

# Salvation Farms 2022 Annual Report

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



"I value the distribution of surplus farm products and trust Salvation Farms to carry out the task."

– **Heritage Farm, Walden Vermont**

As we reflect on 2022, we're so proud of all we've achieved and are excited about what lies ahead for Salvation Farms. We entered last year with goals to:

- expand our gleaning efforts
- invest in the capacity of our organization
- deepen our partnerships with the overall goal of setting the stage for coming growth

And we made great progress in each of those areas through:

- opening a satellite office in Vermont's Northeast Kingdom
- investing in two program trucks
- reestablishing our frozen food production
- securing cold storage and processing equipment
- providing gleaning services to all of northeast Vermont

Our program team expanded, with more additions in the works. We reaffirmed our commitment to find paying markets for surplus farm-raised food and entered the planning phase for a permanent large-scale surplus crop aggregation and processing facility near our home base. After years of developing and testing diverse ways to put to use surplus farm-raised food, we have firmly committed to anchoring these models in northeast Vermont. In doing so, we will settle into our operations and create more opportunities to help others consider what Salvation Farms' models can do for their communities, in Vermont and beyond.

The last three pandemic years have provided Salvation Farms with ample time for reflection, which has galvanized our dedication to building more resilience in local food systems by using locally-grown, surplus food. We're eager to continue anchoring our approaches in northeast Vermont, increasing the dynamic impact of our mission, and spreading the good news to others that this work can and must happen elsewhere for the future food security of communities near and far.

Salvation Farms is poised to meet its goals, and we ask that you continue to support and collaborate with us in this work. It is only through diverse partnerships and investments that we'll be able to achieve all that we aspire to do. We are stronger together; our shared wellness and security depend on it.

As you will see within the pages of this annual report, Salvation Farms remains steadfast. Our persistence is bolstered by a broad base of support that ensures we move successfully and with strength down the path we've set.

We're optimistic and excited about what we can achieve. And we can't do it alone. We hope you continue on this journey with us.



*A participant in Field, Farm, and Forest's Farm Fridays' program gleaning kale with Salvation Farms at Wilder Farm in Lyndonville, Vermont.*

Two handwritten signatures in blue ink. The first signature is "Sue Buckholz" and the second is "Theresa Snow".

Sue Buckholz  
Board President

Theresa Snow  
Executive Director

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**Sarah Danly**  
Community Project Manager  
& Organizer

## Financials

*Presented by James Hafferman,  
Salvation Farms' Board Treasurer*

### Income

Contributions	\$184,876
Grants	\$342,840
Program Revenue	\$8,213
Other	\$22,183
In-Kind	\$13,535
<b>Total</b>	<b>\$571,647</b>

2022 was on par with some of Salvation Farms' larger revenue generating years. Grant funding increased by 10% over 2021 further diversifying our income base from foundations. After several years of unprecedented giving through the pandemic, Salvation Farms experienced an adjustment in donor contributions, with revenue from individual and business donors decreasing 24% compared to 2021, similar to pre-pandemic giving. Our donor retention remains strong and we continue to add new donors every year. Additionally, contained with our 2022 contributions is more than \$58,000 in donated equipment. Wrapping up two, multi-year technical assistance arrangements reduced our program revenue from 2021 levels. Finally, \$123,060 in additional grant revenue is earmarked for work that will occur in 2023, providing us a great start to the new year.

### Expenses

Programs	\$599,245
General Administrative	\$50,597
Marketing & Fundraising	\$51,460
<b>Total</b>	<b>\$701,302</b>

Salvation Farms expenses increased by 40% in 2022, spending only 76% of projected at yearend. A large portion of this growth is from Salvation Farms' investment in building capacity to delivery on our programs through adding staff and bringing our compensation and benefits package to a competitive level, ensuring we can attract and retain employees. Staff are our greatest asset and are core to our ability to deliver on our mission. As such, this increase is represented in all expense categories, but the majority is related to our program activity.

