



Salvation Farms 2017 Annual Report

"I look to you and the work you're accomplishing with everyone on your team as a role model and powerful example of what's possible in food and community work." - Jay Eury, The Gleaning Project of South Central PA

Our Impact



In 2017, we partnered with **23 farms** to move **197,912 pounds** of **46 fruits and vegetables**.
 These crops had an economic value of **\$294,020**.
 We distributed to **38 sites**, including the Vermont Foodbank's 215 agency network.
 We couldn't have done it without the **240 volunteers** who contributed **1,079 hours**.



Innovation demands vision, commitment, flexibility, and grit. These facts were ever present for Salvation Farms in 2017. We witnessed growth and transition within our staff and board. Through this, I continue to be impressed by the contributions of those who commit to making Salvation Farms' vision a reality.

Our work in 2017 was diverse, from relaunching our original gleaning program - our roots - to participating in national projects that seek to reduce on-farm food loss and maximize the use of farm raised foods. Salvation Farms coordinated Vermont's first surplus crop forum, engaging key stakeholders and farmers to discuss the fact that Vermont could feed itself with more locally produced foods if additional supply chain supports existed.

Our staff created systems and consistency in our programs while also refining administrative procedures. Many responsibilities have been spread across our team, building more stability in our operations. The Board participated in Board development activities, evaluating its performance and increasing its understanding of its fiduciary responsibility.

2017 brought Salvation Farms aid from consultants who began guiding us through strategic planning, business planning, and leadership development - this work continues into 2018. As we look ahead, we are excited to maintain and build off of the strength our programs gained in 2017, we are driven to advance farm surplus conversations within Vermont and nationally, and we are eager to continue strengthening our team and organizational relationships.

Salvation Farms sincerely appreciates our partners and supporters for making our work possible, yet again.

Theresa Snow, Executive Director



Board of Directors

"The importance of Salvation Farms is not just the work it does everyday to make sure that food grown in Vermont is not lost in the fields and after harvesting. That is important enough. What draws me to serve is Salvation Farms' innovative and unique approach, making connections between local growers, gleaners, processors, food distributors, preparers, community organizations, and eaters, to add value into Vermont's food system." - Avram Patt



<< Avram Patt, President
Consultant and former legislator

Susan Titterton, Vice President >>
Community organizer and consultant



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



Jean Hamilton, Secretary >>
Farm and food business consultant



<< Laurie Beyranevand
Professor at the Vermont Law School



Jonny Adler >>
Founder/owner of The Skinny Pancake and co-founder of Union Street Media



<< Maxine Kelly
Finance and Human Resources Director at the Vermont Studio Center

With deep appreciation, we acknowledge **Chip Conquest** for his board service, which concluded in 2017.

Vermont Gleaning Collective

Salvation Farms provided facilitation and leadership while the Vermont Gleaning Collective renewed and clarified its vision. We provided a facilitator to help the group define a new structure: a member-led community of practice with working groups to dive into specific topics.

Salvation Farms remains as backbone, participating in working groups and providing general oversight.

The Vermont Gleaning Collective was honored to welcome Governor Phil Scott to our first quarter meeting of 2017. He shared: *"This is such an exciting and enterprising way for all of us to give back. Volunteerism is so important in Vermont - it's part of our tradition and culture - as well as agriculture. So, bringing this together - marrying the two - just seems like it fits so well."*



Financials

Income

Individuals	\$65,253
Businesses	\$23,445
Grants	\$225,757
Program Revenue	\$55,588
In-kind	\$5,567
Other	\$1,271
Total Income	\$376,881

Donations from individuals and businesses increased by 53% from 2016. We retained 90% of donors from 2016, many with increased giving levels. We saw a 50% increase of donors opting to give monthly in 2017, becoming sustaining donors. Our grant writing continues to prove successful, with growth in this category increasing by 12% and our program revenue grew by 66%. Administrative volunteers contributed 275 hours within 2017.

