



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

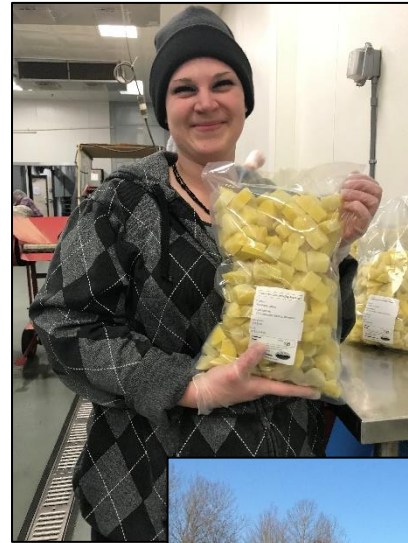
- 19 million institutional meals
- \$10 million out of state sourcing
- Food insecurity ranging from 9-30%
- Capturing 5-10% of food loss

Salvation Farms Produce Demand
Research Findings



OUR APPROACH

- **Gleaning**
 - Salvation Farms
 - Vermont Gleaning Collective
- **Aggregation & Processing**
- **Brokering**
- **Experiential Education**
- **Workforce Development**
- **Technical Assistance**
- **Research**



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

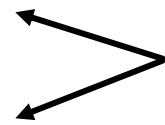
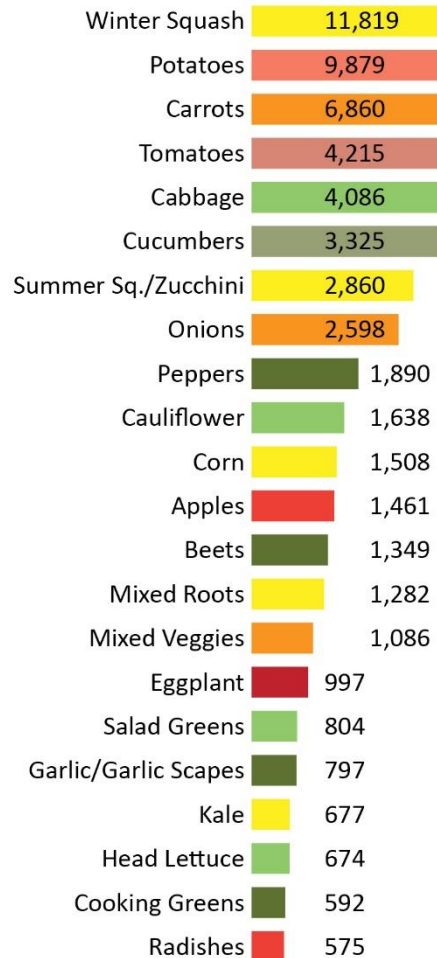
WORKFORCE DEVELOPMENT IMPACT (2016-2020)

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 & 2022 ACCOMPLISHMENTS



2021 Crop Diversity
More than 65,000 pounds
Value of \$111,795

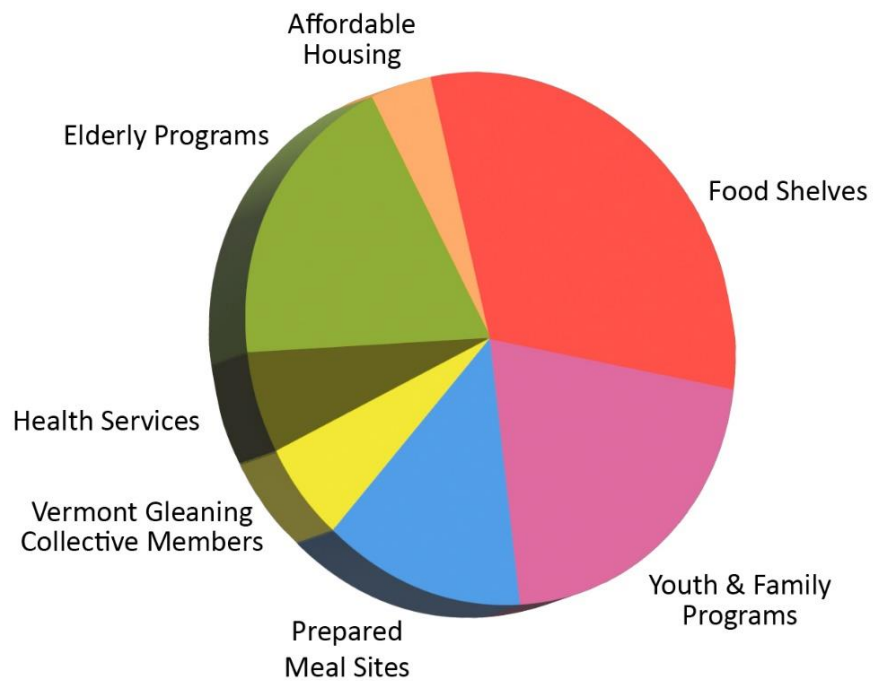
2022 Totals

- 47 Farms
- More than 82,000 pounds of produce
- 51 different crop types
- 1,290 dozen eggs
- 1,370 pounds of cheese
- 3,700 plant starts
- 53 Food programs
- 183 volunteers = 746 hours



2021 & 2022 ACCOMPLISHMENTS

Salvation Farms Provided Vermont's Surplus to:



2021: Brokered approximately 3,000 servings of locally-grown produce to two of Vermont's Correctional facility meal programs.

2022: Created just shy of 1,000 pounds of frozen products from Vermont surplus crops resulting in distribution to senior meal programs and food shelves.



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**

** percentages represent total respondents vs. total surveyed*

VERMONT GLEANING COLLECTIVE

2021 Impact

- **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.

ALIGNMENT NATIONAL & GLOBAL PRIORITIES

- New England Food Solutions – New England producing 50% of its food by 2060
- USDA & EPA – 1st ever domestic goal to reduce food loss and waste by half by 2030
- United Nations – YieldWise demonstrating how the world can halve food loss by 2030



ALIGNMENT VERMONT PRIORITIES

- Vermont Farm to Plate – Agriculture & Food System Strategic Plan
- Governor’s Commission on the Future of Agriculture – Action Plan
- Governor Scott’s 2024 Budget Investment – *“dedicate \$10 million to strengthen agriculture by increasing processing capacity”*



WHAT'S AHEAD FOR SALVATION FARMS?

- Increase Infrastructure Capacity
- Anchor Models in Northeast Vermont
 - Grow Gleaning
 - Scale Minimal Processing
 - Surplus Crop Aggregation Hub
- Formalize Brokering
- Invest in the Vermont Gleaning Collective
- Establish new Technical Assistance Relationships
- Multi-year Food Loss on Farms Research



THANK YOU!



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

