



Salvation Farms 2021 Annual Report

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

In 2021, Salvation Farms recommitted to its home region, Vermont's Northeast counties. This refocusing has included planning for new frozen food production, adding program facilities, launching a new gleaning program, and increasing our direct impact program staff numbers.

This regional refocus has deepened our commitment to create and refine models for adaptation and replication by others who wish to reduce food loss on farms, build local food supply chains, and increase the use of locally-produced foods. Re-anchoring our direct impact programs in Vermont's northeast region has not diminished our dedication to develop and support partnerships elsewhere in Vermont or our technical assistance offerings that reach far beyond the borders of Vermont. This re-rooting excites us as we remain inspired by the potential of our short-term local impact AND our collective impact, systems change work.

While the COVID-19 pandemic has revealed many vulnerabilities in our economic, health, and social structures, Salvation Farms' course has not changed. We know that in easy and hard times, stewardship of local resources to meet basic needs is essential to community resilience.

Our mission, to build food system resilience through agricultural surplus management, was informed by our understanding of the shared vulnerability we all have in light of climate change, corporate consolidation of the global food supply, and the predominant import of materials needed to maintain our lives. We continue to be guided by the knowledge

that local resilience is possible but only through networked responses that involve community members, businesses, non-profits, and the public sector. Our efforts aim to serve that end.

For more than fifteen years, Salvation Farms has been identifying gaps in local food systems, looking at available resources like surplus farm foods, and uniquely aligning collaborators to build networked and interdependent partnerships that create local resilience and reliability.

To meet our ambitious goals of engagement in creative collaboration and alignment of available community assets and resources, Salvation Farms has made a serious commitment to grow the organization's capacity through increasing our competitiveness as an employer and prioritizing staff wellness. As we near our twenty year mark, our team is keeping top of mind the importance of assessing, understanding, and further defining organizational structures and culture, Board roles and responsibilities, and Salvation Farms' guiding philosophies.

We are grateful that you are part of this important work – it is work we must do together.

Sue Buckholz
Board President

Theresa Snow
Executive Director



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Farmer & Educator with
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Community Project Manager
& Organizer



Chris Callahan
Engineering Entrepreneur
& Professor of Agricultural
Engineering at the University
of Vermont

So Very Grateful

Salvation Farms sends our deepest appreciation to Avram Patt who transitioned from our Board of Directors in 2021 after five years of service – many of those years were spent serving as the organization's Board President. Thank you, Avram.

In 2017 Avram, with Salvation Farms' staff member Marcella, join Theresa as she receives a Marvin Award from the Lamoille Valley Planning Commission.



That's Good News!

In 2021 Salvation Farms found our work featured in several national publications. While the idea of using surplus farm-grown foods for community resilience is not new to us, it is to many across the country who have begun thinking about how the things we need get to us. Read all about it . . .



How Gleaning Could Reshape the Farm Economy

A Vermont nonprofit is connecting independent farms with buyers and distributors, reducing food surplus and working to eliminate food insecurity.



How 'Gleaning' Can Help Prevent Food Loss

Salvation Farms in Vermont is bringing this age-old practice to the modern day.



Resist today's throwaway culture with this ancient practice

A modern-day gleaning network addresses issues of food waste and food insecurity.

88% of Salvation Farms volunteers stated having more awareness about how local farms operate and the role local farms play in our food system.

"I really saw the supply chain of food in its entirety."
– Celeste, volunteer

Salvation Farms Moves into The Barn

By Ellen Hill

Co-Director of the United Way of Lamoille County

A unique barn raising has taken place in the heart of Morrisville. With the support of hundreds of donors, foundations and volunteers, the United Way of Lamoille County renovated a barn we own to serve as the home of the Salvation Farms' Clearinghouse team and its Lamoille Valley Gleaning program.

This space, offered to Salvation Farms rent-free for five years, will improve community health through expanding their Lamoille Valley gleaning capacity, increasing the quantity of produce, and diversifying distribution. COVID put the brakes on the barn renovation and the one-year project stalled. Finally, three years later, Salvation Farms volunteers and staff are bringing the space to life.

While some work remains to be done, including exterior repairs and appropriately painting the barn red, this barn represents the power of community and reflects what can



Ellen (middle left), pictured in front of the barn, receives a big donation check from the Morrisville Rotary Club to support the ongoing 2021 renovations.

happen when countless people contribute. United Way of Lamoille County cannot adequately thank the scores of people, organizations and businesses who literally raised a barn for the benefit of our community. Yes, it takes a village.



