Salvation Farms 2020 Annual Report

Building increased resilience in Vermont's food system through agricultural surplus management.

"I strongly believe that there should not be financial barriers to accessing healthy, whole foods or at the very least ways around financial barriers, which is what Salvation Farms provides." - Ryan Demarest, Naked Acre Farm, Hyde Park, VT

100% of farms report that Salvation Farms assists them in feeding more people in their communities while75% indicate working with Salvation Farms increases their visibility within their community.





Salvation Farms was born fifteen years ago out of our founder's understanding that we share a common vulnerability; that if necessary, we are not prepared to meet one of our most essential needs – to eat. Over the course of the last century the US population has become distanced from the source of our food; we are strangers to the ability we once had to provide for our individual and community food needs. In this past year, that fact became clear for many across our nation.

The food system consists of many invisible connections that distance us from farms and bring food, almost magically, to the shelves of supermarkets and the plates of places we dine. This system has become so separate from our day to day, we eaters can fail to understand its complexities and vulnerabilities.

Here at Salvation Farms, we are rooted in the belief that **farms are our salvation – they always have been and always will be.** It is hard to imagine the human race returning to a life of nomadic foraging, so we must look to the first steps we made toward developing placed-based culture: agriculture. By relying on large systems that lay predominately outside of our influence, we are suspended in a position of dependency and blind faith that those systems will always be there, as we've known them to be. 2020 was a year in which we witnessed systems we depended on falter – the economic system, health care system, and the food system.

Salvation Farms firmly believes that **small and diversified farms are the centerpieces and cornerstones of healthy, stable communities and cultures.** While 2020 was disruptive and transitional on many fronts, it didn't disrupt Salvation Farms' commitment to its mission. It is more important than ever that Salvation Farms remain steadfast in its commitment to help Vermont model how a small population can assess and address food supply chain issues to increase the amount of food people in the state eat that is grown by its farmers. Salvation Farms sees **so much potential in the wholesome surplus food remaining on Vermont farms – this food can help us build our future food system**, one that is resilient, reliable, and available to more people, making it possible for us all to eat locally raised foods more of the time.

Avram Patt Board President

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Theresa Snow Executive Director

Board of Directors



Avram Patt, President Consultant & State Representative



James Hafferman, Vice President CERF+ Deputy Director



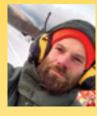
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Jane Macan, Secretary Retired Business Owner



Sue Buckholz Attorney & Former State Representative



Sam Rowley Farmer & Educator at Green Mountain Technology & Career Center



Katie Black Farmer & Educator with University of Vermont Extension Expanded Food & Nutrition Education Program



Sarah Danly Vermont Farm to Plate Network Manager

Vermont Commodity Program

After nearly four years of operating a surplus crop food hub and workforce development program in Winooski, Salvation Farms moved from its rented facility seeking collaborators to institute this operating model in regions across Vermont. In the first two months of 2020, prior to ending food hub operations, we moved more than 22,600 pounds of locally grown surplus produce to sites serving the nutritionally insecure. Additionally, we distributed our entire inventory of frozen products - nearly 7,000 servings - made from Vermont's surplus crops, all produced in this food hub.



"It was wonderful to receive frozen food that was ready to be tossed into a soup or other dish to be served during our soup kitchen. We love working with other organizations in the community and the fact that we were able to do that while improving a dish with such great additions to the meals is amazing!"

- Elizabeth Nicoll, Corps Officer, The Salvation Army, Burlington, VT

83% of former Vermont Commodity Program trainees reported employment not being impacted by the COVID-19 pandemic with **50%** filling essential worker positions in 2020.

"The program was really a perfect match for me given the timing, my readiness, desire for a bridge from unemployment and health related employability...Now I have the job I have dreamed about for years and without Salvation Farms I'm not sure if it would have happened the way it did. I really owe a debt of gratitude and appreciation for carrying me from one side to the other. I have an income now!"

- Former Vermont Commodity Program Trainee



So Very Grateful!

Salvation Farms sends our deepest appreciation out to Joe Bossen and Susan Titterton who transitioned from our Board of Directors in 2020 after five years of service.

Welcome to The Team!

In 2020, Salvation Farms welcomed new Board members Sarah Danly and James Hafferman, new staff members Liz Calvert and Greta Hasler, and AmeriCorps VISTA member Kacey LaBonte to our team.

Visit www.SalvationFarms.org to learn about all of our team members.

