

# Salvation Farms' Next Chapter: Advancing farm viability and food access through surplus food



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&

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## Vermont Senate Committee on Agriculture

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# Salvation Farms' FY27 Budget Request

Salvation Farms requested \$100,000 in annual funding beginning in FY27 to sustain its food processing program. The House Committee on Agriculture, Food Resiliency, and Forestry included \$50,000 for *Salvation Farms* in their budget memo. We urge the Senate Agriculture Committee to champion this investment—helping ensure Vermont's most vulnerable residents have access to fresh, local food.



# Salvation Farms' Mission and Vision

Salvation Farms' mission is to create a future where all are fed and farms are thriving. Through partnerships, effective use of available resources, and skill-building, we work to fully integrate surplus food from local farms into a resilient and sustainable food system.



# What is 'surplus food'?

Food from farms that is not reaching traditional markets, with no intended buyer - A challenge and an opportunity for Vermont's agricultural economy:

- 14.3 million pounds of vegetables and berries from Vermont farms end up as food waste each year
- Result of supply chain issues, labor shortages, or cosmetic standards



**SALVATION FARMS**

# Salvation Farms' Program Areas:



SF has moved more than *1.25 million pounds* of surplus food from farms to Vermonters, much of it in partnership with *food shelves, meal programs, and institutions.*

- Gleaning Program
- Vermont Gleaning Collective
- Processing Program



# Gleaning Program and Vermont Gleaning Collective



- 200,000 servings, 10,000 people fed, 73,000 pounds
- 34 partner farms, 76 food distribution sites
- 100+ volunteers; 300+ hours of service



# Salvation Farms' Processing Program

Connecting farms to charitable programs and institutions through surplus food:

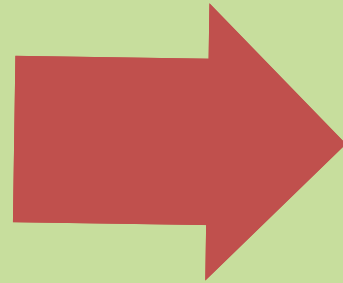
- **Affordable:** Making local food accessible to organizations that haven't been able to afford it
- **Ready to use:** Offering prepped frozen products that save time and ease the burden on short-staffed kitchens
- **Supporting farms:** Turning surplus into income instead of waste

Our goal is to process 50,000lbs in year one, increasing to 100,000lbs by year three.

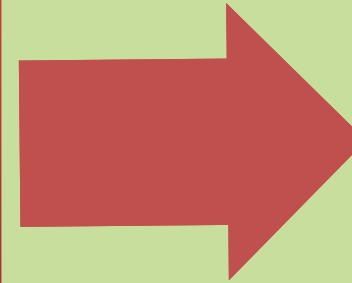


# SF Processing Program: From farm to plate

SF buys surplus  
from farm



Just Cut  
processes  
surplus  
produce



SF sells  
finished  
product to  
charitable  
programs and  
institutions



# Partnership with VT Department of Corrections

- 6 prisons across the state, 1,600+/- incarcerated individuals and 600+/- staff
- SF's longstanding history with DOC – Southeast State and Northeast Correctional Complex
- Received the Farm to Institution Market Development Grant
- Providing 20,000 lbs of processed produce to Vermont's 6 prisons
- SF Brokering support
- Benefits for incarcerated individuals and staff