Invited to Farm Aid

Each year Farm Aid brings together a wide variety of artists, farmers, and fans for one mission: keeping family farmers on the land. In 2021 Farm Aid found itself in Hartford, Connecticut and we were invited to be a part of the festivities. Our Farm Aid exhibit showcased what nutritious crops that don't have markets look like. We helped festivalgoers visualize what re-localized food systems in the US could be if we used the estimated 34 billion pounds of edible produce that remain on farms unharvested, unsold, and uneaten annually in this country.

Salvation Farms' team members, Hillary and Jessa, ready to engage festivalgoers in conversations about our mission and food loss on farms.

Salvation Farms continues to proudly serve as backbone to and member of the Vermont Gleaning Collective. During 2021, the Collective's six members collaborated with **178 farms**, gathering more than **1,252,000 servings of local farm-raised foods**, serving **186 food programs** including the Vermont Foodbank and its network. **1,383 volunteers donated more than 9,860 hours** to support the Collective's gleaning activities.

81% of Collective volunteers reported gleaning introduced them to new farms, **69%** indicated an increased awareness of local farms and the role they play in our food system, **89%** stated having a better understanding of food loss on farms, and **84%** shared that gleaning influenced their relationship with farms in their community.

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

VERMONT
GLEANNING
COLLECTIVE

Northeast Kingdom Gleaning is Born

In collaboration with the Northeast Kingdom (NEK) Food Cycle Coalition, Salvation Farms and the NEK Waste Management District joined forces in 2021 to host a Harvest Against Hunger AmeriCorps VISTA member for the purpose of launching Vermont's newest gleaning program in service to the state's three northeastern counties. By year's end, it was decided that the new NEK gleaning program would live within Salvation Farms. We thank all of the community partners who supported and contributed to the successful launch of this new initiative and to Gillian D'Acierno for setting the foundation for this program during her VISTA service.