"When COVID-19 shut everything down in March 2020 we were at a loss for how to proceed with gleaning activities.
Salvation Farms was instrumental in providing resources, drafting safety protocol language, and setting up weekly planning meetings over Zoom with the rest of the Vermont Gleaning Collective member organizations. It was especially helpful to have Salvation Farms as the backbone for gleaning in Vermont stating that gleaning is essential work."
Peter Jenkins, Gleaning Coordinator, Northwest VT Healthy Roots Collaborative

GLEANING

Salvation Farms continues to proudly serve as backbone to and member of the Vermont Gleaning Collective. During 2020, the Collective's six members collaborated with **126 farms**, gathering more than **923,000 servings of local produce, serving 177 food programs** including the Vermont Foodbank and its network. **735 volunteers donated nearly 5,646 hours** to support the Collective's gleaning activities.

81% of Collective volunteers reported gleaning introduced them to new farms, 70% indicated an increased awareness of local farms and the role they play in our food system, and 80% stated having a better understanding of food loss on farms.

Vermont Gleaning Collective members include: Community Harvest of Central Vermont, Healthy Roots, HOPE, Intervale Center, Salvation Farms, & Willing Hands

Our COVID Response

→ We helped Black River Produce find buyers after the closure of restaurants and universities for more than \$100,000 worth of Vermont produced meats, dairy products, and produce.

"The partnership with the Salvation Farms team was integral in not only getting food to Vermonter's in need but also helped us to best communicate with service providers whose operations changed overnight. The ability to quickly respond and react saved a lot of product from being just plain wasted and a lot of Vermonter's from going hungry."

- Brian Cassino, Multi Unit Account Relationship Manager, Black River Produce

- → Salvation Farms gathered Vermont Gleaning Collective Members virtually each week at the onset of COVID-19 to understand what farmers and food programs were seeing and facing on the ground in their communities – AND led the Collective in creating COVID-19 protocols to ensure the safety of farmers, volunteers, food programs, and eaters.
- → We distributed 1,650 USDA Farmers to Families Food Boxes containing 26,180 pounds of locally grown food and 1,415 gallons of surplus Vermont milk to feed families in need between July – September.



Helping Individuals Build Food Independence Each year Salvation Farms' gleaning program moves unsold vegetable starts to programs serving community members that might not otherwise garden. In 2020, we distributed more than 1,000 starts to gardeners in need.



"The state of Vermont was held up as a model by the USDA because of partners like Salvation Farms, who assisted in distributing food boxes to those in outlying areas who would not have received them otherwise."

- Nina Hansen, Vice President of Operations, The Abbey Group

VERMONT FOOD SYSTEM PLAN ISSUE BRIEF



AGENCY OF AGRICULTURE, FOOD & MARKETS

www.Agriculture.Vermont.gov

ISSUE: Food Access and Farm Viability

What's At Stake?

All Vermont residents should have access to nutritious local foods they can afford, and Vermont farms should all be profitable. However, many people in our state struggle with the rising cost of living, high housing and utility costs, transportation barriers, health issues, and underemployment, all of which can make it challenging to afford food. Today, 74,520 Vermonters are food insecure, including 18,760 children. To build a robust and equitable food system, we must address both food access and farm viability simultaneously. For the health and wellbeing of all eaters, food access cannot be addressed by the charitable food system alone but rather must be considered in relation to all the major market channels: retail, direct markets, and institutions. By increasing the ability of all eaters to access and use local food, we also benefit our farm businesses and the entire Vermont economy.

"As they have done for surplus management, Salvation Farms has brought its systems thinking and service leadership to the Farm to Plate Network in myriad ways; from co-chairing the Aggregation and Distribution Working Group, to serving on the Farm to Plate Steering Committee, to being lead author of the Food Access and Farm Viability Issue Brief. In each case, Salvation Farms' leadership, perspective, and deep commitment to systems change has made Farm to Plate more effective and left a lasting impression for how we work as a network to strengthen Vermont's food system."

- Jake Claro, Farm to Plate Director, Vermont Sustainable Jobs Fund

"Salvation Farms provides an essential service to our community. Salvation Farms is helping to reduce on-farm food loss, which is huge. Friendly, knowledgeable staff. In a small state, it is important for organizations to share resources and work together for greater impact. Salvation Farms is awesome!" - Alison Russell-McKnight, Pete's Greens, Craftsbury, VT

Finding a Market for Surplus

As part of our ongoing effort to find institutional markets for Vermont's surplus farm produce, Salvation Farms continued to make progress in 2020 purchasing surplus produce from farms, coordinating transportation, and selling approximately 5,000 servings of local produce to three of Vermont's correctional facilities for use in their meal program.