Salvation Farms' had a strong base of retained earnings from previous years with positive net incomes. The organization, with our 2022 budget, intentionally set out to use some of our retained earnings to make critical investments in our staff and programs to provide a foundation for our future. A deficit at yearend was projected. Our cash assets totaled \$415,886 at yearend.

**Value of Gleaned and Donated Food: \$137,407**  
*(an increase of 23% from 2021)*

“UpRoot Colorado has had an incredibly positive experience hiring Salvation Farms to provide technical assistance. As a young and growing organization, we have benefited greatly from both the mentorship and the resources with which this relationship has provided us. Salvation Farms’ deep knowledge, years of experience, mindfulness and leadership in managing agricultural surplus, increasing nutrition security, and bolstering the resilience of the Vermont food system have served as a source of inspiration and significant learning for the UpRoot team, and we so appreciate the kindness, humanity, and sense of humor with which they deliver guidance. We would highly recommend working with Salvation Farms on technical assistance.” – **Rita Mary Hennigan & David Laskarzewski, Co-Directors, UpRoot Colorado**

### That’s Good News!

Salvation Farms is proud to have been featured in notable publications again in 2022.

Read all about it . . .



#### *Stewards of the Land*

“Salvation Farms aims to create models others can adopt [...] increasing long-term community security by giving rise to an alternative food system.”



“The organization is inspired to make systems-level impact through addressing local supply chain gaps and fostering social behavior change through exposing individuals to local farms and local food.”

## VERMONT GLEANNING COLLECTIVE

Salvation Farms continues to proudly serve as backbone to and member of the Vermont Gleaning Collective. During 2022, the Collective’s six members collaborated with **191 farms**, gathering more than **1,031,100 servings of local farm-raised food**, serving **228 food programs** including the Vermont Foodbank and its network. **1,612 volunteers donated 13,129 hours** to support the Collective’s gleaning activities.

**88% of responding farmers** reported that working with their local gleaning programs assists their farm in feeding more members of the community. **80% of responding food programs** reported that receiving produce donations from their local gleaning program increases their understanding of and familiarity with locally grown, in-season produce. **75% of responding volunteers** reported that their involvement with local gleaning programs has introduced them to local farms that they were unaware of.

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

### Finding a Market for Surplus Crops

As the end of 2022 approached and after a year hiatus from brokering, we began in earnest to reinvigorate our surplus produce brokering efforts in Vermont. Our Vermont Commodity Program staff reconnected with the Vermont Department of Corrections’ kitchen officers to learn more about the produce needs of our state’s correctional facilities. Outreach to farms and transportation partners was also reinitiated. These conversations help us better understand current supply chain dynamics, as much has changed in recent years. Salvation Farms remains committed to helping Vermont farms find viable markets for their surplus produce and is excited by the potential impact of growing this effort in 2023.



*Large volumes of crops that farmers don’t have primary markets for make great candidates for brokering to Vermont’s prison meal programs.*