# What is the status of the project?

SF and CAE are partnering to renovate space at the Vermont Food Venture Center



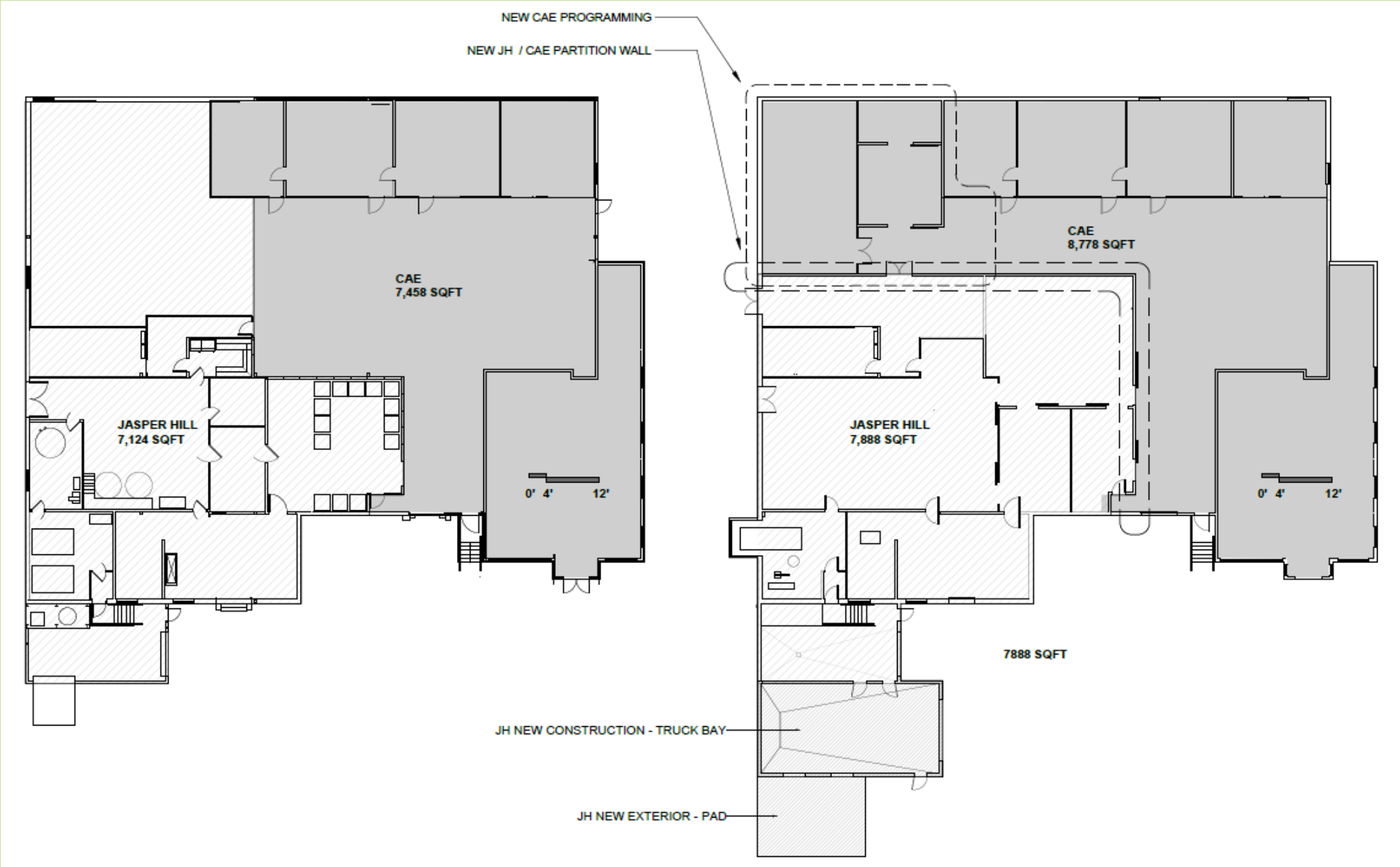
- Leveraging existing resources – Space shared by both organizations' processing programs
- Working on floorplans and equipment list
- Developing business plans with support of VSJF and VHCB
- Fully operable by August/September