"The Vermont Department of Corrections working with Salvation Farms allows our facilities to use farm fresh produce, reduces our dependence on commercial generic vegetables and supports our local economy. The inmate kitchen workers also learn about good nutrition and the processing of fresh vegetables."

> - Bryan Mitofsky, Food Service Supervisor II, VT Dept. of Corrections



"I was amazed by the quantity and quality of much of this produce. It was fun to glean at different farms to see different scales and styles of farming."

– Erica Harris, Morrisville, VT

75% of volunteers indicate that serving with Salvation Farms increased their understanding of how local farms operate and the role they have in our food system, why crops are left in the field or harvested but not sold, and how our work reduces food loss on farms.

"The labor involved in gleaning should not be a burden for farmers and can be a help for procuring fresh/ frozen fruits and vegetables to people who deserve access to these nutritious foods."

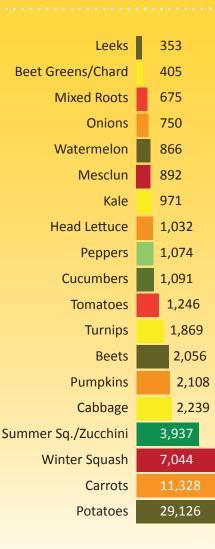
- Kristen Chutter-Cressy, Burlington, VT







"We so appreciate the fresh, local vegetables. Our patrons wouldn't have access otherwise." - Dorigen Keeney, Johnson Emergency Food Shelf, Johnson, VT



Crops Collected:

In total, Salvation Farms moved 71,715 pounds of surplus crops from 20 farms and 3 Vermont Gleaning Collective programs.

Total Crop Value: \$103,868

The following had under 300lbs collected: Corn, Pac Choy, Brussel Sprouts, Eggplant, Radishes, Blueberries, Cooking Greens, Mixed Veggies, Cauliflower, Salad Greens, Scallions, Beans, Spinach, Lettuce Mix, Rhubarb, Garlic, Garlic Scapes, Melons, Arugula, Broccoli, Celeriac, Kohlrabi, Parsnips









served 20









Salvation Farms P.O. Box 1174 49 Portland Street Morrisville, VT 05661 info@salvationfarms.org 802-888-4360

Non-Profit Org. U.S. Postage PAID Morrisville, VT Permit No. 49

RETURN SERVICE REQUESTED

86% of community food programs state that receiving produce donations from Salvation Farms has increased their interest in and comfort using fresh food as well as their familiarity with locally grown, in-season produce.

Prepared Meal Sites Affordable Housing Elderly Programs

Salvation Farms Provided Vermont's Surplus to:

"I really appreciate that you've delivered food to us this year. During the pandemic the costs of so many health-related items went up so much, so stretching food resources has been key. I'm so glad to be part of your network." - John Howell, The Manor, Morrisville, VT



"There is much to admire about Salvation Farms. For me, as a business donor, I am most impressed with the organization's productivity and efficiency. They deliver so much good and do so with so few resources. Their board, staff, and volunteers have an unparalleled record of converting limited resources into the nutritional necessities that help so many Vermonters. I am in awe of their achievements." - Paul Ralston, Founder, Vermont Coffee Company, Middlebury, VT

Financials

Income	
Contributions	\$137,231
Grants	\$294,572
Program Revenue	\$17,546
Other	\$7,137
In-Kind	\$2,396
Total	\$458,882

Excluding a generous business contribution, Salvation Farms' individual and business donor support in addition to grant revenue remained steady in 2020. While the COVID-19 pandemic halted plans for in-person special events, causerelated marketing and crowd-funding income increased. Program revenue shifted greatly, a result of ceasing most Vermont Commodity Program activities. Outside of the above reported income, Salvation Farms received a Small Business Administration Paycheck Protection Program loan for \$63,665 that was fully forgiven within the year.

Expenses

Programs	\$233,239
General Administrative	\$81,007
Marketing & Fundraising	\$62,761
Total	\$377,007

Expenses decreased in 2020, a result of reduced travel and in-person conference attendance due to the COVID-19 pandemic as well as the planned termination of a lease for a program operating space. Personnel related costs remain our largest liability (75% of expenses) reflecting the reality that Salvation Farms' staff is our greatest asset. All marketing, fundraising, and bookkeeping continues to be managed in-house. Hired consultants continue to support our Ben & Jerry's Foundation funded strategic plan implementation. Insurances, rent, utilities, and vehicle upkeep are all part of making Salvation Farms' work possible.

