



Salvation Farms, Inc.
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August 12, 2014

To Whom It May Concern,

Salvation Farms is building the Vermont Commodity Program's primary aggregation and processing space at the Southeast State Correctional Facility (SESCF) and engaging the Vermont Offender Work Program. We are creating a stable place and workforce for the efficient and cost effective management of large volumes of Vermont's surplus farm foods. To increase our operational capacity we *must* renovate a building at the facility.

Our grassroots fundraising efforts that spanned August 2013 – January 2014 for this project resulted in garnering more than \$66,500 in philanthropic donations. This represents a great diversity of community support for this project consisting of more than 100 individual and corporate donors many of whom are Vermont residents; \$27,500 of the above total is from four different private foundations.

Since January 2014 four major things have occurred:

1. Salvation Farms paid the State of Vermont \$19,900 to cover architecture and engineering cost associated with detailed construction designs and estimates.
2. On July 17th the Department of Buildings & General Services' contracted architect presented updated construction estimates for the project totaling close to \$140,000 in cost Salvation Farms must cover.
3. Salvation Farms did not receive Working Lands Initiative or Regional Economic Development state grant funds, a total of \$55,000 in applied for dollars leaving a gap of \$100,000 still to raise.
4. On July 27th an anonymous donor committed \$30,000 toward filling the gap to begin construction.

Generous investments now will increase our ability to leverage the remaining funds needed to move this vital project toward an operational reality that will greatly serve the people of Vermont in multiple ways.

Please do not hesitate to contact me at 802-522-3148 for more information.

Respectfully,

Theresa Snow
Executive Director

The Project

Since November 2012, through piloting the Vermont Commodity Program at the SESCOF, Salvation Farms has seen the productivity potential of an inmate crew to clean and pack Vermont's surplus farm-fresh foods. For example, a crew of eight inmates over the course of a five hour workday can process as much as:

- 4,300 pounds (2.15 ton) of surplus potatoes
- 4,732 pounds (2.4 ton) of surplus apples
- 1,940 pounds (.97 ton) of surplus carrots
- 5,590 pounds (2.8 ton) of surplus winter squash

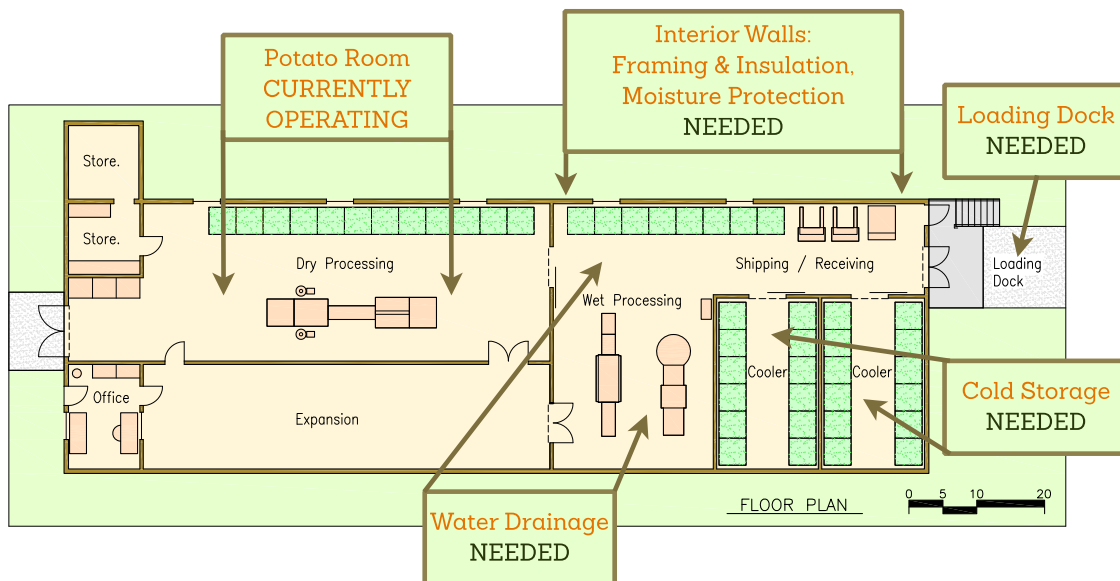
Salvation Farms *must* secure the dollars necessary to renovate an old agricultural building (at what was once a vibrant offender operated state-farm) into a safe and efficient facility ready to receive, wash, pack, store and ship large volumes of diverse surplus Vermont-grown crops to sites that feed our most vulnerable residents.

This renovation is necessary to make Vermont more food secure.

Building a loading dock and installing a cooler will increase our shipping and receiving capacity, water will increase our pack-line capacity - increasing our ability to receive higher volumes and mix quality, dirty surplus crops.

These are basic but absolutely essential components to operate at industry standards, to provide applicable workforce development experience, and to ensure products processed through the Vermont Commodity Program at SESCOF are of the highest quality we can guarantee.

In the above example of a crop like carrots, having access to water and cold storage capacity will greatly increase the volume this program and crew will keep from going to waste on farms in our state.



Vermont's emergency food-system and institutional feeding sites lack the support of a program and infrastructure like the one that Salvation Farms is seeking your support for.

