Dear Friends:

Nine years ago, I worked with a few students to plant a small garden at the Jay Westfield School. I had a few seed packets, a shovel, an amazing school to partner with, and the belief that all children deserve healthy food.

That first year was pretty informal. I invented lessons the night before I taught them, delivered food in the back of my Subaru, used my guest room as an office, and was thrilled when I secured my first grant — for $250.

But even with those limited resources, I could see that the garden was making a difference. I watched kids get excited about tasting kale for the first time, teachers doing math lessons out in the garden, and food service staff starting to order food from local farms. I heard from more and more schools who wanted to get involved with our program. And in 2008 an incredible team of farmers, principals, parents, and funders launched Green Mountain Farm-to-School (GMFTS).

I had no idea that we would become a team of 12 committed staff teaching a published curriculum to thousands of children, delivering over $1M worth of local food to schools and institutions, and thriving on the financial and intellectual support of our community and Board of Directors.

As GMFTS has evolved from a rapidly growing start-up organization to a stable, secure part of the community, our focus is shifting to sustainability and long-term planning so we can continue to grow. Over the last year, we have deepened our commitment to quality by ensuring that we have the operations, infrastructure, and resources to support our robust programs now and in the future. We’ve expanded our staff, implemented organization-wide planning systems, built a reserve fund, and strengthened our evaluations.

One key piece of this evolution is hiring a new executive director to lead GMFTS into our next phase of growth. As I transition to the role of development director in 2017, I am thrilled to welcome James Hafferman to the GMFTS community (see pg 2 for more detail about his background). James’ leadership will position us for even higher levels of impact as GMFTS continues to innovate, model, and deepen our commitment to strengthening the local food system in the Northeast Kingdom - and there’s lots of work to be done!

In this annual report, alongside stories from the past year, we’re excited to share our future vision for our four programs. Check out the new business plans on the coming pages. We look forward to working with you to bring them to life. Thank you for all of your support.

Sincerely,

Katherine Sims
Founder and Executive Director

Green Mountain Farm-to-School’s mission is to restore and strengthen local food systems in the Northeast Kingdom of Vermont by promoting positive economic and educational relationships among schools, farms, and communities.

A Letter from the Executive Director
While working in the Northeast Kingdom of Vermont we have an opportunity to ensure that Vermonters of all income levels have access to healthy, affordable, local food and that our farms are thriving.

**New Executive Director**

GMFTS is thrilled to announce that we have selected James Hafferman as our next executive director. James will be taking over leadership of the organization as our founding executive director, Katherine Sims, transitions to development director.

James brings a wealth of experience in financial management, fundraising, nonprofit leadership, and strategic planning. He comes to GMFTS from Salvation Farms where he currently serves as the director of administration and development. During his 16 year career, James has held key leadership positions including chief operating officer of CLASP, an energy efficiency non-profit, in which he was instrumental in its management and development from a small start-up to a global organization. James is passionate about food systems and building sustainable infrastructure and is excited to bring his strong organizational development skills to help promote and grow GMFTS and its service to the Northeast Kingdom.

Please join the Board of Directors, and the staff in giving James a warm welcome!
In 2014, GMFTS’ Board and staff leadership underwent a strategic planning process in which we took stock of the organization, developed a thoughtful shared vision for the organization’s future, and began to pursue the infrastructure and support we need to strengthen and sustain our work. Here’s a snapshot of our progress to date:

**Goal 1: We deliver strong and high-quality programs**

**Progress To-date:**
- Completed business plans for all four major programs to optimize our program offerings and program delivery
- Documented program best practices in 12 guides
- Implemented Results Based Accountability framework for measuring program impact

Next steps: Deepen program impact by implementing recommendations from business plans and supporting program coordinators efforts to achieve goals.

**Goal 2: The organization is thriving financially**

**Progress To-date:**
- Worked with consultant to develop a fundraising plan
- Reviewed program profit goals and identify revisions to fee structures as a part of business planning process for all four major programs
- Crafted and implemented a business sponsor program
- Established a reserve fund
- Increased staff capacity through a new part-time development position

Next steps: Hire business manager and continue to increase major donor income.

**Goal 3: GMFTS has a high profile in the communities we serve and our partners appreciate our work**

**Progress To-date:**
- Reviewed current marketing efforts and developed marketing plan for broad community and school markets
- Updated GMFTS brand and logo
- Launched Instagram account and increased social media presence
- Updated and streamlined quarterly e-newsletter format
- Increased staff capacity through a new part-time communications position

Next Steps: Train staff and board in marketing best practices and increase cross promotion between organization and individual programs.