# CAE's Just Cut Program

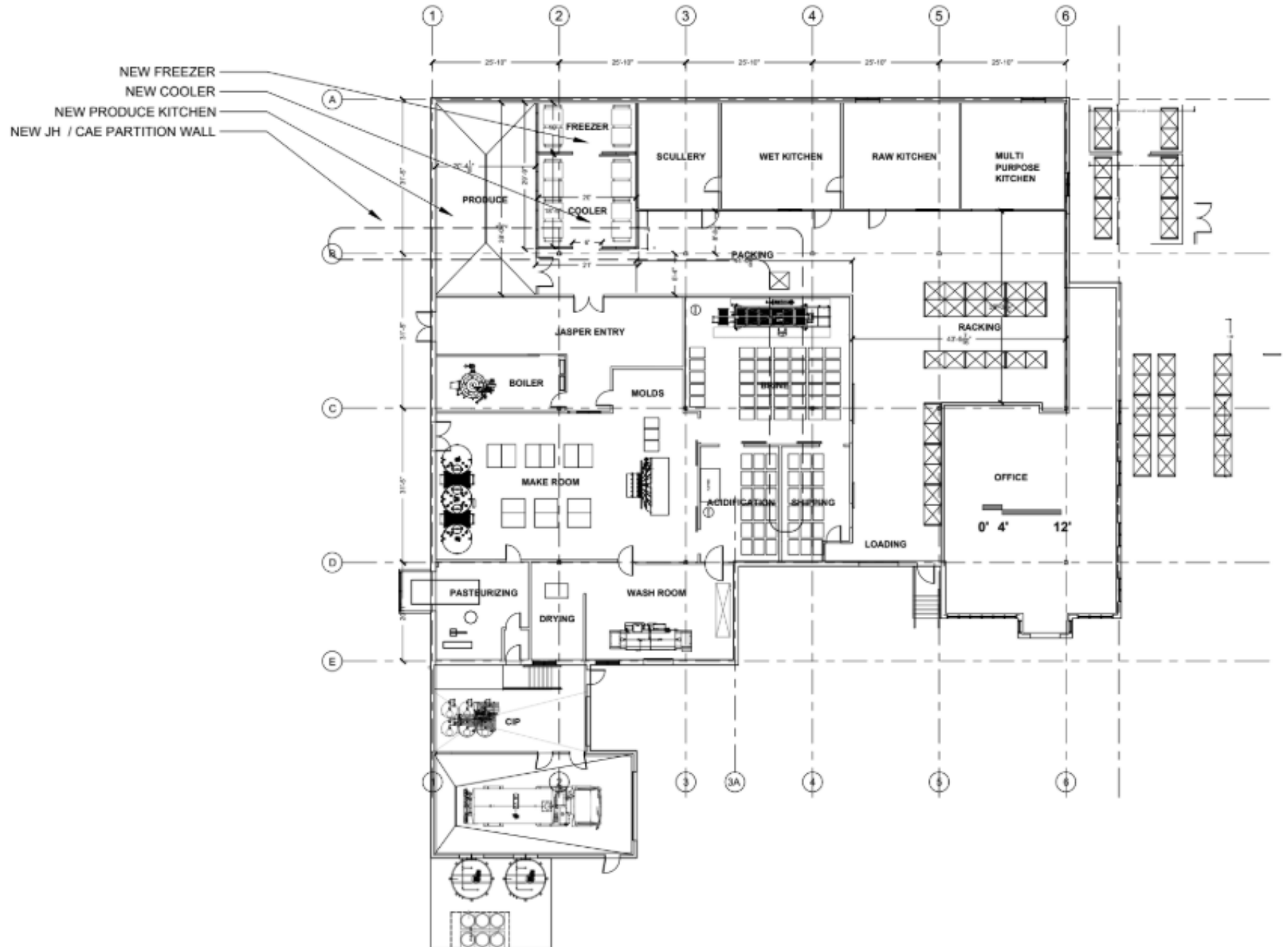
- Healthcare and higher education institutions contribute to scale of program
- GFA approach to raw product supply chain development
- Product development in process with institutions
- Skilled workforce with CAE production staff allows for growth
- Current funding mix is 65% earned revenue and 30% grant support



# VFVC Current & New Floorplan



# VFVC Detailed Floorplan



# Diversifying Salvation Farms' Funding

## Infrastructure:

- \$500,000 - State Appropriation - Construction
- \$469,000 – NBRC – Equipment

## Operations:

- \$29,750 – Farm to Institution Market Development grant
- \$125,000 – Sales revenue, yr. one
- \$100,000 – State of VT ongoing funding request

## EXPENSES:

\$325,000 - Year one operational costs

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# Thank you for your support

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