



# Salvation Farms 2019 Annual Report



“Salvation Farms is a food systems thought leader in Vermont and nationally. For more than a dozen years, they have advocated for and modeled approaches to reduce food loss on Vermont farms, feed more people locally, and build community around the importance of local farms. Their small team is incredibly committed and resourceful.”  
– Ellen Kahler, Executive Director, Vermont Sustainable Jobs Fund

As Salvation Farms says goodbye to the last decade and looks optimistically at the next, we have much to reflect on and to celebrate. In this Annual Report you will read some of our 2019 accomplishments – all of which we are proud to share. You’ll see our food system impact, collaborations, supporters, team members, and financial standing.

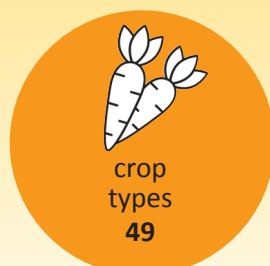
It is important to note that which is harder to see in the following pages, namely the critical organizational developments happening behind the scenes. Salvation Farms spent 2019 implementing the first year of our strategic plan, supported by the Ben & Jerry’s Foundation. In this time, consultants helped our board assess its work and develop a committee structure. Additionally, they helped our staff assess administrative systems, establish a new staff structure, and define Salvation Farms’ culture.

We have taken bold steps on our journey, working to maintain the inspiration provided by a founder-led organization while developing an organization that is not founder-dependent. Salvation Farms has made important progress toward that end. We enter the second leg of this journey in 2020, equipped with talented board and staff members to continue this vital work.

Par for the course in maturation, there is tension, growing pains, periods of reflection, and collaboration within and outside of the team. Salvation Farms continues to lead our work with an eye for system change while making daily impact felt by individuals and communities across our state and nation. We are proud to be doing this in partnership with you.

Avram Patt  
Board President

Theresa Snow  
Executive Director



## Board of Directors



**Avram Patt, President**

Consultant &  
State Representative

**Susan Titterton, Vice President**

Community Organizer  
& Consultant



**Maxine Kelly, Treasurer**

Dean of Finance & Operations  
at Sterling College



**Jane Macan, Secretary**

Retired Business Owner



**Joe Bossen**

Owner of Vermont Bean Crafters  
& Partner in All Souls Tortilleria



**Sue Buckholz**

Attorney & Former State Representative



**Sam Rowley**

Farmer & Educator at Green Mountain  
Technology & Career Center



**Paul Szalkucki**

Food Science, Research &  
Development Professional



**Katie Black**

Farmer & Educator with University of  
Vermont Extension Extended Food &  
Nutrition Program



**Staff, pictured left to right:**

Dani Smith, *Community Relations Coordinator*

Holly Simpson, *Bookkeeper*

Emma Korowotny, *Gleaning Assistant*

Morgan Wickstrom, *Vermont Commodity Manager*

Theresa Snow, *Executive Director*

Cae Keenan, *Director of Programs*

## Financials

### Income

Individuals	\$73,709
Businesses	\$13,996
Grants	\$275,500
Events	\$14,427
Program Revenue	\$49,741
In-Kind	\$3,928
Other	\$1,739
<b>Total Income</b>	<b>\$433,040</b>

Excluding two 2018 gift anomalies totaling more than \$70,000, individual and business donations remained steady in 2019. Grant income, including state grants, increased slightly to 64% of income. Crowd-funding, special event, and program related income all increased. Salvation Farms held our first major fundraising event, Salvation Farms Aid – a Farm Aid inspired concert.

### Expenses

Marketing & Fundraising	\$66,936
General Administrative	\$82,023
Lamoille Valley Gleaning	\$66,405
Vermont Gleaning Collective	\$28,237
Vermont Commodity Program	\$215,305
<b>Total Expenses</b>	<b>\$458,906</b>

December 31st cash assets totaled \$342,771. While Salvation Farms ended 2019 strong, we did have a negative net income of \$25,866 at year-end.