Expenses

Marketing & Fundraising	\$52,703
General Administrative	\$50,188
Lamoille Valley Gleaning	\$31,808
Vermont Gleaning Collective	\$28,112
Vermont Commodity Program	\$190,715
Total Expenses	\$353,526

In 2017, our income exceeded expenses by more than \$23,000 while expenses grew by only 2% from 2016. The cost of serving as backbone to the Vermont Gleaning Collective decreased by 48%. The cost of relaunching our full gleaning services in the Lamoille Valley increased significantly as a result of hiring program staff. Fundraising and administrative costs remain high as we craft all our communications in-house. Staff serve critical administrative and program roles, an expense of nearly \$187,000, while AmeriCorps VISTAs help fill critical program gaps.

Funding Highlight

Two new sources of grant funds entered our base of support during 2017: **The Canaday Family Charitable Trust** and federal funding via the **Specialty Crop Block Grant** through the Vermont Agency of Agriculture, Food, and Markets. These funds further our Vermont Commodity Program work: training the underemployed and exploring alternative markets for Vermont's surplus crops.

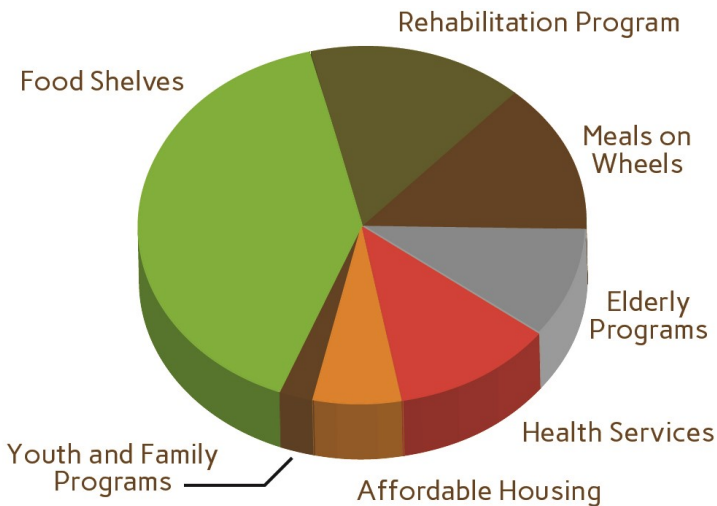
Lamoille Valley Gleaning

During 2017, we relaunched our regional gleaning program - the work that Salvation Farms was born from in 2004.

Gleaning is reaping after the harvest. Through this program, we engage and feed the community by collecting and distributing what farmers can't sell. This program heavily depends on volunteers: this year we welcomed 151 volunteers who gave 517 hours - 14% joined us more than once!

We distributed **48,861 servings** of locally grown produce to **20 sites in the Lamoille Valley**. Additional gleanings were sent to our Winooski food hub, the Vermont Commodity Program, for statewide distribution.

Who We Feed



"Beautiful produce. Great communication about what to expect. Tailored to our needs. AMAZING program and service. Thank you!" - Hardwick Area Food Pantry

Farmers report that they have **100% confidence** working with our Gleaning Coordinator and that they value the gleaning activities that occur on their farm.

Year-end surveys show that **44% of sites served receive 70% - 100% of their produce from our program.**

Nearly all sites believe that our program has increased their familiarity of locally-grown, in-season produce and that their clients, volunteers, and/or staff have **greater interest in and comfort using fresh food.**

Honoring RAFFL

We gratefully acknowledge **Rutland Area Farm and Food Link (RAFFL)**, who closed in 2017. RAFFL was our first Vermont Gleaning Collective partner. We offered years of technical assistance to their team and coordinated our first minimal processing pilot with RAFFL and Green Mountain College.

RAFFL made significant contributions to building farm and food initiatives. We hope their legacy will carry on in the region.

Vermont Commodity Program

Moving Food



At our Winooski food hub, we clean, assess quality, process, and package large volumes of surplus farm crops for distribution to sites serving the nutritionally insecure.

Vermont Commodity crops are packed whole/raw (like a 10 lb. bag of potatoes) and minimally processed (like peeled, cut, blanched, and frozen carrots).

In 2017 we handled 9 crops from 7 farms and distributed **501,825 servings** to 15 sites. 31% was sent to the Champlain Valley region.

Salvation Farms hosted 75 volunteers who contributed a combined 287 hours at the food hub. We invested \$7,355 in Black River Produce, who trucked incoming produce from farms and outgoing produce to sites around the state and region.

Training People

Vermont Commodity operations are made possible through a job-training program. Underemployed community members gain transferrable skills, certifications, and exposure to employers during our 16-week training cycles.