**Goal 4: We have an effective organizational structure and a healthy workplace**

**Progress To-date:**
- Increased administrative capacity within the organization
- Successful Board chair transition
- Launched Board committees
- Implemented an annual planning and budgeting cycle that links Board and staff planning and evaluation in an integrated calendar
- Defined a healthy workplace for the organization and identified and addressed top goals

Next Steps: Ensure smooth leadership transition.
Green Mountain Farm-to-School

Changing The Way Kids Eat And Think About Food

The Northeast Kingdom Farm-to-School Program provides programs, resources, and networking opportunities to schools in the Northeast Kingdom, supporting their efforts to build school gardens, source local food, and provide nutrition and agriculture education.

1. Albany Head Start
2. Barton Graded School
3. Brighton Elementary School
4. Brownington Central School
5. Burke Town School
6. Cambridge Elementary School
7. Charleston Elementary School
8. Coventry Village School
9. Craftsbury Academy
10. Derby Head Start
11. Glover Community School
12. Holland Elementary School
13. Irasburg Village School
14. Jay/Westfield Joint Elementary School
15. Lake Region Union High School
16. Lakeview Union School
17. Lowell Graded School
18. Miller’s Run School
19. Newport City Elementary School
20. Newport Town School
21. Orleans Elementary School
22. Sutton Graded School
23. Troy School
24. Walden School

Deepening our impact:
- Our partner schools receive, on average, 32 workshops per year
- Student preference for healthy foods is increasing. As one example of this, 7% more students liked parsnips at the end of the school year.
- 71% of our member schools compost
- Our school gardens produced over one ton of food for school cafeterias.

Our robust suite of coordinated offerings includes:
- In-class workshops
- Taste tests
- School gardens
- Farm field trips
- Composting
- Farm-to-school committees
- Harvest festivals

In the coming year, we are looking forward to....

Reaching more students by expanding our training and technical assistance program for teachers.
TRAINING THE NEXT GENERATION OF LEADERS

In the nine years since GMFTS was founded, we have hosted 40 AmeriCorps members for a year of public service in school food systems as a part of our farm-to-school program.

“My year with GMFTS has allowed me to work as a community organizer bringing food systems education to a variety of schools in the NEK. It has been wonderful to see how passionate the schools and communities are about the health of their children. I am very excited to be back for a second year to help get more students engaged with the gardens and I cannot wait to celebrate the school’s increasing connections with their land and community.”

— Caroline Aubry

“Developing relationships with the staff and students at my host schools has helped me to gain an appreciation for all the amazing things happening in Northeast Kingdom schools. This past year, I have continue to develop my skills as an educator and confidence in my abilities as a community organizer. I am looking forward to collaborating even more with teachers this year to enrich their curriculum by including more hands-on activities.”

— Herb Page

“The direct service I have performed with the schools gives me the ability to see the results of my efforts in real-time. I value and am looking forward to building on the connections I’ve made with students, school teachers & staff, and community members to strengthen farm-to-school programs in the NEK.”

— Jeyna Diallo

“I am excited to be returning to Green Mountain Farm-to-School as an AmeriCorps member for a second year. The community members, staff, and teachers at each school I have been fortunate enough to work with welcomed me into their community, and I am eager to see where this coming year will take all of us.”

— Meg Steward
GREEN MOUNTAIN FARM DIRECT
Delivering food from local farms to our communities

Farm Direct is a regional food hub distributing local food to schools, institutions, and other sales outlets in northern Vermont.

Over the last year, Farm Direct sold over $350,000 to schools and other institutions, benefiting 34 farmers and food producers.

Top Ten Farm Direct Products:
1. Dairy
2. Apples
3. Beef
4. Eggs
5. Pork
6. Carrots
7. Honey
8. Potatoes
9. Greens
10. Berries

In the coming year, we are looking forward to....

Expanding sales for farmers and reaching more consumers by selling more local food to grocery stores.

HOW FARM DIRECT WORKS

1. Schools place orders online.
2. We call a farm to place the order.
3. We send a truck to the farm.
4. Our truck goes to a warehouse.
5. Truck delivers order to school.
6. School food service prepares and serves food.
Vermont Harvest of the Month (HOM) is a monthly, statewide campaign providing ready-to-go materials for classrooms, cafeterias, and communities that promote local, seasonal foods.