Monies invested at this crucial time will build the long-term stability of an agricultural work opportunity for a marginalized population to serve communities in which they may have caused harmed, all while making their fellow citizens more food secure.

Renovation Timeline

January-July 2014

Buildings & General Services hires an architect to create construction designs; Buildings & General Services, Corrections & Salvation Farms work together to draft General Contractor bid documents

Winter 2014-2015

Inmate crews provide labor for demolition and basic carpentry; Salvation Farms secure materials

Winter/Spring 2015 (only if all funds are secured)

Project "goes out to bid", General Contractors bid on the project

Spring 2015

Contract is awarded & Construction begins

August - September 2015

Renovation is complete

Highlights of the Vermont Commodity Program at Southeast State Correctional Facility

Since launching the raw packing pilot in November of 2012, 38 inmates have participated in Vermont Commodity raw packing activities at SESCOF; this includes cleaning, grading, and packing raw surplus crops. In total, more than 141,500 pounds of donated Vermont surplus produce from just ten farms have been processed by inmate work crews under the direction of Salvation Farms. Crops cleaned and packed include potatoes, apples, winter squash, onions, carrots, and rutabaga.

Eleven food access sites have received Vermont Commodity Products cleaned, graded, and packed at SESCOF, including five Upper Valley food access sites, two Vermont Foodbank locations (an organization that serves as many as 280 food access sites around Vermont), one northern Vermont site, two out of state sites, and the SESCOF Meal Program.

Salvation Farms hires Black River Produce to truck product for the Vermont Commodity Program. To date they have shipped more than to 140,000 pounds from farms to SESCOF and more than 123,350 pounds from SESCOF to four different food access sites. Salvation Farms has transported roughly 1,000 pounds from farm to SESCOF and 11,960 pounds from SESCOF to nine food access sites. A difference of roughly 6,150 pounds between receiving and shipping represents culls from the pack-line destined either for the SESCOF meal program or the compost.

Since September of 2013, as a part of piloting Salvation Farms workforce development efforts, six Vermont Commodity Program crew members have completed ServSafe, all but one received ServSafe certification. Ten inmate crew members participated in a Good Agricultural Practices (GAP) and Good Handling Practices (GHP) short-course specifically designed for them. All received certifications of GAP/GHP training completion. One crew member has received 1st Aid/CPR certification.

Fall 2012 “Potato Project Launch” WCAX video coverage

<http://www.wcax.com/category/166239/video-landing-page?clipId=7978633&autostart=true>

November 2013 Times Argus article

<http://www.timesargus.com/article/20131115/NEWS03/711159939>

Crowd-funding video

<http://youtu.be/4dDjCxDfaAs>

Salvation Farms Organization Description

Salvation Farms’ mission is to increase resilience in Vermont’s food system through agricultural surplus management. Our mission is achieved by fostering collaborative, cross-sector partnerships that engage and utilize available resources, skills and knowledge to create efficient practices for managing Vermont’s farm surplus.

We are driven by three primary goals:

- Reduce food loss on Vermont farms
- Decrease our dependence on food from afar
- Increase citizen appreciation for and understanding of our state’s agricultural heritage and future

Salvation Farms is deeply rooted in the philosophy that farms are, were and always will be our salvation; small, diversified farms are the cornerstones of healthy, wholesome and stable communities and cultures. We believe that the best way to build lasting change is to involve people in the process; this creates ownership and intrinsic value. A common and essential resource, food is an extremely effective tool for social change.

Our History

After a pilot year Salvation Farms was established in 2005 under the fiscal umbrella of the Northeast Organic Farming Association of Vermont to build a replicable model for community-based gleaning. Gleaning is the act of reaping after the harvest, historically done by the poor. As a proof of concept, we were instrumental in instituting the Vermont Foodbank’s gleaning program and have advised most gleaning initiatives statewide. Since developing the practice of professional community-based gleaning more than ten years ago, Salvation Farms has assisted with the capture of more than 1.5 million pounds of Vermont’s surplus farm food.

The Opportunity & Our Strategy

We estimate that more than 85% of available farm surplus crops in Vermont go unused annually, close to 2 million pounds. When this fact is coupled with Vermont’s 14% food insecurity rate or number of meals served in our schools daily (54,000) or hospitals annually (600,000), it is obvious that Salvation Farms can increase the consumption of healthy, regionally produced foods by our most vulnerable populations through creative, untapped partnerships.

Salvation Farms is committed to the efficient rescue and integration of Vermont’s farm surplus into food access points that serve some of our most vulnerable citizens; the young, the sick, the elderly, and the hungry. To achieve this end, we are developing the Vermont Gleaning Collective: a network of programs that actively

engage community members in the responsible management of available farm-fresh food resources. This statewide collective will consist of food focused organizations, like the Rutland Area Farm & Food Link and the Intervale Center, which are committed to increasing our states food independence.

Our vision also includes the development of the Vermont Commodity Program. We know from experience that much of the farm surplus currently captured is lost prior to being utilized. We have developed partnerships with the for-profit food sector to help us move large volumes of surplus to sites like the Southeast State Correctional Facility where we can easily clean and pack raw surplus or create minimally processed products for distribution to institutions that serve Vermont's vulnerable.