## And So It Grows...

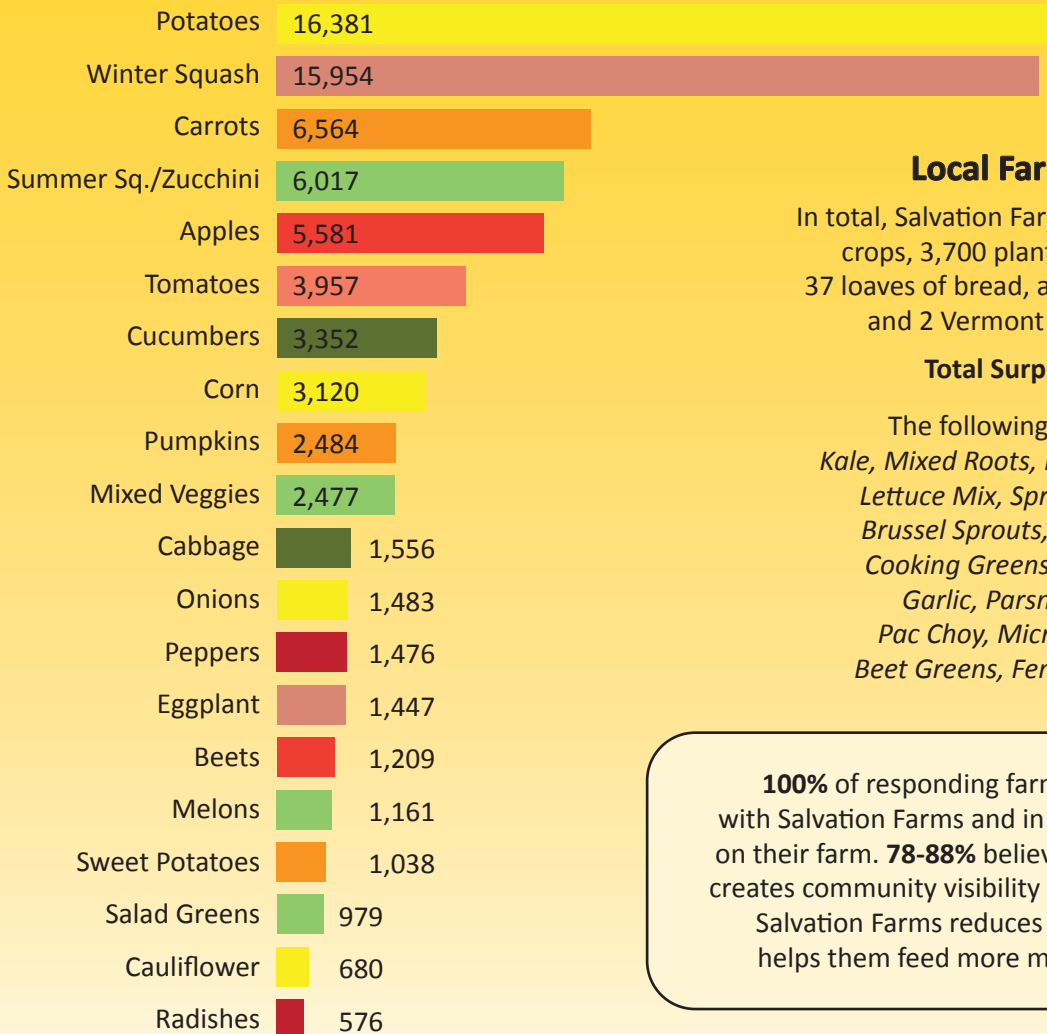
The growth of Salvation Farms' Gleaning activities in 2022 was significant, a result of increasing our reach and service to Vermont's four northeast counties. Our gleaning staff and volunteers collected and distributed nearly a quarter of a million servings of locally-grown surplus food. These farm-raised foods were gathered from more farms and distributed to a higher number of community-based food programs than in past years. And, with this expansion, we increased our gleaning volunteer engagement by more than 75% compared to 2021. Incredible!

Our investment in trucks to expand our gleaning services in addition to a satellite office and pending walk-in cooler installation in northeast Vermont signal a strong trajectory of growth for Salvation Farms' Gleaning, its impact and partnerships. One of our new partners, the St. Johnsbury Academy, offered students the opportunity to process and freeze gleaned produce for distribution to charitable food sites in their community. Experiences like this and those of many volunteer gleaners provide individuals with a deeper understanding of the needs within their community and the impacts of localized agriculture.



*Peoples Academy students show off gleaned brussel sprouts after a day of gleaning with Salvation Farms at High Mowing Organic Seeds in Hyde Park, Vermont.*

"I had no idea the process and scale/need of the food systems in my local community." – **Jessica, volunteer**



### Local Farm Surplus Collected:

In total, Salvation Farms moved 82,090 pounds of surplus crops, 3,700 plant starts, 1,370 pounds of cheese, 37 loaves of bread, and 1,290 dozen eggs from 45 farms and 2 Vermont Gleaning Collective programs.