7 trainees participated in our post-harvest handling and manufacturing training during **2 cycles** in 2017.

"Work has been good. Doing well. It's very fast paced and labor intensive but I am picking it right up. Good thing I worked with Salvation Farms. It made my transition to the new job easier."

- Update from a former Vermont Commodity Program trainee



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First day of service
(2013)

Appreciating Marcella Houghton

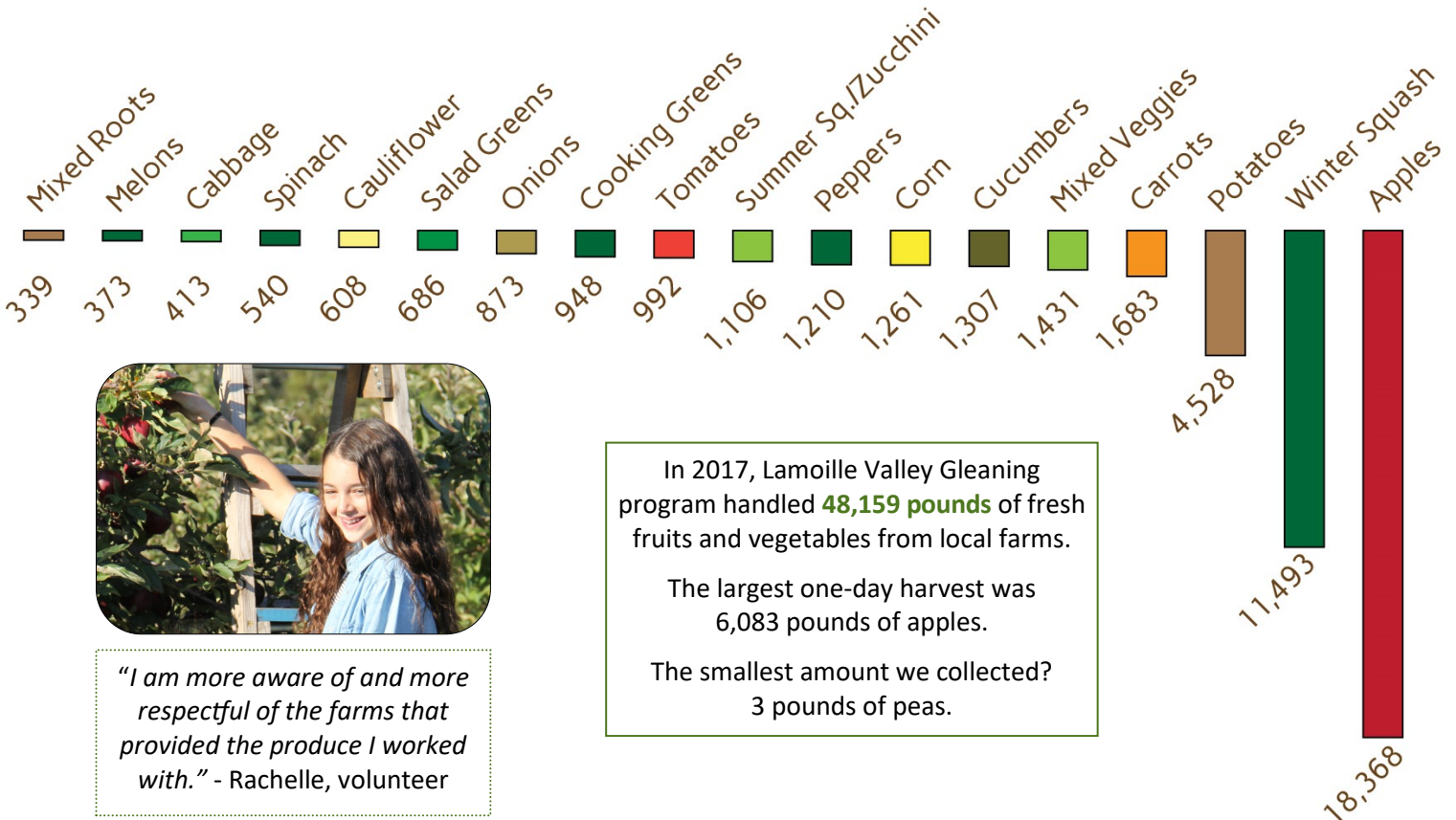
With enormous gratitude, we acknowledge Marcella, who moved on from Salvation Farms in 2017 to pursue living in New York City.