In 2019, expenses grew roughly 20%. This increase mostly revolved around payroll and benefits; our largest liability (57% of expenses) reflects the reality of staff being our greatest asset. As in past years, all marketing and fundraising was managed in-house. Bookkeeping transitioned in-house and a part-time bookkeeper hired onto staff. Hired consultants supported strategic plan implementation. Rent and utilities for three locations, insurances, vehicle upkeep, and mileage reimbursement are all part of making Salvation Farms' work possible. Depreciation expenses totaled \$10,626.

We are optimistic about our fiscal health in 2020 given staff growth and the capacity of a board/staff fundraising committee.

**Salvation Farms proudly received Northeast Kingdom Fund support to bring freshly gleaned produce to food programs in Vermont's most rural region.**

"Salvation Farm's authentic connections in the Northeast Kingdom, combined with a replicable pilot program, impressed the local grantmaking committee. Also, the initiative's focus on serving vulnerable populations was important to the Community Foundation's commitment to closing the opportunity gap."

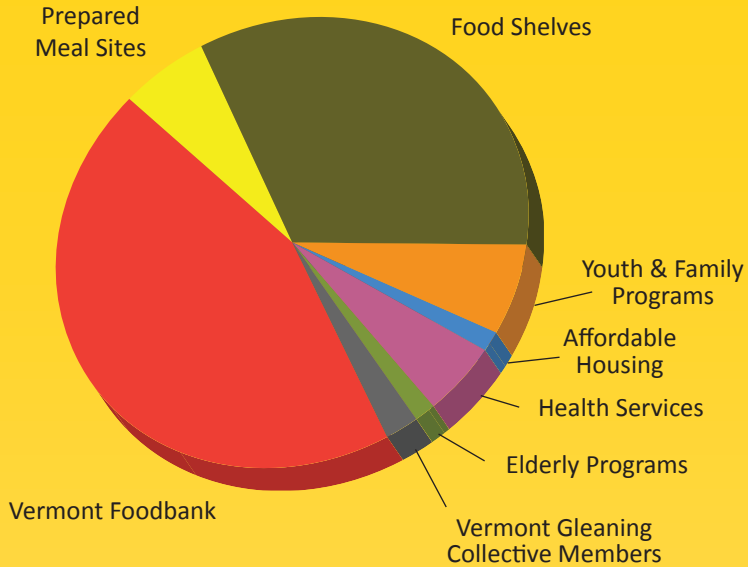
**–Sarah Waring, Vice President for Grants & Community Investments, Vermont Community Foundation**



“Hope’s Harvest has received invaluable support from Salvation Farms since the very beginning of our program design and development. They came highly recommended as an expert in the field of farm-based food recovery, and proved to be both generous and forthcoming about sharing the challenges and opportunities of this type of work. [...] a true pleasure to work with!”

–Eva Agudelo, Founding Director, Hope’s Harvest Rhode Island

### Salvation Farms provided Vermont’s surplus to:



**96% of food programs** reported high satisfaction with the quality of gleaned produce received from Salvation Farms.

“Fresh vegetables provide great value to our Meals on Wheels clients, and those who come to eat at our Center. There is nothing better than watching those folks enjoy the fresh vegetables.”

–Gloria, Glover Senior Meal Center

**10 individuals** completed job readiness training in food handling & light manufacturing. **100% transitioned successfully** to employment or continued education.

“This is a great program for someone trying to get back into work. It helped me out a lot.”

–Vermont Commodity Program Trainee



## VERMONT GLEANING COLLECTIVE

Salvation Farms continues to proudly serve as backbone to and member of the Vermont Gleaning Collective. During 2019, the Collective’s six members collaborated with **138 farms**, gathering more than **1.2 million servings of local produce**, serving **170 food programs** including the Vermont Foodbank’s network. **Volunteers donated nearly 9,000 hours to the Collective’s work.**

**82% of Collective volunteers** reported having a better understanding of food loss on farms. **84%** reported an increased awareness of local farms and the role they play in our food system.