"Harvest of the Month was the solution I had been searching for—it has been our first step to creating a farm-to-preschool-based community and practice, and the launching point for many other related activities. I am grateful to have Harvest of the Month as such a wonderful resource!"

— Maggie Rubick, Northshire Day School

95% of HOM participants reported that HOM increased the amount of education they provided to students about seasonal, locally-grown foods.

In the coming year, we are looking forward to....

Engaging new participants, like families and farmers, through expanded social media efforts and an updated website.

Communities across Vermont are celebrating Vermont agriculture through HOM:

Harvest of the Month is a collaboration between Green Mountain Farm-to-School, Food Connects, and Vital Communities.

Free online HOM resources include:
• Posters
• Recipes
• Lesson plans
**THE LUNCHBOX FOOD TRUCK**

Serving local food to our community

The Lunchbox brings locally-grown food and food-based education to communities in the Northeast Kingdom through summer meals, nutrition incentives, and consumer outreach.

GMFTS provides free summer meals for kids 18-years-old and under in communities where at least 50% of students qualify for free and reduced lunches, thanks to the USDA Summer Food Service Programs. We’re excited to help keep kids healthy when school is out!

Core Program Activities:
- Summer meal program
- On-farm community meals
- Retailer taste tests
- Fresh Fruit and Vegetable Coupon Program

Growth in Meals Over Time

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kids Meals</td>
<td>500</td>
<td>1,500</td>
<td>2,000</td>
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<tr>
<td>Adult Meals</td>
<td>200</td>
<td>500</td>
<td>1,000</td>
</tr>
</tbody>
</table>

In the coming year, we are looking forward to....

Reaching more families through an expanded coupon program.

Served 1,582 free meals to kids.

Purchased 60% of ingredients from 14 local farms.

Conducted 27 food tastings, attended by 834 individuals.

643 meals purchased by adults with all proceeds going back to the program.

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Our Fresh Fruit and Vegetable Coupon Program provided food insecure Vermonters with coupons to spend on fresh fruits and vegetables at local grocery stores. Funded by the USDA Food Insecurity Nutrition Incentive Grant Program and a matching grant from the Farm to Plate Network Fund, the coupon program reached 420 residents in the Northeast Kingdom participating in the Supplementary Nutrition Assistance Program (SNAP), formerly known as food stamps. At the start of the six-month program period, each participant was given a booklet of coupons worth $75 which were only redeemable for fresh fruits and vegetables at five participating grocery stores.

- 94% of the participants redeemed their coupons, totalling $29,486 in fresh food purchased.

- 60% of survey respondents reported that the coupon program changed the type of foods they choose.

### Coupon Program Snapshot

<table>
<thead>
<tr>
<th># of households receiving booklets</th>
<th>420</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total coupons distributed</td>
<td>$31,500</td>
</tr>
<tr>
<td>% redeemed</td>
<td>94%</td>
</tr>
<tr>
<td>Total # coupon transactions</td>
<td>2,845</td>
</tr>
</tbody>
</table>

Feedback from participants:

- “We got to try vegetables that we normally wouldn’t buy without cash coming out of our SNAP benefits; I hope you do it again.”
- “This helped me teach my 9-year-old about new foods.”
- “I was able to have vegetables through most of my pregnancy.”
- “The program really minimized the strain on my food budget.”

Orleans county residents line up to receive coupons during distribution at the Vista Market in Newport.
GREEN MOUNTAIN FARM-TO-SCHOOL

SUPPORTERS

We are thankful to our community of new and long-time friends who have generously supported Green Mountain Farm-to-School between July 1, 2015 and June 30, 2016 as we seek to promote the health of Vermont’s children, farms, and communities.

Major Funders

(*$2,000)
Abbaye Group
Anonymous
Community National Bank
Concept 2 Rowing
Emily H. Dreissigacker
Fountain Fund
Francis R Dewing Foundation
GSDC-Granite State Development Corp.
Holborn Foundation
Jane’s Trust
Jay Peak Resort
Norman J Fisher & Doris Fisher Foundation
Northeast Kingdom Council on Aging
Northeast Kingdom Waste Management District
Northern Community Investment Corp.
Jeff and Tracy Poulin
Pam and Dean Vervoort
Pam Kennedy
Little Gnesta LLC