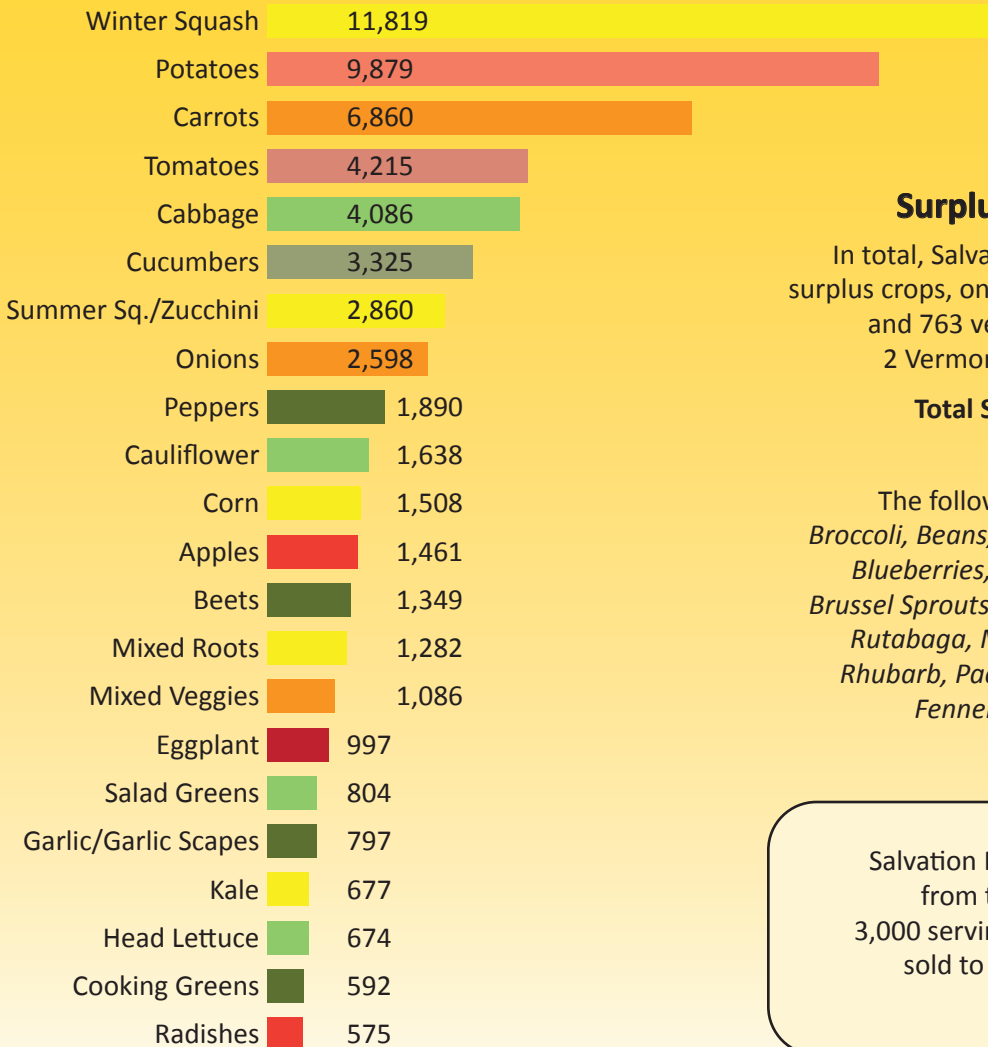


Gillian (left) introduces the NEK Gleaning program to farmers at the St. Johnsbury Farmers' Market.

92% of food programs reported that being served by Salvation Farms increases their understanding and familiarity of locally grown, in-season foods.

Supports for Community Food Security

In 2021, Salvation Farms conducted an inventory of kitchen/food storage related infrastructure in the Lamoille Valley which led to identifying a host of sites to receive refrigerators or freezers to increase the valley's capacity to prepare, store, and move food to meet community needs.



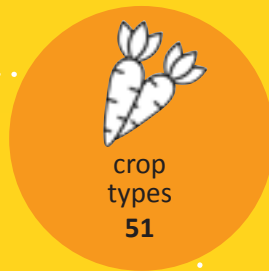
Surplus, Local Food Collected:

In total, Salvation Farms moved 65,502 pounds of surplus crops, one bouquet of flowers, 1,500 dozen eggs, and 763 vegetable starts from 46 farms and 2 Vermont Gleaning Collective programs.

Total Surplus Food Value: \$111,795

The following had under 500lbs collected:
Broccoli, Beans, Spinach, Sprouts, Beet Greens/Chard, Blueberries, Sweet Potatoes, Turnips, Parsnips, Brussel Sprouts, Melons, Leeks, Lettuce Mix, Scallions, Rutabaga, Mesclun, Microgreen, Strawberries, Rhubarb, Pac Choy, Peas, Arugula, Herbs, Celery, Fennel, Fiddleheads, Meat, Kohlrabi

Salvation Farms purchased surplus produce from two farms, resulting in nearly 3,000 servings of locally-grown produce being sold to two of Vermont's Correctional facility meal programs.



Broad Support for Farm Surplus Management

Salvation Farms is proud to have the continued partnership and renewed, multi-year support from The Sandy River Charitable Foundation and Canaday Family Charitable Trust. The newest multi-year funding from the foundations specifically support Salvation Farms aim to anchor our farm surplus management models in Vermont’s four most northeast counties. In doing so, Salvation Farms will continue to develop and refine our operating models creating stronger technical assistance offerings to others in Vermont and beyond while also serving to stabilize our direct impact services in our home region.

In conjunction with developing and modeling opportunities that respond to and increase the use of locally-grown, surplus foods, Salvation Farms values the power of collaboration and

mutually beneficial partnerships that share and leverage assets to further a common vision. To this end, we were pleased to secure funding in 2021 for the purpose of passing through to partners and building collective impact. Specifically:

- \$77,550 from the Chittenden Solid Waste District for a variety of cold storage infrastructure serving five different regions in Vermont, to be spent by January 2023.
- \$100,000 from the Hannaford Charitable Foundation to support the Vermont Gleaning Collective in strategy building and collective impact in addition to supporting the Collective’s six autonomous member organizations’ programs individually, to be spent by March 2023.