*Vermont Gleaning Collective members include: Community Harvest of Central Vermont, Healthy Roots Collaborative, Helping Overcome Poverty’s Effects (HOPE), Intervale Center, Salvation Farms & Willing Hands*

## In Celebration:

Since our start more than fifteen years ago, we've been blessed by others lifting up our vision. In 2019, three of these individuals left their earthly bodies, leaving a lasting impression far beyond what they could have imagined.

**Enid Wonnacott** met our co-founders for the first time in late 2004 over a breakfast muffin, a meeting at which she generously presented a way to grow our vision through her organization by having NOFA-VT act as fiscal agent for the fledgling Salvation Farms. She remained a supporter of our work to her final day.

In 2005, **Tom Abbiati** began working for the Vermont Foodbank and wholeheartedly embraced Salvation Farms, seeing the asset we were to help him fulfill his commitment of feeding hungry Vermonters.

And **Glenn Ravdin**, who came to Salvation Farms more recently, immediately noted our uniqueness and the challenge to convey our vision and purpose more broadly. He was steadfast in his intent to help us share our powerful work with the world.

These individuals gifted the world with their indelible spirit, commitment to do good, and willingness to give of themselves for the benefit of others. They are dearly loved and missed.

## Crops Collected:

Corn	310
Spinach	334
Lettuce Mix	444
Eggplant	516
Beans	517
Parsnips	528
Cauliflower	543
Kohlrabi	549
Head Lettuce	579
Mixed Roots	607
Pumpkins	645
Mesclun	688
Kale	938
Tomatoes	1,592
Summer Squash/Zucchini	1,616
Beets	1,787
Watermelon	2,080
Cucumbers	2,290
Turnips	2,906
Cabbage	3,043
Peppers	5,123
Apples	8,518
Carrots	17,250
Winter Squash	22,165
Potatoes	80,584

In total, Salvation Farms moved 158,772 pounds of surplus crops from 24 farms and 4 Vermont Gleaning Collective programs.

**Total Crop value:** \$205,619

The following had under 300lbs collected:  
*Peaches, Celeriac, Rhubarb, Herbs, Fennel, Celery, Chinese Cabbage, Scallions, Peas, Pac Choy, Rutabaga, Collard Greens, Arugula, Strawberries, Onions, Beet Greens/Chard, Broccoli, Radishes, Garlic & Garlic Scapes, Melons, Brussels Sprouts, Sprouts, Leeks, Cooking Greens, Mixed Veggies*

## Foundations & Funds

Amazon Smile Foundation, Ben & Jerry's Foundation, Community Bank NA, Green Mountain Fund, Harry Chapin Foundation, High Meadows Fund, Lucy Downing Nisbet Charitable Fund, National Life Group Foundation, Northeast Kingdom Fund, Page Rossiter & James Rossiter Fund, Prevot Family Foundation, Prudence M. Webb Trust, Sustainable Future Fund, The Dwight Family Charitable Fund, The Fountain Fund, The Morris & Bessie Altman Foundation, The Sandy River Charitable Foundation, The Whitehead Foundation, The Windham Foundation, United Way of Northwest Vermont, Vermont Agency of Agriculture, Foods, & Markets, Vermont Mutual, VSECU, You Have Our Trust Fund, and one anonymous foundation