Contributors

Leigh and Kimberly Alexander
Al’s Snowmobile, LLC
Rona Jaffe Foundation
Slate and Violet Schafer
Rona Jaffe Foundation
Cindy and Amy Crank
David and Abby Evankow
Sally Harvey
Aaron and Leslie Rae Larsen
Kris and Beth Norris
Kathe and Kathie Sims
Jeff Ferrlinger and Katherine Sims
Sharon and Greg Smith
Pam and Dean Vervoort
Fran and Rick Woodward
Karen and Brian Zecchinelli

Big Bear Real Estate
Roger Murphy and Julie Bomengen
Louise and Brian Bonvechio
Liz and Dr. Paul Bosco
Laura and Marc Bouchard
Susan Brassett
Heidi Brown
Jason and Annie Bruere
Built by Newport
Donald Busin
Butterworks Farm
Aaron Carr and Rory Carr
Roger and Janet Cartee
Frank and Louisa Carter
John and Jill Castle
Cellars at Jasper Hill
Century 21 Farm & Forest Realty, Inc.
Champlain Valley Equipment
Chelsea Green Publishing
Pam Ladd and Anne Chiarello
Robert and Beverly Chmileski
Christensen-Dunn Early Foundations Fund
Claire’s Home Comfort
Cleaning
Hope and Mark Colburn
Columbia Forest Products
Community National Bank
Jaime Comtois
Conley Country Real Estate
David and Kathryn Converse
Paul Costello
Coventry Town Foundation
Craftsbury General Store
Andy and Amy Cran
JD Ross and Christine Crowe
Kerry Cullinan
Donald Dahlin, DDS
Connie and Conrad Daigle
Lisa Daigle-Farney
Steven and Amy Dalpe
Jennie Davis and Robert Davis
Virginia Davis
Bryan and Sue Davis
Barbara and Richard Del Favero
Derby Line Village Inn
Derby Self Storage
Derby Village Store
Jeynash Dalo
Murray and Sharon Diner
Peg and Micky Doheny
Irene Douglas
Phil and Theresa Drake
Judy Geer and Dick Dreissigacker
Eagle Eye Farm LLC
Eden Ice Cider Company
Kitty and Spud Edwards
Michael and Susan Epstein
David and Abby Evankow
Bobby Farlice-Rubio
Erika Ferrlinger
Donna and William Ferringer
Elizabeth Ferry
Frank and Judy Filipkowski
Karen and Peter Fina
Heidi Sims Fiske
Jim and Barb Flint
Anna and James Forbes
Claudio and Brenda Fort
Tayar Foster
Four Seasons Dematology
Ed and Riki French
Caren and Randy Friedman
Myra Fundis
Paul and Shari Gagne
Patricia Gellman
Peggy Day Gibson
Lynda Graham-Barber
Sherry and Chet Greenwood
Deborah J. Gring
Vern Grubinger
H.A. Manosh Corporation
Carla Hall Friedman
Hall’s Orchards
Ian and Genevieve Hamby
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Lorna Johnson
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Pam Kennedy
Cindy and Robert Kern
King Arthur Flour Company
Marilyn Kipp
David Kitterdge
Alicia and Frank Knoll
Sam Thurston and Marjorie
Kramer
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Langworthy Foundation
Aaron and Lesley Rae Larsen
Law Office of Gregory Howe
Carol Lawlor
Elizabeth Comolli and Ed LeClair
Little Gnesta LLC
Wendy and John Lippmann
Tom Liu
Lost Nation Brewing
Peggy Loux
Westy and George Lovejoy
Lester Greenberg and Anh-Thu Lui
Sheila MacFarlane
Machajesi - Labounty Family Fund
Jean Macler and Hank Macler
Daniel Macure
Vicki Maitre
Susan and Jim Malloy
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Alma and Steve Marsh
Marvin Family
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Dorrie and David McArthur
Irene McDermott
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MGS Architects
Richard and Sarah Mikitz
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Janet and John Monette
Christine and Dr. Thomas Moseley
Phillis Mosher
Carret and Cindy Moynan
Nadeau’s Plumbing & Heating Inc.
Christopher Nelson
Dylan Nelson
New England Grassroots Environmental Fund
Tim Newcomb
Newport Natural Market & Café
Dr. Denise Niemera
Kris and Beth Norris
North Country Hospital
North Country Hospital Board
NorthCountry Federal Credit Union
Northeast Kingdom Learning Services, Inc.
Northeast Kingdom Processing LLC
Northeast Kingdom Tasting Ctr., LLC
Northern Vermont Regional Hospital
Robert Oberlander
Kristen Olbrys
Amy Olsen
Origin Design + Communications, LTD
Orleans & Northern Essex Building Bright Futures
Laurel Ostrow
River Ostrow
Debra Page
Mary Parent
Passumpsic Savings Bank
Tim Patterson
Ann Pearce
Martha Peck and Bill Peck
Debby Pollack and Barry Pelzner
Jeff Kirkman and Molly Perkins
Tracy Perry
Jackie Perry
James Perry
Pete’s Greens, Inc.
Donna and Tom Petit
Joe and Linda Phelan
Jess and Jamie Philippe
Benjamin and Barbara Phinney
Join Our Legacy Society