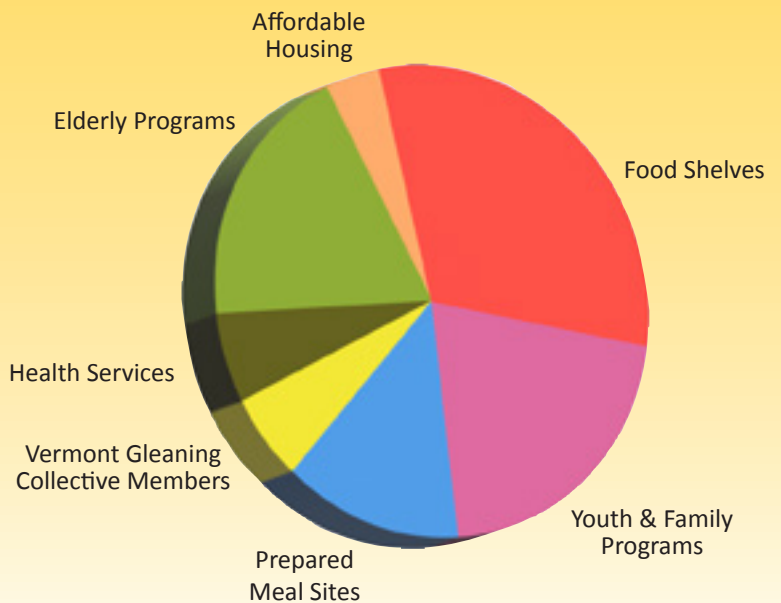


What is the impact of working with Salvation Farms? “Enables our meal site to offer a more colorful, nutritious variety than we could otherwise afford to do.” – **Danville Senior Action Center, Danville, VT**



Joan, a regular Salvation Farms’ volunteer, shows off a beautiful gleaned tomato.

Salvation Farms Provided Vermont’s Surplus to:



Individuals

Alan & Wendy Regier, Alexandra Heller, Allison & Donald Hooper, Allison Van Akkeren & Kestrel Owens, Amelia Robinson-Fritz, Amy Butcher, Anita Forgy Bohls & Chalmer C. Bohls, Ann Bunting, Ann Marie Duggan, Ann Spearing & Ronald Kelley, Ann Stanton & David Connor, Anne Castle, Anne D. Lezak & Harry Chen, Anne Mason, Anne Steel, Anthony & Katherine Stamper, Arlene Diesenhouse, Atencio Family, Avram Patt, Barbara & Arthur Postman, Bartlett Leber, Bernard Weichsel, Beth Springston, Betsy Owen, Betsy Sinnott, Bill & Diana Donovan Lee, Bill & Karen Donoghue, Bob & Betsy Almeter, Bob & Cathy Snow, Bonnie Acker & John Davis, Bonnie Barnes, Brenda Snow, Brian Brgant, Bruce & Laura Millar, Bunny & Peter Merrill, Carol & Don Randall, Carol Ann Smith, Carole & James Petrillo, Carolyn Angoff, Carrie Riker, Charlie & Carol Hosford, Charlie Frazier, Christina Erickson & John Marius, Christina Goodwin, Claire Austin, Claire Cassar, Claire M. Wheeler, Claire Wilson, Cornelia Carey, Cynthia Char & Peter Gilbert, Cynthia West, Dan & Cindy Wickstrom, Dan Cober, Daniel Fraser, Darryl Bloom, Darsey & Joseph Moon, David & Nancy Ford, David & Peggy Williams, David & Renee Wahler, David & Suzanne Sanborn, David Adams, Ed & Deb Krempecke, Deborah K. Ramsdell, Debra L. Diegoli, Del Sheldon, Dian Williams, Diana Celia, Diane & Ross Morgan, Diane Szalchetka, Don & Anne Shackett, Don & Lela Avery, Dona Brown, Dorigen Keeney, Dorothy & Lori Van Houten, Duncan & Nancy Tingle, Earle & Priscilla Williams, Edward McDonough, Edna Snow, Elise Olsen & Josh Carlson, Elizabeth & Richard Swartz, Elizabeth Bassett & John Pane, Elizabeth Bourdon, Elizabeth Ferry, Elizabeth Gibson, Elizabeth Hasen, Elizabeth Kenton, Elizabeth Scott & Timothy Berry, Ellen & Peter Waldman, Ellen Roberts, Ellen Hill, Emma Stuhl, Erica & Lucas Harris, Erica Campbell, Ezra Fradkin, Frances Foster, Frank LaClair, Fred Hunt, Gail Bartha, Gary & Fran Plewak, Gary Clark, Gaylynn Huyghebaert, Genica Breitenbeck, George & Susanne Abetti, Glenn & Lisa Macy, Gregory Stefanski, Gretchen Vanslyke & Zuell Ambrose, Gruet-Matthews Family, Guthrie Smith, Howard Brown, Howard Manosh, Hubert O'Brien, Hugh Knox, Jack & Helene Ader, James Feinson, James Hafferman, Jan Ameen, Jane & Bill Macan, Jane Marlin & Paul Gruhler, Janet Long, Jay Leshinsky, Jayne Arden, Jean & David Rosenberg, Jean Hamilton, Jeanne Kern & Edward Oravec, Jeannie Kornfeld, Jennie Davis, Jennifer & Luman Wadhams, Jennifer H. Payne, Jennifer Oldham, Jenny Bayles, Jesse Pyles, Jesse Ridgway, Jessie Bradley, James Rossiter & Anna Barrett, James Eikenberry, Jo Sabel Courtney, Joan Greene, JoAnne Dennee, Jodi Lew-Smith & Michael Smith, Joe Bossen, John & Janet Poeton, John Mandeville, John & Judy Clark, John & Linda Kristan, John & Millie Merrill, John Julian, John Sargent & Caroline McKinney, Jon Satz, Jonathan Corcoran, Jonathan & Margaret Lowell, Joyce Homan, Judi Daly & Pat Hickey, Judith Wrend & Joanne Harrison, Judy Carpenter & Karl Stein, Judy Geer & Dick Dreissigacker, Julia Grey, Julia Scheier, Julie Bourne, Kane Sherlock, Kate Riley, Kate Schubart, Katie Rumley, Kathleen Basile, Kathleen Daige, Kathleen Duclos, Kathleen Fleming, Kathryn Snow, Katie Black, Katie Traub, Kay & Jim Stephenson, Kay Freedy, Ken Lamb, Kent Taylor, Kevin Gregoire & Anne Morse, Koi Boynton & Eric Ford, Kristin Smith, Kye Cochran, Laura Davenport & Kenley Clark, Laura Weickert, Laurel A. Schoop, Laurie & Greg Hammond, LD Bliss, Lenore Randolph, Libby Mills, Linda Ramsdell, Linda Young, Lisa Newton, Lisa Rees, Liz Courtney, Elizabeth Dickson, Liz Lackey, Lloyd Komesar & Maureen Carn, Lois Keith, Lori Brandolini & Greg Wells, Louise Cross, Lucia Murphy, Lynn & Bob Meyer, Mac