**Total Surplus Food Value: \$137,407**

The following had under 500lbs collected:  
*Kale, Mixed Roots, Head Lettuce, Turnips, Blueberries, Lettuce Mix, Sprouts, Kohlrabi, Celeriac, Beans, Brussel Sprouts, Watermelon, Chard, Scallions, Cooking Greens, Leeks, Strawberries, Broccoli, Garlic, Parsnips, Arugula, Garlic Scapes, Pac Choy, Microgreens, Tomatillos, Spinach, Beet Greens, Fennel, Popcorn, Herbs, & Collards*

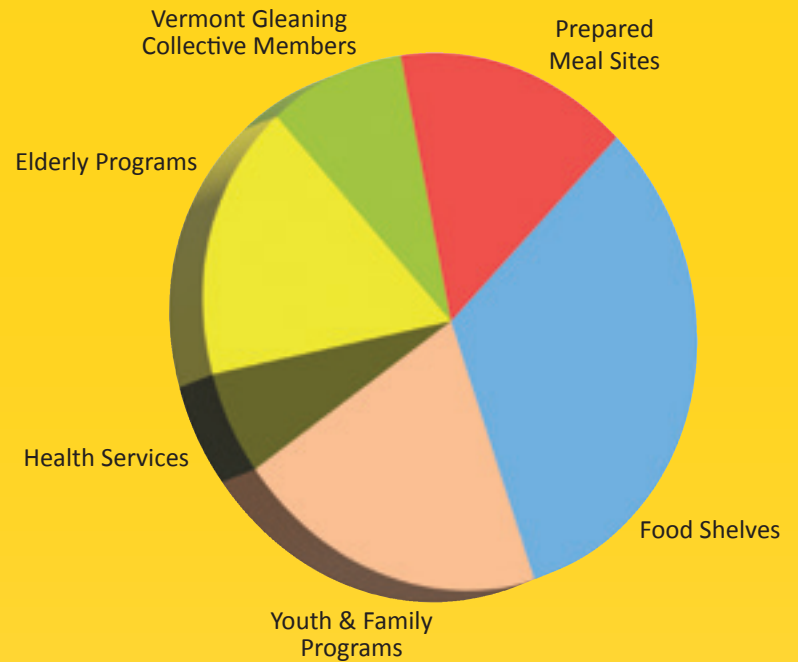
**100%** of responding farms have confidence working with Salvation Farms and in our management of volunteers on their farm. **78-88%** believe working with Salvation Farms creates community visibility for their farms. And, **81-88%** say Salvation Farms reduces food loss on their farms and helps them feed more members of their community.

## Salvation Farms is Proud to Provide Vermont's Farm Surplus to:

**86%** of responding food programs indicated that Salvation Farms' distribution increases their understanding and familiarity of locally-grown, in-season produce while **90%** indicated their clients, volunteers, and/or staff have greater interest and comfort using fresh foods. And, **48%** indicated reaching out to farms to incorporate more locally grown food after being served by Salvation Farms.

"The Hardwick Area Food Pantry is very fortunate to provide an abundant amount of good quality local and organic produce to families that access the offerings we have. Produce in my opinion is the most vital and important offering we have. Salvation Farms plays a significant role in our ability to offer good local produce. Thank you!"

- Michael Gray



"Working with Salvation Farms has enhanced our nutrition program. Receiving lightly processed frozen vegetables to incorporate into our meals has given staff more preparation time while ensuring our meals contain a greater nutrient value. It's a beautiful partnership." – Nicole Fournier Grisgraber, Meals on Wheels of Lamoille County

## Frozen Food, Welcome Back

It has been terrific! After nearly two years of no production activity, Salvation Farms was blessed with an enthusiastic community partner who helped make our frozen food production a reality once again. Our 2021 planning came to fruition when the Vermont Studio Center in Johnson opened their oven and freezer doors to Salvation Farms.