Everybody can make a lasting and meaningful gift through their will. When you include GMFTS in your will, your vision for healthy local food system can live on forever in our work. Let us know your intentions and we will include you in our Legacy Society. To find out more, or to obtain a copy of our gift acceptance policies, please contact Katherine Sims at 802-334-2044 or ksims@gmfts.org.

In appreciation of:

All that David Stackpole does for Farm to School
Sam and Marie Bartlett

In honor of:

Aaron and Rory Carr
Jean Macler and Hank Macler

Bernie Sanders
Wendy Little and Jonathan Snyder

Casey Kirkman
Jeff Kirkman and Molly Perkins

Dairy farmers
Steve Martin, St. Albans Co-op Creamery, Inc.

Harry and Tonya Williams
Barbara and Laurence Thompson

Debra Page

Jack Lazor
Anne and Bruce McKay

Julie Poulin
Valerie and Steve Poulin

Katherine Sims
Erika Fellinger

Katherine Sims
Benjamin and Barbara Phinney

Katherine Sims
Heidi Sims Fiske

Livvy Bulger
Bob Hanna

Maegan Brown
Frank and Judy Filipkowski

Margaret Loux
Peggy Loux

Parker and Geoffrey Friedman
Caren and Randy Friedman

Quinn Carter
Frank and Louisa Carter

David and Karen Siler
Jim and Marsha Antista

In memory of:

Alex Buranleau
Kathleen and Allen Yale

Brant Tatuma M.D.
Christine and Dr. Thomas Moseley

Danil Deshiesh
Pauline and Roger Vachon

Raymond Hall
All Hall’s Orches

In-Kind gifts:

All About the Cake
Winnie Jones and Susan Aldrich

Apple Ledge Farm
Atelier Art Studio

Awaken Mindfully
Rebecca Velazquez and Merida Backus

Kit Basom
Larry Bermais

Berry Creek Farm
Braullt’s Market, LLC

Mary Brenner
Pauline Broe

Burke Mountain
Confectionery

Butterworths Farm
Canadaia Spirits

Cindy’s Creative Bags
Clyde River Recreation

Concept 2 Rowing
Couture’s Maple Shop/B&B

Craftsburys Outdoor Center
Mike Farney and Lisa Daigle-Farney

Don’s Carpet One
Dunc’s Mill

EatingWell Magazine
Een Ice Cider Company

Ewe-Forum Yarn Shop
Fillmore Farm

Flourish Farm
Fred’s Energy

Free Spirit
Ann-Britt García

Doug Gimler
Great Outdoors

Green Mountain Inn
High Mowing Seeds

Hotel Vermont
Rickard Connie Issabelle

Kenneth James
Jasper Hill Farm

Jay Peak Resort
Junipers at the Wildflower Inn

The accuracy of this listing is very important to us. Please let us know if you can’t find your name or if you are listed incorrectly so that we can correct our records. Thank you!
Statement of Activity

July 1, 2015 - June 30, 2016

Revenue
- Individual and Corporate: $113,935
- Foundations and Grants: $454,478
- Program Service Fees: $420,699
- Events: $34,854
- Total Revenue: $1,023,966

Cost of Goods Sold: $290,975
Net Revenue: $732,991

Expenses
- Program Services: $542,430
- Management and General: $58,251
- Events: $370
- Total Expenses: $601,051

Vermont Farm-to-School, Inc., DBA Green Mountain Farm-to-School is a 501(c)(3) organization.

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Join Us!
Help strengthen your community through food and education by becoming a supporter of Green Mountain Farm-to-School and its efforts to promote the health of Vermont’s children, farms, and communities. Gifts of all amounts are appreciated.

Please make checks payable to Green Mountain Farm-to-School and mail to:
Green Mountain Farm-to-School
115 2nd Street, Newport, VT 05855

Or donate online at www.GreenMountainFarmtoSchool.org
Green Mountain Farm-to-School
115 2nd Street
Newport, VT 05855

CHANGE SERVICE REQUESTED

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