## In-Kind Donors

Abrah Griggs, ArtsRiot, Ben & Jerry's, Blues for Breakfast, Brenda Snow, Chelsea Green Publishing, Concept2, Craftsbury General Store, Darn Tough, Demars Properties, Dostie Bros, Douglas Sweets, Elmore Mountain Therapeutics, Great Big Graphics, Grimes, Hotel Vermont, Jay Peak Resort, Jake Lester, John Fusco, John Fusco & the X-Road Riders, Ken Russack, Laurel Schoop, Linda Ramsdell, Mill River Brewing, Muddy Creek Pottery, Paul Szalkucki, Pete's Greens, Phish, PopColor, Positive Pie, PP&D, Rabble-Rouser, Rock Art Brewery, Seth Yacavone, Shelburne Farms, The Skinny Pancake, Stowe Mountain Resort, Susan Raber-Bray, Sweet Rowen, Turtle Fur, Vermont Artisan Tea & Coffee, Way Out Wax, WBTV-LP, Websticker, and WIZN

## Special thanks to the following people who contributed to our work in 2019:

Ben Glassman, Carly Monahan, Jake Kornfeld, Jen Way, Julia Scheier, Laurel Schoop, Linda Ramsdell, Oxbow Music Festival, and Paul Szalkucki





## Business Donors

Baird Farm, Ben & Jerry's, Bourne's Energy, Budgettools, Butternut Mountain Farm, Cady's Falls Nursery, Calderwood Insurance, Cellars at Jasper Hill, Chelsea Green Publishing, Christ Church Presbyterian, Chroma Technology, Colchester Community Food Shelf, Colchester-Milton Rotary Club, Concept2, Craftsbury Outdoor Center, Custom Sportswear, Denton Auto, East Craftsbury Presbyterian Church, Fedco Seeds, First Universalist Society of Hartland, Green Seed Herbals, Grower's Discount Labels, Heritage Automotive Group, Honeysuckle Juice, Inspire Kitchen & Bath Designs, Laraway Youth & Family Services, LittleTree Builders, Lyndonville Rotary Club, Manufacturing Solutions Incorporated, Meals on Wheels of Lamoille County, Mighty Food Farm, Noonmark Nonprofit Services, Rotary Club of Newport, Sargent & McKinney Advertising, Someday Farm, Stowe Rotary Club, The Body Lounge, The Farmhouse Group, The Old Meeting House, The Phoenix Center, Tuberville, Union Bank, Upper Valley Food Co-op, Vermont Architects Collaborative, Vermont Compost Company, Washington Electric Cooperative, Williston Brick Church Music Series, Woodbury/Calais Food Shelf, Wood's Market Garden, Yankee Farm Credit, and two employee match programs

## Individual Donors

Alexandra Heller, Allison Van Akkeren & Kestrel Owens, Amelia Robinson-Fritz, Anita Forgy Bohls & Chalmer C. Bohls, Ann D. Bunting, Ann Hiltz, Ann Spearing & Ron Kelley, Anne & Jack Lazor, Anne Castle, Anne D. Lezak & Harry Chen, Anne Mason, Anne Steel, Anne Volmer & Joshua Carpenter, Anthony & Katherine Stamper, Averill Loh, Avram Patt, Barbara & Arthur Postman, Bartlett Leber, Betsy Owen, Bill & Diana Donovan Lee, Bob & Betsy Almeter, Bob & Cathy Snow, Bonnie Acker, Brenda Snow, Bridget Wiffin, Bunny & Peter Merrill, Caitlin O'Connor, Carly Monahan, Carol & Don Randall, Carol Ann Smith, Carol Conard, Carolyn & Alan Partridge, Carolyn Angoff, Carrie Riker, Cathy Austrian, Charen Fegard, Charles Benedict, Charles & Jean Siegchrist, Charlie & Carol Hosford, Cheryl & Lawrence Olsen, Christina Erickson & John Marius, Christina Goodwin, Christine & Michael Smith, Claire M. 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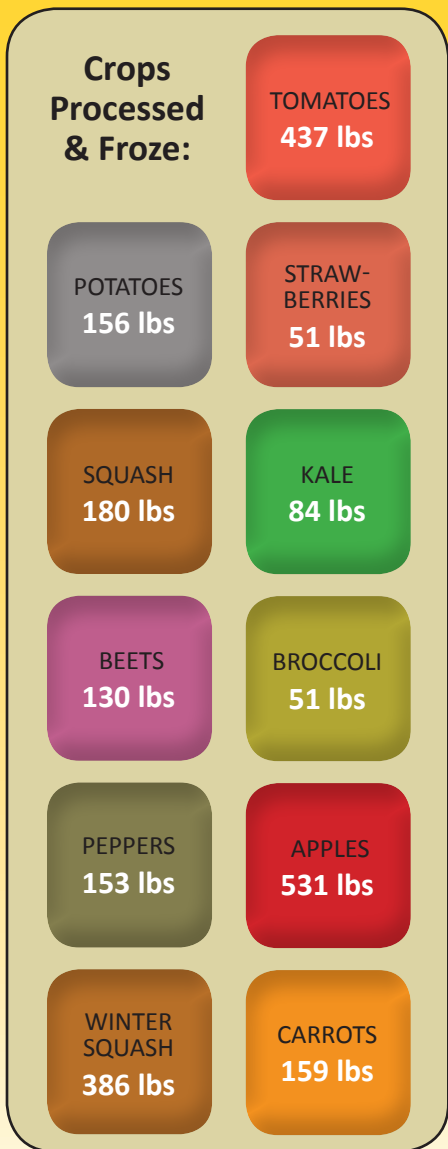
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Farmers report **100% confidence** working with Salvation Farms' staff and services.

