



SALVATION FARMS

THERESA SNOW

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

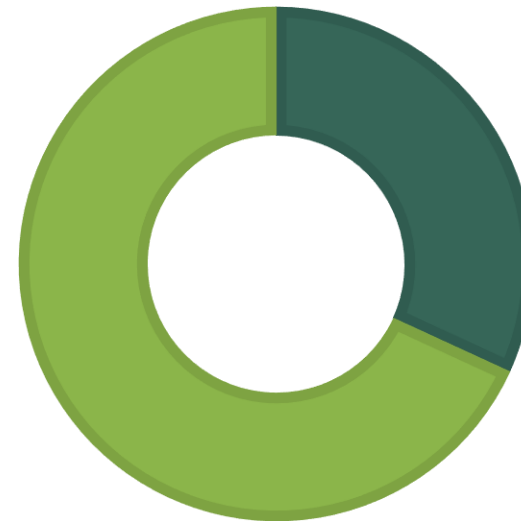


FOOD LOSS IN VERMONT

14.3 million pounds of wholesome vegetables and berries are lost on Vermont farms each year



Produce
neither sold
nor donated
68%



Edible
produce left
unpicked
32%

WHY DOES FOOD LOSS HAPPEN?

- Cosmetics
- Market Fluctuations
- Labor shortages
- Farm Capacity
- Supply Chain Capacity



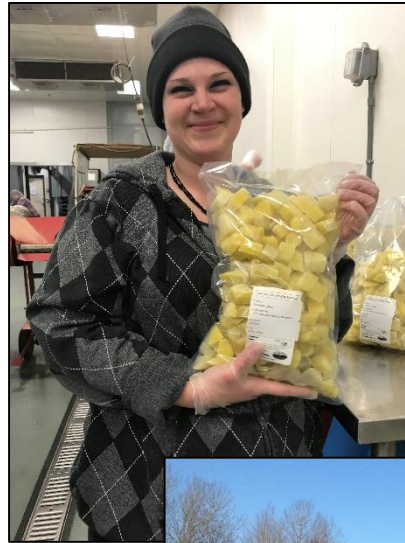
OPPORTUNITY IN VERMONT

- 19 million institutional meals
- \$10 million out of state sourcing
- 70,000 food insecure (11.1%)
- Capturing 5-10% of food loss



OUR APPROACH

- Gleaning
- Aggregation
- Processing
- Brokering
- Experiential Education
- Workforce Development
- Technical Assistance
- Research



IMPACT

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**

100% of farms reported that Salvation Farms assists them in feeding more people in their communities.

“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**

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

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**

WORKFORCE DEVELOPMENT – IMPACT (2016-2020)

What types of skills do you feel you developed?

Shipping & receiving	87%
Food safety/handling	83%
Quality control	80%
Communication	70%
Ability to work in a team	67%
Inventory control	67%
Maintenance of equipment	63%
Problem solving	63%
Reliability	60%
Asking questions	60%
Willingness to learn	60%
Following directions	53%
Promptness	43%



How valuable were certifications/trainings?

Serv Safe	8.5
First Aid/CPR	8.4
OSHA	8.1
Dept. of Labor Classes	7.2
Financial Literacy Class	7.1

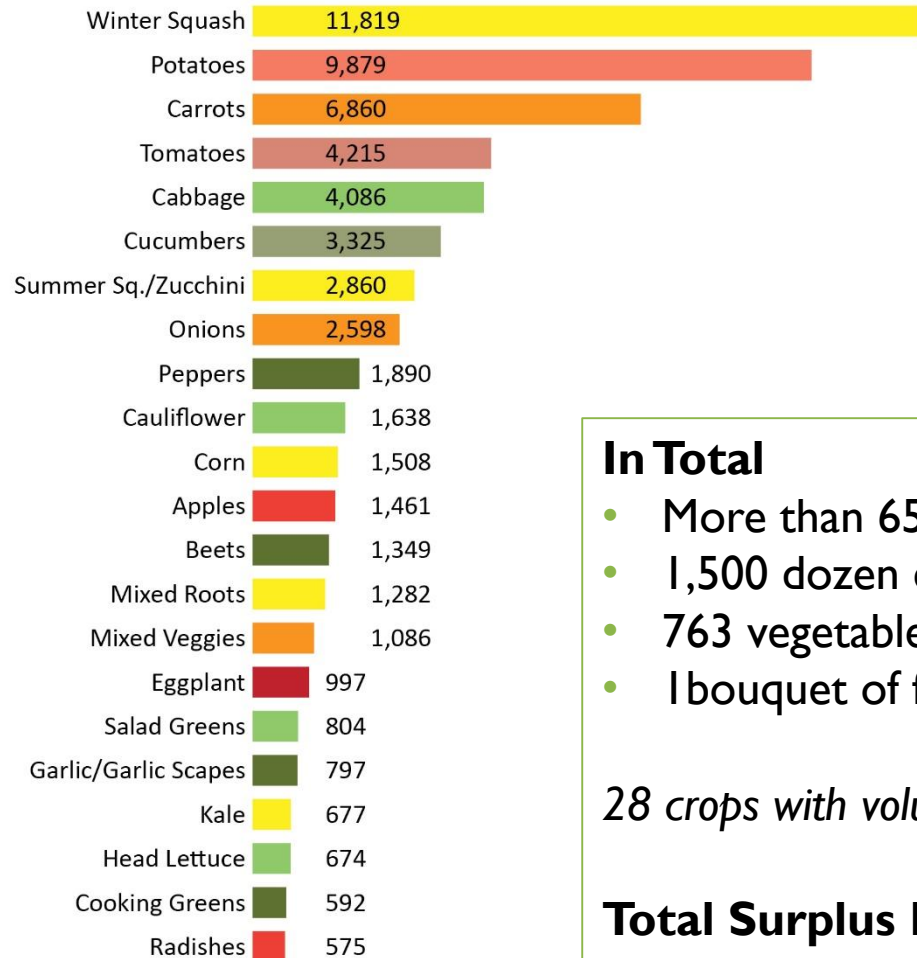
WORKFORCE DEVELOPMENT IMPACT (2016-2020)