Lynch, Maggie Cleary & Justin Earlandt, Maj Wickstrom, Marcella Houghton, Margaret Ramsdell, Marianne Lee Blanchard, Marie & Tony Risitano, Mariel Hess, Mario Mauro, Mark & Connie Pelton, Marleen Moore, Mary & Ed Korowotny, Mary & John Green, Mary C. Ashcroft, Mary Jean & David Coddair, Mary Louise Bekkouche, Mary Miller, Matt Hurley, Matthew Ennis, Max Seaton, Meg Ostrum, Melinda & John Patterson, Michael & Sandra Levine, Michael Sirotkin, Michel Weppler, Michele Harrington, Michelle Downing, Miles Peterle, Mort Butler, Muriel & Paul Almquist, Nacklie & Tanya Bou-Nacklie, Nancy & David Merz, Nancy & Gary Banks, Nancy Mobley, Nancy Segal, Nathan Hemmer, Norman & Jane Hanson, Patricia Martin, Patrick Gilbert, Paul Ralston & Deborah Gwinn, Paula Ratchford, Paula Yankauskas & Dale Martin, Peter Peltz, Peter Colgan, Peter Young & Lauren Geiger, Philip Lewellen, Cilla Bonney-Smith & Nat Smith, Rachel Duffy, Randall Rupp, Ratner Family Fund, Ray Mikulak & Robin McDermott, Raymond Dubois, Rev. Clark & Lucy Callender, Richard & Heidi Sontag, Richard F. Snow Jr., Rob & Maureen Geyer, Rob Maynard, Roberley Bell & James Morris, Robert & Amy Monahan, Robert & Janet Ferguson, Robert & Jessie Heiser, Robert & Susan Connerty, Robert L. Scheier, Ron & Judith Stancliff, Ron Koss, Roxane Blake, Sam & Lorna Guy, Sam Rowley, Sandi Boyle, Sandra Batchelder, Sandra Montgomery, Sarah & Niles Callanan, Sarah Danly, Scott & Mary Fletcher, Scott Johnson, Scottie & John Harrison, Serin Houston & Will Decherd, Seth & Darcie Abbene, Shap Smith & Melissa Volansky, Sheila Halpin, Shelby & Jeff Girard, Siobhan Donegan, Sonny & Peg Demars, Stephen & Anne Cluett, Stephen Schneps, Steven Levine, Sue Buckholz, Sue Wallingford, Susan & Bill Bartlett, Susan & Robert Titterton, Susan & Michael Coffey, Susan & Hans Ohanian, Susan Goodwin, Susan Hertzberg, Susan Houston, Susan Raber Bray, Susan Smiley, Susie & Jack Peters, Sydney Flowers, Terry Davis, The Ciecierski Family, The Rose Family, Thomas & Peggy McLinden, Thomas Shively & Lisa Coney, Thomas L. & Dona M. Scott, Tim Stevenson & Sherry Maher, Todd & Jill Lloyd, Tony Risitano, Trudy Louson, Virginia M. Church, Ty Worthen, The Warren, Waitsfield, Fayston Wednesday Bridge Group, Virginia Flanders, Virginia Jenkins, Virginia Nickerson, Wendy Reynolds, Wendy Simpers, Will & Judy Stevens, Winnie Jones, Yvonne Martin, Zdenek Fatka, & 34 Anonymous Individuals