*"I absolutely hate waste yet I don't have time to manage any surplus on the farm. I believe in this movement of local food production that everyone should have access to healthy food and I want to take part in supporting our local food system!"*  
**-Ryan, Naked Acre Farm**

**86% of volunteers** indicated an increased understanding of why crops are left in the field, or harvested but not sold.

*"I am proud to volunteer for an organization that works so closely with farms, bringing local, fresh food to people who may not have access. Each week I look forward to working with the staff and learning more about the work that Salvation Farms does in our community. No doubt there will be a smile when the produce is received and savored!"*  
**-Winnie, Volunteer**



Thursday, November 14, 2019

NEWS & CITIZEN

7

## LOCAL



From left, Caelan and Emma Korowotny of Salvation Farms and Kate Myerson of Community Health Services of Lamoille Valley unload Bounty Share boxes for patients to pick up at Morrisville Family Health.

# Eligible patients get healthy food help

Salvation Farms and Community Health Services of Lamoille Valley have partnered to provide a weekly supply of fresh produce to eligible patients this fall.

The program, called Bounty Share, is an element of Salvation Farms' Lamoille Valley Gleaning program. Fruits and vegetables are gleaned by Salvation Farms staff and volunteers at farms in the Lamoille Valley, capturing surplus, edible produce that would otherwise be left in the field or harvested but without a market.

Community Health Services identifies and enrolls eligible patients, based on food insecurity and chronic disease.

Four institutions are participating this fall:

Morrisville Family Health Care, Stowe Family Practice, The Women's Center at Copley Hospital, and the Behavioral Health and Wellness Center.

Twelve patients and their families are enrolled in the six-week program that runs to Thanksgiving.

Patients pick up a box of local, seasonal fruits and vegetables from the doctor's office each week. This pilot project pilot will feature fall apples, winter squash, cooking greens, potatoes, carrots and beets.

Recipes and crop information accompany the produce, and the patients get in-person support from Community Health

team members and UVM Extension's Expanded Food and Nutrition Education Program staff.

Taste tests, cooking classes, wellness workshops and opportunities to join in gleaning vegetables from local farms are all part of plans to expand the Bounty Share program and community impact.

The partnership is a significant step toward strengthening the connection between farms, fresh produce and health care in the Lamoille Valley.

More information: [salvationfarms.org](http://salvationfarms.org) or [chslv.org](http://chslv.org). For nutrition education and home visit services in Lamoille Valley, contact Katie Black, 802-888-4972.