Marcella was a critical part of Salvation Farms' team for 4 years - both as AmeriCorps VISTA and staff. She witnessed the organization grow and evolve - and we are grateful for her dedication to our mission.



Going away potluck
(2017)

The Fruits of our Lamoille Valley Gleaning Effort



"I am more aware of and more respectful of the farms that provided the produce I worked with." - Rachelle, volunteer

In 2017, Lamoille Valley Gleaning program handled **48,159 pounds** of fresh fruits and vegetables from local farms.

The largest one-day harvest was 6,083 pounds of apples.

The smallest amount we collected? 3 pounds of peas.

Thank YOU for making our work possible!

Individuals

Alexandra Bovey, Alexandra Heller, Alisa Dworsky & Daniel Sagan, Allison Van Akkeren, Andrew Robinson, Angela & Richard Jervey, Anita Forgy Bohls & Chalmer C. Bohls, Ann Bunting, Ann Hiltz, Ann Spearing & Ronald Kelley, Anne & Jack Lazor, Anne Bijur, Anne Steel, Anthony & Katherine Stamper, Audrey Coty, Avram Patt, Barb & Rich Jacobs, Barbara & Arthur Postman, Barbara Conn, Ben Glassman, Betsy B. Pond, Betsy Owen, Bill & Jenni Cavanaugh, Bob & Betsy Almeter, Brenda Snow, Bridget Wiffin & family, Bunny & Peter Merrill, Carly Monahan, Carol & Don Randall, Carol Roll, Carolyn Partridge, Carrie Riker, Charles Siegchrist, Charlie & Carol Hosford, Christina Erickson & John Marius, Christy Snipp, Claire Wilson, Cornelia Carey, Cornelia Emlen, Cornelius & Jeannette Hogan, Dale Cavanaugh, Damian Sedney, Daniel Smith, Darryl Bloom, Darsey & Joseph Moon, David & Debbie Yacovone, David & Renee Wahler, David J. Thurlow, David Sanborn, David Stackpole, Deborah K. Ramsdell, Deborah Van Ness, Denise Gutstein, Dennis Theberge, Dian Williams, Diana Celia, Diana T. Myers, Diane Hahn, Dona Brown, Donald Ransom, Donna Bepler, Dorigen Keeney, Duncan & Nancy Tingle, Edie Dunn, Edith Graning, Edna Snow, Edwin & Deb Krempecke, Elise Olsen & Josh Carlson, Elizabeth Bassett & John Pane, Elizabeth Dickson, Elizabeth Ferry, Elizabeth Gadbois, Elizabeth Gibson, Elizabeth Scott, Ellen & Peter Waldman, Ellen Fein, Emily Dolly, Emily Irwin, Enid Wonnacott, Erica Campbell & Christopher Koliba, Erik Hoekstra, Ezra Fradkin, Freyda Neyman & Sarah Swift, Geoff Fitzgerald, George & Susanne Abetti, Gregory & Jennifer Stefanski, Gretchen Vanslyke & Zuell Ambrose, Helen Labun, Hugh Knox, Hunter Hard, J. Barrie & Susan Farrington, James & Jason Hafferman, James Eikenberry, James Eury, James M. Smith, Jan Ameen & Catherine Audette, Jane & Bill Macan, Jane Nesbitt, Janet Long, Janet Marriott, Jean Hamilton, Jeanne Bartlett, Jenica McEvoy, Jennifer Oldham, Jessica Parker, Joan Greene, Joan Rae, Jodi & Michael Lew-Smith, Joe Bossen, John & Janet Poeton, John & Judy Clark, John & Linda Kristan, John & Millie Merrill, John & Patti Reid, John Julian, John Merrill, John Sargent & Caroline McKinney, John Sayles & Shannon Hepburn, Jon Satz, Jonathan & Cassandra Corcoran, Joy & Andy Jensvold, Judith Wrend & Joanne Harrison, Judy Geer & Dick Dreissigacker, Julia McCarthy, Julia Scheier, Julia Shapiro, Kate Davenport & Cass Russillo, Kathleen Daige, Kathleen Riley, Kathryn & Brian Hollen, Kathryn Snow, Katie & Taivo Milles, Katrin Helgason, Kay & Jim Stephenson, Kenneth William Crites, Kevin Gregoire & Anne Morse, Kira Bacon, Kirsten Bower, Laura Davenport & Kenley Clark, Laura Weickert, Laurel A. Schoop, Laurie & Greg Hammond, Laurie Beyranevand, LD Bliss, Lee Shephard Church, Leif Goldberg, Leslie Abramson & Fred Rossman, Linda Ramsdell, Lionel & Ardys Fisher, Lisa Dimondstein, Lisa Newton, Liz Lackey, Lloyd Komesar, Lois Keith, Louise Cross, Lynette & Per Courtney, Lynn & Bob Meyer, Maggie & Justin Cleary, Marc Sherman, Marcella Houghton, Margaret Baldwin, Mariel Hess, Mario Mauro, Mark Lichtenstein & Cynthia West, Mary Blanton, Mary Jean & David Coddair, Mary Louise Bekkouche, Maryann Zavez, Meg Ostrum, Meredith Davis, Michael & Sandra Levine, Michael Caldwell, Michael Hamilton, Michel Wepler, Miles Peterle, Molly McClaskey & Gill Barlow, Muriel & Paul Almquist, Nan & Tom Beauregard, Nancy & Gary Banks, Nate Gusakov, Nita Hultstrom, Patricia Seivwright, Patrick Brown, Patti Rubin, Paul R. Costello, Paul Ralston, Paul Szalkucki, Pauline J. Stevens, Peter & Catherine Peltz, Peter Carmolli, Peter Lind & Mary Admasian, Peter Young, Philip Dodd, Phillip Lewellen, Priscilla Bonney-Smith & Nathaniel Smith, R. David Ellerson, Rachel Duffy, Randy George & Eliza Cain, Ray Mikulak & Robin McDermott, Rebecca Celuzza, Rev. Clark & Lucy Callender, Richard A. Westman, Richard F. Snow Jr., Richard Rubin & Jayne Israel, Richard Sontag, Riki French, Rob & Maureen Geyer, Rob & Pat Lencke, Rob Maynard, Robert & Beverly Houghton, Robert Hatton, Robert Hitzig, Robert L. Scheier, Robert Monahan, Roger & Jill Witten, Ron & Judith Stancliff, Ronda Berns, Sam & Lorna Guy, Sandra Batchelder, Sandy Blancher Parks, Sara Van Deusen, Scott Johnson, Scottie & John Harrison, Serin Houston & Will Decherd, Shanna Ratner, Shap Smith & Melissa Volansky, Shelby & Jeff Girard, Stan & Sandra Mitchell, Stephen Purdy, Steve & Dana Kornfeld, Steven & Alexi Conine, Sue Buckholz, Susan & Michael Coffey, Susan & Robert Titterton, Susan & Bill Bartlett, Susan Houston, Susan Raber Bray, Susan Ritz, Susan Smiley, Sydney Flowers, Tabitha Bowling & Alyssa May, Tammy Gamble, Tanya M. White, Theresa Laskey, Theresa Snow, Thomas Houghton & Sarah Scott, Thomas L. & Dona M. Scott, Tony Risitano, Tricia Follert, Trudy Louson, Veronica Ciambra, Virginia M. Church, Will & Judy Stevens and 4 anonymous donors

"I believe in the creative, collaborative work you all are engaging in up there."

"We are grateful to organizations that ensure food and community are connected."

Thank YOU for making our work possible!