In total, this collaboration made possible the processing of 1,500 pounds of surplus crops, yielding a total of 1,134 pounds of frozen product. Envision it, diced potatoes, coined carrots, diced zucchini, pureed winter squash, and diced tomatoes all frozen for use out of season.

Salvation Farms' frozen food was distributed to community food shelves and senior meal programs, increasing what it means for community members to access locally-grown food.



*Preserving the harvest - fresh picked zucchini, diced, frozen, and package for use out of season.*

"The Vermont Studio Center partnered with Salvation Farms to support our local food system in a sustainable and community focused way. In 2022 we were able to use our newly renovated kitchen and time in between our regular program to engage in this creative collaboration. It was a fun project that allowed us to help our community by creating food accessibility in an inclusive, creative and mindful way. We are thankful for the opportunity to be a part of this important work." – Liz Kauffman, Vermont Studio Center



farms  
served  
47



crop  
types  
51



servings  
provided  
246,270

## You all make Salvation Farms unique and vital work possible – Thank You!

### Individual Donors

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### Business Donors

Blues for Breakfast, Bourne's Energy, Buffalo Mountain Coop, Butternut Mountain Farm, Calderwood Insurance, Cellars at Jasper Hill, Concept2, Custom Sportswear, Danville Senior Action Center, Denton Auto, East Craftsbury Presbyterian Church, First Universalist Society of Hartland, Glover Barton Area Senior Meals, Green Seed Herbals, Gristmill Builders, J.M.C. Consignment Shop,



food programs served  
**54**



volunteer hours  
**746**



volunteers engaged  
**183**

Kingdom Community Services, Laraway Youth & Family Services, Little Tree Builders, Manufacturing Solutions Incorporated, Meals on Wheels of Lamoille County, Mighty Food Farm, NorthCountry Federal Credit Union, Permaculture Solutions, Planet Axis, QuickStart, Rock Art Brewery, Rotary Club of Newport, Rural Vermont, Stowe Rotary Club, The Body Lounge, The Manor, The Old Meeting House, Town of Craftsbury, Town of Hyde Park, Town of Johnson, Town of Stowe, Town of Wolcott, Town of Woodbury, Union Bank, Unitarian Universalist Fellowship, United Church of Johnson, Upper Valley Food Co-op, Vermont Arborists, White & Burke Real Estate Investment Advisors, Willing Hands, Winters Chiropractic, Woodbury/Calais Food Shelf, Wood's Market Garden, 2 Anonymous, & 1 Corporate Matching Gift

**In Honor Of**

Gretchen Besser, Kayleigh Boyle, Brooke, Sue Buckholz, Mr. Charlie, Elizabeth Courtney, Ed Krempecke, Jane Macan, Julie McCarthy, Deborah McKinley, The Page Girls of Maple St., Jaquelyn Rieke, Anthony Risitano Sr., to Salvation Farms' Staff, Board, Partners, & Supporters, Gerry Sandweiss, & Theresa Snow

**In Memory Of**

Sheridan Burns, Esther Parada, & Allison Van Akkeren's mother "a wonderful food scavenger"

**Foundations & Funds**

Ben & Jerry's Foundation, Canaday Family Charitable Trust, Claneil Foundation, Green Mountain Fund, National Life Group Foundation, Sustainable Future Fund, Tamarack Fund, The Fountain Fund, The Oakland Foundation, The Sandy River Charitable Foundation, The Whitehead Foundation, Town Fair Tire Foundation, Vail Resorts' EpicPromise, & 3 Anonymous

