



Salvation Farms' Next Chapter: New Surplus Food Center & Hub

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Salvation Farms' Mission and Vision

Salvation Farms fosters a future where local farms feed local communities. Our mission is to build resilience in the food system through agricultural surplus management. Our team works to distribute that food into the community in partnership with community meal sites and institutional buyers.

At the heart of our work is the belief that a strong food system isn't just about food—it's about relationships that build towards thriving communities, environmental and economic resiliency.



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Bridging the Gap through Innovation



- 14.3 million pounds of vegetables and berries from Vermont farms end up as food “loss” each year
- 1 in 4 individuals in Vermont access food from an institution on a regular basis
- 2 in 5 Vermont residents experienced food insecurity in 2022



Salvation Farms' Next Chapter: Surplus Food Center & Hub

In 2023, Salvation Farms received a \$500,000 appropriation from the State of Vermont to establish a food processing hub for agricultural surplus.

The “Hub” will aggregate, minimally process, and develop markets and distribution models for agricultural surplus in collaboration with farms and institutions. Local produce will displace food sourced from outside of Vermont and reduce the cost burden for institutions while addressing food insecurity and access. In addition, the Hub will provide employment opportunities for individuals with barriers to employment.



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Our Story

- **2004:** Established a gleaning program within the VT Foodbank
- **2012:** Processing programs at Green Mountain College, Harlow Farm in Westminster, and at Southeast State Correctional Facility
- **2013:** Partnership with the Food Venture Center in Hardwick. End program with the DOC
- **2015:** Meals on Wheels partnership
- **2016:** Opened and operated Vermont's only surplus crop food hub (Winooski) for three and a half years.
- **2020:** End program in Winooski. Since then, we have been renting kitchen space at the Food Venture Center while looking for a new home.
- **2023:** Salvation Farms receives a State Appropriation
- **2024:** Theresa Snow leaves ED role and is replaced by Kelly Dolan.
- **2025:** Award from Northern Borders' Regional Commission's Catalyst Program



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Current Program Activities

- Production at the VT Food Venture Center
- Product/Market Development
 - Worked with 15 crops to develop over 20 unique products
 - Refining processes and products
 - Exploring markets with schools, DOC, charitable food system, private businesses



Preparing for Launch: Planning phase

Business plan development:

- Working with business development consultants and selected advisors
- Exploring space-sharing opportunities with local farms and food business
- Looking at a phased approach to scale up over the initial few years



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Workforce Development

- Providing work and training opportunities for members of our community
- Focusing on open-door and second chance hiring
- Emphasis on skill development
- Location in downtown Morrisville increases accessibility



Farm Viability

Salvation Farms is looking to develop paying markets for farm surplus and seconds

- Reduces food loss on farms
- Helps farms develop additional income streams
- Better utilization of resources (land, fertilizer, labor, etc.)

Farmer Testimony: Richie and Connie Hourihan, Cabot Smith Farm, Cabot, VT



Institutional Partners

Benefits for institutional markets

- Time savings
- Year-round access to local products
- Less concerns with perishability
- Single-ingredient products allow for versatility and ability to meet nutritional guidelines
- Accessible price-points

Institutional partner testimony: Kim Lipinski, Central VT Council on Aging, Barre



Diversifying our Funding

Funding sources:

- State Appropriation - \$500,000
- Northern Borders' Regional Commission - \$469,000
- Mascoma Bank - \$25,000 (Capital)
- NASDA Business Builder - \$100,000 (Operations)
- VAAFm Farm to School - \$60,000 (Operations)

Funds spent to date:

- \$74k on staff time, contractors and consultants

Estimated Costs:

- \$650,000 – Labor and materials
- \$220,000 – Processing equipment
- \$206,000 – Year one operations



On the Horizon

Salvation Farms is launching a capital and “seed” campaign in spring 2025 to ensure the long-term success of the organization and the facility:

- Launching Capital and “Seed” Campaign
- Organizational strategic plan
- National Environmental Policy Act Review
- Demonstrating matching funds
- Construction estimates and begin work in compliance with Build America, Buy America
- Preparing for launch



Our Community: Institutions, Farmers & Eaters

- **For Farmers:** Provides additional revenue by using food that would otherwise be “waste”. Eases the burden by taking on market development and communication with institutional buyers.
- **For institutions:** Lowers cost, extends seasonal availability and lessens labor need through minimally processing. Helps to meet dietary guidelines by offering additives and preservative free produce. Facilitates purchasing by aggregating food from 40+ farms.
- **For Eaters:** Expands access to local food for some of the state’s most vulnerable populations. Deepens climate resiliency through utilizing food “waste”. Offers employment.



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Thank you for your support

With heartfelt appreciation,

The Salvation Farms' Team

Martha, Tony, Ciara, Megan, Jen,

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