Value of Gleaned & Donated Crops: \$103,868

Business Donors

Ardelia Farm & Co., Bourne's Energy, Budgetools, Burke Senior Meals, Butternut Mountain Farm, Butterworks, Cady's Falls Nursery, Calderwood Insurance, Cellars at Jasper Hill, Central Vermont Council on Aging, Chelsea Green Publishing, City Market Coop, Concept2, Craftsbury Outdoor Center, Custom Sportswear, Danville Senior Action Center, Denton Auto, East Craftsbury Presbyterian Church, Green Mountain United Way, Green Seed Herbals, Greensboro Nursing Home, Hardwick Area Food Pantry, Harlow Farm, HeadStart, Hotel Vermont, Inspire Kitchen & Bath Designs, Lamoille County VFW, Lamoille Valley Veterinary Services, Laraway Youth & Family Services, LittleTree Builders, Manufacturing Solutions Incorporated, Meals on Wheels of Lamoille County, Mighty Food Farm, Nomadic Roots, Noonmark Nonprofit Services, Northshire Bookstore, Rock Art Brewery, Sargent & McKinney Advertising, Second Congregational Church of Christ UCC, Skada Builders, South Burlington Rotary Club, Sterling College, Stowe Rotary Club, Switchback Beerworks, The Alchemist, The Body Lounge, The Manor, The Old Meeting House, Union Bank, Upper Valley Food Co-op, Vermont Arborists, Vermont Architects Collaborative, Vermont Coffee Company, Vermont Compost Company, Vermont Family Farms, Washington Electric Cooperative, Willing Hands, Woodbury/Calais Food Shelf, Wood's Market Garden, & one employee match program

Foundations, Funds, & Grants

Amazon Smile Foundation, Ben & Jerry's Foundation, Claneil Foundation, Farm Credit East, Green Mountain Fund, Harry Chapin Foundation, National Life Group Foundation, Prevot Family Foundation, Prudence M. Webb Trust, Rabble-Rouser Diversity Preservation Society, Surfing Veggie Farm Foundation, Sustainable Future Fund, Tamarack Fund, The Fountain Fund, The Oakland Foundation, The Sandy River Charitable Foundation, The Whitehead Foundation, Vermont Agency of Agriculture, Food, and Markets, Vermont Foodbank COVID Fund, You Have Our Trust Fund, & four anonymous foundations

In-Kind Donors

Abrah Griggs, Ben Glassman, Brenda Snow (aka Grannie), Demars Properties, Grimes, & Jennifer Hayslett

In Support of Hunter's Sharing the Harvest - Vermont Anne Wallace, David Gusakov, Eric Nuse, Nate Gusakov, & Theresa Snow

Special thanks to the following people who contributed to our work in 2020 Cae Keenan, Claire Wheeler, Holly Simpson, Morgan Wickstrom, & Paul Szalkucki

Individual Donors

Alexandra Heller, Allison & Donald Hooper, Allison Van Akkeren & Kestrel Owens, Amanda Payne, Amy Gillen, Andrew Robinson, Anita Forgy Bohls & Chalmer C. Bohls, Ann D. Bunting, Ann Marie Duggan, Ann Spearing & Ron Kelley, Ann Stanton & David Connor, Anne Bijur, Anne Castle, Anne D. Lezak & Harry Chen, Anne Mason, Anne Steel, Anthony & Katherine Stamper, Avram Patt, Barbara & Arthur Postman, Bartlett Leber, Bernard Weichsel, Betsy Pond, Betsy Owen, Bill & Diana Donovan Lee, Bill & Karen Donoghue, Bob & Betsy Almeter, Bob & Cathy Snow, Bonnie Acker & John Davis, Bonnie Barnes, Brenda Snow, Brian Neilson, Brian Williams, Bridget Wiffin, Bunny & Peter Merrill, Carly Monahan, Carol & Don Randall, Carol Degener, Carol L. Kelly, Carol Young, Carolyn & Alan Partridge, Carolyn Angoff, Carrie Riker, Cecile Valcour, Charen Fegard, Charlie & Carol Hosford, Charlie Frazier, Christina Erickson & John Marius, Christina Goodwin, Christine & Michael Smith, Ciara Low, Claire M. 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Winnie Jones, & 17 anonymous individuals

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In Memory of

Alex Lamb, Audrey Marshia, Cleo Curcillo, Debbie Gilbert, Dick Snow, Esther Slen, George Floyd, Harold E. Billings, Jack Lazor, Jason Cook, Robert Lee Stancliff, Ursala Barr, & Warren Miller