In Honor of

Avram Patt, Chris Callahan, Danielle Smith, Debra Diegoli, Ed Krempecke, Ed Loewenton, Edna Snow, Emma Korowotny, Gretchen Besser, James Hafferman, Jane Macan, Kayleigh Boyle, Mark Lichtenstein, Natalie, Our Military, Paul Harlow, Sterling College Class 2006, Sue Buckholz, & Theresa Snow

In Memory of

Al Besser, Alex Lamb, Allen Church, Amy, Bob Rivers, Debbie Gilbert, John Rapson, Marcy LaClair, Mary & Harold Simpers, & Thea Whitcavitch

Business Donors

Amazon Smile, Ben & Jerry's, Bourne's Energy, Buffalo Mountain Coop, Butternut Mountain Farm, Butterworks Farm, Cabot Creamery Cooperative, Calderwood Insurance, Cellars at Jasper Hill, Chelsea Green Publishing, Chroma Technology, City Market Coop, Community National Bank, Concept2, Custom Sportswear, Denton Auto, East Craftsbury Presbyterian Church, Fedco Seeds,

Flack Family Farm, Gardeners Supply Company, Harvest Hill Farm, Hill Farmstead Brewery, Hust & Hust, Inspire Kitchen & Bath Designs, Lamoille County VFW Post 9653, Laraway Youth & Family Services, Little Village Enterprises, LittleTree Builders, Manufacturing Solutions Incorporated, Meals on Wheels of Lamoille County, Mighty Food Farm, National Life Group, Northshire Bookstore, Organic Valley Cooperative East, PayPal Giving Fund, Rock Art Brewery, Rural Vermont, Sterling College, Stowe Farmers Market, Sunsoil, The Alchemist, The Body Lounge, The Old Meeting House, Town of Craftsbury, Town of Hyde Park, Town of Johnson, Town of Stowe, Town of Wolcott, Town of Woodbury, Twin City Subaru, Union Bank, Unitarian Universalist Fellowship, Vermont Compost Company, Warren United Church, Washington Electric Cooperative, West End Landscaping, Willing Hands Enterprises, Woodbury-Calais Food Shelf, Yankee Farm Credit, & 2 Anonymous Businesses

Foundations & Funds

Ben & Jerry's Foundation, Canaday Family Charitable Trust, Chittenden Solid Waste District, Claneil Foundation, Combined Jewish Philanthropies of Greater Boston, Federal Home Loan Bank of Boston, Hannaford Charitable Foundation, Lucy Downing Nisbet Charitable Fund, National Life Group Foundation, Northeast Kingdom Fund, Pleasants Fund, The Prevot Family Foundation, Rabble-Rouser Diversity Preservation Society, Robertson Family Fund, Sustainable Future Fund, Tamarack Fund, The Fountain Fund, The Sandy River Charitable Foundation, The Whitehead Foundation, Town Fair Tire Foundation, Vail Resorts EpicPromise, Vermont Agency of Agriculture, Food, & Markets, Vermont Community Foundation, Vermont Foodbank, VSECU, & 4 Anonymous Foundations