**In-Kind Donors**

Butternut Mountain Farm, Cabot Creamery, Cellars at Jasper Hill, Craftsbury Outdoor Center, Elana Dean, Demars Properties, Dostie Bros, Elmore Mountain Therapeutics, Essex Experience, Donna Fontana-Smith, John Fusco, Ben Glassman, Great Big Graphics, Abrah Griggs, Grimes Inc., Mikayla Groseclose, Jenna's Promise Coffee, Lorraine Manley, Phish, Piecemeal Pies, QuickStart, Rock Art Brewery, Rogue Apothecary, Robert Story, Sunsoil, The Alchemist, Corrina Thurston, United Way of Lamoille County, Ursa Major, Vail Resorts, Websticker.com, & Jim Westphalen

**Promotional Partners and Sponsors**

Cabot Creamery Cooperative, City Market Coop, Farm Credit East, Gardeners Supply Company, Hannaford Brothers Co., Morrisville Food Cooperative, NOFA-VT, Rural Vermont, Sterling College, SunCommon, Sunsoil, The Alchemist, The Farmhouse Group, The Skinny Pancake, & UVM's Office of Engagement

**Social Media Fundraiser Hosts**

Debra Diegoli, Jessa Gebbie, & Carly Monahan

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4 Corners Farm, Bear Roots Farm, Berry Creek Farm, Biz-Z-Bee Farm, Black Dirt Farm, Breadseed Farm, Burt's Apple Orchard, Cabot Smith Farm, Community Harvest of Central Vermont, Creek Valley Farm, Deep Root Organic Cooperative, Firefly Farm At Burke Hollow, Foote Brook Farm, Grace Gershuny's Giving Garden, Healthy Roots Collaborative, Heritage Farm, Heyday Farm, High Mowing Organic Seeds, Honest to Goodness Farm, Inch by Inch Permaculture, Jael Luomala, Joe Hartsock's Giving Garden, Joe's Brook Farm, Jones Brook Farm, Karme Choling, Knee Deep Farm, Le Gardin Du Gourmet, Leriche Christmas Tree Farm, Little Way Farm, McDonald Farmstand, Mud City Farm, Naked Acre Farm, North Hollow Berry Farm, Pete's Greens, River Berry Farm, Riverside Farm, Roots Too Farm, Rusty Bird Farm, Schoop Apple Orchard, Small Axe Farm, Too Little Farm, Tuberville, Turn Key Orchards, Warden Meat & Maple, West Farm, West Shore Farm, & Wilder Farm.

**Shoutout!**

Salvation Farms sends its continued gratitude to the United Way of Lamoille County for providing us with an 1850's renovated barn to support our unique mission and critical work.



*Hillary prepares gleaned produce stored at "the barn" for distribution to community food programs.*

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## Why is Experiential Education so Important to Salvation Farms?

We believe that providing people with opportunities to engage in activities that deepen their understanding of the world around them is empowering and can inspire behavioral change. With our mission to build increased resilience in Vermont's food system – creating space for experiences that can change individual hearts and minds is essential to sustain and support systems change.

**90%** of responding volunteers shared that their experience with Salvation Farms influenced their relationship with farms in their community. **89%** were introduced to new farms. **50%** increased their purchasing from local farms. And, **30%** increased their purchasing from farms at which they had gleaned.

**53%** of respondents stated volunteering with Salvation Farms has changed their relationship with food. **79%** indicated having a better understanding of why crops are left in fields or harvested but not sold. And, **91%** shared that they have more awareness about how local farms operate and the role local farms play in our food system.

What do you understand the **purpose** and **value** of reducing food loss on farms to be?

"It helps to feed our communities and prevents loss - the ultimate recycling!" – **Kyle, volunteer**

"Purpose: Harvesting good crops that farmers don't have the time, resources, incentive to harvest themselves...

Value: providing quality, hopefully organic produce to those who otherwise might not have access to it.

Food security/insecurity is fundamentally a distribution problem more than anything" – **Ian, volunteer**