Businesses

Ben & Jerry's, Black River Meats, Blackbird Wellness, Butternut Mountain Farm, Cabot Creamery Cooperative, Cady's Falls Nursery, Calderwood Insurance, Caledonia Spirits, Champlain Valley Unitarian Universalist Society, Chelsea Green Publishing, Chroma Technology, Community National Bank, Concept2, Custom Sportswear, Denton Auto, East Craftsbury Presbyterian Church, Fedco Seeds, Flack Family Farm, Grace Congregational United Church of Christ, Green Seed Herbals, Grower's Discount Labels, Hits The Spot Yoga, Image Outfitters, Lamoille County Civic Association, Lamoille Valley Veterinary Service, Laraway Youth & Family Services, LittleTree Builders, Localvore Inc., Lyndonville Rotary Club, Mad River Valley Rotary, Manosh Properties, Morrisville Rotary Club, Manufacturing Solutions Inc., Northshire Bookstore, Oxbow Music Festival, Rock Art Brewery, Rotary Club of Rutland, Rural Vermont, Stowe Ice Cream, Stowe Rotary Club, Switchback Brewing Company, The Alchemist, The King Arthur Flour Company, The North Universalist Chapel Society, The Old Meeting House, Turtle Fur, Union Bank, Upper Valley Food Co-op, Vermont Architects Collaborative, Waitsfield Farmers Market, Willing Hands, Woodbury Food Shelf, Yankee Farm Credit, 2 anonymous businesses, and 1 employee match program

Foundations

Amazon Smile Foundation, Ben & Jerry's Foundation, Castanea Foundation, City Market Co-op Patronage Seedling Grant, Green Mountain Fund, Harris & Frances Block Foundation, Lucy Downing Nisbet Charitable Fund, National Life Group Charitable Foundation, Pleasants Fund, Prevot Family Foundation, Sustainable Future Fund, The Canaday Family Charitable Trust, The Fountain Fund, The Help for the People Foundation Trust, The Sandy River Charitable Foundation, The University of Vermont Medical Center Community Health Investment Fund, The Vermont Community Foundation Nonprofit Capacity Building Grant, Vermont Mutual Insurance Group Giving Fund, You Have Our Trust Fund, 2 anonymous funds, and 1 employee match program

In-Kind Donors

American Flatbread, Ben and Jerry's, Black and Govoni, Burton Snowboards, C&S Wholesale Grocers, Inc., Cabot Creamery Cooperative, Caledonia Spirits, Caplans Shoe, Apparel, and Camping, Carrie Cook, Cellars at Jasper Hill, Concept2, D. Davis, Darn Tough Vermont, David Fitzgerald, Farmhouse Group, Gracias Tamales, Great Big Graphics, Gregg Stevens, High Mowing Organic Seeds, Jenny Evans First, Keurig Green Mountain, Knoll Farm, LandAir, Lawson's Finest Liquids, Love Local Catering, Main Street Landing, News & Citizen, Pete's Greens, Peter Bourne, Peter Lind & Mary Admasian, PowerPlay Sports, Red Hen Bakery, Skada Builders, Skinny Pancake, Sonny Demars, Susan & Robert Titterton, The Xpress, Topnotch Resort, Turtle Fur, Untreed Studios, Vermont Design Works, Von Trapp Farmstead, Way Out Wax, and Websticker

In Honor Of

Brett & Evi VanAkkeren, Cheri DiRenzo, Ed's Birthday, Farm growers and the sense of community quality food creates, Jake Kornfeld, Jim & Cindy VanAkkeren, Judy Geer & Dick Dreissigacker, Laurie Beyranvand, Lisa Diamondstein, Ned & Susan Houston, Paul Szalkucki, Peas!!!, Sondra E. Sanborn, Steve & Wendy VanAkkeren, Susan Titterton, The Resistance!, Theresa Snow, Tim & Mary Lynne VanAkkeren, Tom & Barb VanAkkeren, and Vanden Bergh family

In Memory Of

Alex Lamb, Dick Snow, Marilyn R. Helgason, Phil Scheier, Rene Marcoux, Ronald "Flash" Gordon, Sandra Mitchell, Sophie Scheier, and Steven Wolfson

Special Shout Out

While there are many that give to our organization in unique and valuable ways, Salvation Farms especially wants to acknowledge Abrah Griggs and Laurel School for their dedication to our mission. Every time we work with them, they give to Salvation Farms, and we couldn't appreciate them more.

We thank Cabot Creamery Cooperative for their significant contributions - supporting three consultants to assist Salvation Farms with business planning, strategic planning, and marketing our mission.

We are grateful to Rock Art Brewery for being a dedicated partner - whether it's brewing up a delicious batch of the Humble Harvester or donating meeting space, we are happy to have them as friends and supporters.

We also value our partnership with The Skinny Pancake and thank Love Local Catering for feeding the attendees of our Surplus Crop Forum in May and for providing delicious treats during the completion ceremonies for our trainees.