In-Kind Donors

Abrah Griggs, Benjamin R. Glassman, Butternut Mountain Farm, Cabot Creamery Cooperative, Cellars at Jasper Hill, Chelsea Green Publishing, Craftsbury Outdoor Center, Demars Properties, Dimitri Calvert, Dostie Bros, Grannie Snow, Grimes Inc., GRIT Strategies, Hannaford Supermarket, High Mowing Organic Seeds, Langrock Sperry & Wool, Microsoft, Phish, Price Chopper, QuickStart, Rabble-Rouser, ReWork, United Way of Lamoille County, Vermont Artisan Coffee & Tea, Way Out Wax, & Websticker.com

Special thanks to the following people who contributed to our work in 2021

Danielle Smith, Elizabeth Calvert, Emma Korowotny, Greta Hasler, Kacey LaBonte, & Maxine Kelly



In remembrance of one of our donors and a fine farmer, Salvation Farms sends a very special thank you to Jon Satz. Jon farmed in Brandon, Vermont operating the well-known Woods Market Garden farm stand. Jon's generous spirit, willingness to share his knowledge, and mindful tending of his land are character traits we highly admire – the kind of person we all would be lucky to know.



Financials

Income

Contributions	\$166,855
Grants	\$313,210
Program Revenue	\$16,509
Other	\$23,359
In-Kind	\$11,503
Total	\$531,436

Salvation Farms' individual and business donor support grew by 25% in 2021 and grant revenue increased by 35%. While the COVID-19 pandemic continued to hamper some in-person activities, our Salvation Farms Aid fundraising event had a successful return in June of 2021. Program revenue remained on par with 2020. Salvation Farms deferred \$221,750 in grant related income for use in 2022.

Expenses

Programs	\$353,573
General Administrative	\$79,962
Marketing & Fundraising	\$53,881
Total	\$487,416

Salvation Farms expenses increased by 25% in 2021. Staff remain our largest financial liability (70% of expenses) reflecting the reality that our staff is our greatest asset. Wages & benefits grew by 19% and additional investments in professional development and wellness benefits for the staff were made. A new area of activity for the organization is serving as fiscal sponsor.

In 2021, we passed through \$32,657 to four partner initiatives. We continued hiring consultants to support our strategic plan implementation. Insurances, rent, utilities, and vehicle upkeep are all part of making Salvation Farms' work possible.

Value of Gleaned & Donated Food: \$111,795

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

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RETURN SERVICE REQUESTED

“Salvation Farms helped us move some of our overstock out into the community with little added costs and unnecessary logistical challenges.”
– **Black Dirt Farm, Greensboro Bend, VT**

While volunteering, did you harvest or try any crops that were unfamiliar to you? “YES!”

“new kale varieties” – **Laura**
“broccolini, daikon radish, & new tomato varieties” – **Celeste**
“romanesco broccoli & celeriac” – **Anonymous**

“Compost is great, but we would rather feed people, especially those who otherwise lack access to high quality food.”
– **Provider Farm, Barnet, VT**

“We are pleased with the variety and quantities of produce. What we receive determines what we cook at after school and what students take home to share with their families.”
– **Wolcott Elementary School Afterschool Program, Wolcott, VT**

Governor Scott Recognizes Salvation Farms



In a letter dated December 21st 2021, Vermont’s Governor Phil Scott thanked Salvation Farms for its efforts to spread joy and kindness. Accompanying the letter was an official Executive Department Recognition for the organization’s work to reduce food loss and expand access to locally grown food for all Vermonters.

The Governor thanked Salvation Farms “for strengthening Vermont’s agricultural heritage and spreading this important message of optimism and hope, especially to some of Vermont’s most vulnerable” and declared an official recognition of the organization’s efforts through his office’s Rays of Kindness initiative. “Your innovation is one of the many reasons to feel hopeful and inspired. It’s Vermont organizations like yours that have helped us light the way for the nation in our acts of kindness and community spirit” his letter stated.