Increases in self esteem & self worth

- I feel ready for the workforce 3.9 > 4.3
- I feel that I have the skills to make enough money 3.5 > 3.7
- I know what I want to do for a job 3.4 > 3.6
- I am able to do things as well as most other people 3.9 > 4.2
- I feel that I have a number of good qualities 4.2 > 4.5
- I take a positive attitude toward myself 3.7 > 3.8
- I feel that I'm a person of worth, at least on an equal plane with others 4.0 > 4.3



2021 ACCOMPLISHMENTS



In Total

- More than 65,500 pounds
- 1,500 dozen eggs
- 763 vegetable starts
- 1 bouquet of flowers

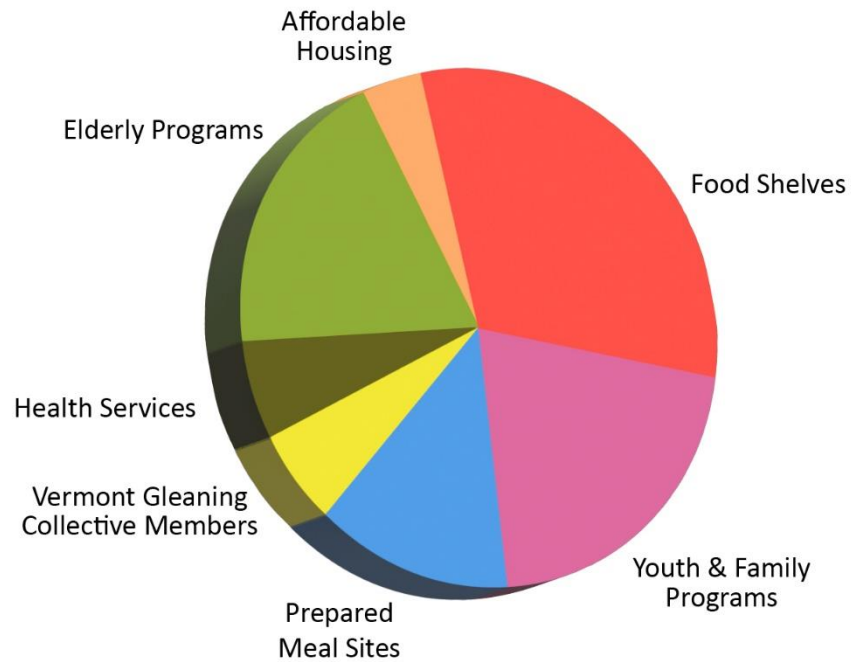
28 crops with volumes less than 500lbs and meat too

Total Surplus Food Value: \$111,795



2021 ACCOMPLISHMENTS

Salvation Farms Provided Vermont's Surplus to:



46 Farms
50 Food Programs

Brokered nearly 3,000 servings of locally-grown produce to two of Vermont's Correctional facility meal programs.



VERMONT GLEANING COLLECTIVE

- **6** Member Organizations
- **178** farms
- **417,000** of local farm-raised foods (*1,252,000 servings*)
- **186** food programs (*including the Vermont Foodbank*)
- **1,383** volunteers = **9,860** volunteer hours



81% of **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, and
84% shared that gleaning influenced their relationship with farms in their community.

WHAT'S NEXT?

- Increasing Staff Capacity
- Anchoring Models in Northeast Vermont
- Increasing Minimal Processing
- Formalizing & Scaling Brokering
- Planning for Surplus Crop Aggregation Hub
- Growing Northeast Kingdom Gleaning
- Investing in the Vermont Gleaning Collective



THANK YOU!



www.SalvationFarms.org
Theresa@salvationfarms.org
802-522-3148 cell
802-888-4360 office

