Wahler, David & Sondra Sanborn, David Stackpole, Deborah K. Ramsdell, Debra L. Diegoli, Diana Celia, DJ Masi & Jamen Yeaton-Masi, Don & Anne Shackett, Don Post, Dorigen Keeney, Duncan & Nancy Tingle, Edith Graning, Elizabeth Bassett, Elizabeth Ferry, Elizabeth Gadbois, Elizabeth Gibson, Elizabeth Kenton, Ellen & Peter Waldman, Ellen C. & Peter A. Roberts, Elly Wood, Emily Dolly, Enid Wonnacott, Erica Campbell, Ezra Fradkin, Gail Bartha, Gaylynn Huyghebaert, George & Susanne Abetti, Gregory & Jennifer Stefanski, Gretchen Vanslyke & Zuell Ambrose, Helen Labun Jordan, Hugh Knox, Ilene S. Sharpe, Irene O'Donnell, J. Barrie & Susan Farrington, Jack & Terry Lyons, James & Jason Hafferman, James Eury, James Smith, Jan Ameen & Catherine Audette, Jane Nesbitt, Janet & Michael Weatherbee, Janet Long, Janet S. Poeton, Janis Comb, Jean Hamilton, Jennifer H. Payne, Joan Greene, Jodi & Michael Lew-Smith, Joe Bossen, John & Judy Clark, John & Linda Kristan, John & Millie Merrill, John & Patti Reid, John Ames, John Merrill, John Sargent & Caroline McKinney, Josh Matteson, Joy & Andy Jenvold, Judith Wrend & Joanne Harrison, Judy Carpenter & Karl Stein, Judy Geer & Dick Dreissigacker, Julia Scheier, Kahlil Zaloom & Lisa Torchiano, Karen & Bill Donoghue, Karen & Eugene Brewer, Karen Corbman, Karyn Scheier & Stanley Dolberg, Kate Davenport & Cass Russillo, Katherine Rumley, Kathleen Daige, Kathleen King, Kathleen M. Case, Kathleen Riley, Kirsten Bower, Kirsten Brewer, Laura Weickert, Laurel A. Schoop, Laurie & Greg Hammond, Laurie Beyranevand, LD Bliss, Leif Goldberg, Les Snow, Libby Mills, Linda Ramsdell, Lionel & Ardys Fisher, Liz Dickson, Lois Keith, Louise Cross, Lynn & Bob Meyer, M. Kenley Clark, Maggie & Justin Cleary, Margo Baldwin, Mariel Hess, Marilyn J. Comb, Mario Mauro, Mark Lichtenstein & Cynthia West, Marta Marijke Riddering, Mary C. Ashcroft, Mary Jean & David Coddair, Mary Miller, Marybeth Gilliam, Michael & Susan Coffey, Michael Caldwell, Michael Hamilton, Michel Weppler, Mike Horner, Mort Butler, Muriel & Paul Almquist, Nancy Banks, Nate & Lisa Gusakov, Nick Cantrick, Nina Beth Cardin, Nita Hultstrom, Patricia Seivwright, Patrick Gilbert, Paul R. Costello, Paul Ralston, Paul Szalkucki, Paul Trahan, Peter Allison, Ray Mikulak & Robin McDermott, Richard A. Westman, Richard F. Snow Jr., Richard Rubin & Jayne Israel, Richard Sontag, Rob & Maureen Geyer, Robert & Beverly Houghton, Robert A. Clark, Robert L. Scheier, Roger & Jill Witten, Ron & Judith Stancliff, Sally P. Lonegren, Sam & Lorna Guy, Sandra & Stan Mitchell, Sarah & Niles Callanan, Sarah Puffer, Scottie & John Harrison, Seth & Darcie Abbene, Shanna Ratner, Shap Smith & Melissa Volansky, Sheila Browning, Sherry & John Cohn, Sophia Veltrop, Sophie & Philip R. Scheier, Steve Patterson, Susan & Bill Bartlett, Susan & Bob Titterton, Susan & George Rutherford, Susan & Hans Ohanian, Susan Houston, Susan Raber Bray, Susie & Jack Peters, Sydney Flowers, Tabitha Bowling & Alyssa May, Theresa Snow, Thomas Houghton & Sarah Scott, Thomas L. & Dona M. Scott, Tim Hosking & Audrey Sokoloff, Tony Risitano, Virginia Nickerson, Will & Judy Stevens, William Hooper, Zdenek Fatka, *and 1 Anonymous Contributor*

In-Kind Donors

Abrah Griggs, Laurel Schoop, Megan McLaughlin, Sandy Blancher Parks, Chittenden Solid Waste District, Demars Properties, Great Big Graphics, Guy's Farm & Yard, Healthy Habitat, High Mowing Organic Seeds, Hunger Mountain Coop, Keurig Green Mountain, Miller's Country Outfitters, Skinny Pancake, The Xpress, Vermont Design Works

Foundations

Ben & Jerry's Foundation, Castanea Foundation, Claneil Foundation, Fountain Fund, Harris & Frances Block Foundation, Jennifer Kenney Family Fund, Merchants Bank, National Life Group Charitable Foundation, Prevot Family Foundation, Sustainable Future Fund, Tamarack Fund, The Educational Foundation of America, UVM Community Health Investment Fund, Wisdom Connection, *and 2 Anonymous Foundations plus 3 Employee Match Programs*

In Honor Of

Bob Majzler, Burt Hamrell, Deborah Blackford, Julia Scheier, Laurie Beyranevand, Mark & Sallie Scott, Mina McAllister, Susan Titterton, and Salvation Farms Staff

In Memory Of

Debbie Gilbert, Ellen Redstone & Herb Emers, Esther Parada, Frank Spates Jr., Pearl Webster Labarge, Rose Crowley, Steven Wolfson, and Wesley Hall