ANNUAL REPORT
Cultivating Healthy Communities Through Food and Education

2019 - 2020
The team at GMFTS is deeply saddened by the loss of David Stackpole, our founding Board Chair. He was instrumental in the growth and development of our budding nonprofit in the early days. Katherine Sims, our organization’s founder and former Executive Director recalls David’s influence:

“I remember meeting David for the first time at the Lowell Graded School Harvest Festival. He drove up in his little black VW GTI, grinning and looking very dapper. He immediately started chatting with everyone in that calm, eager, and present “Stackpole” way. At the time, I had no idea how important David would become to me as a mentor & friend, but I did know right away that he was a special person and someone that I needed to get to know. After that initial meeting, he worked with me to grow our little garden program into a 501(c)3 nonprofit organization. In fact, he was the one who came up with the name Green Mountain Farm-to-School!”

We are grateful for David’s 12+ years of service to our organization, his vision of a just and equitable local food system, and for his guidance and passion as we were just getting our feet under us.

David’s legacy will never be forgotten. If you have any memories of David that you would like to share with us, please contact Catherine Cusack, ccusack@gmfts.org

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Staff and Board on David’s Front Porch in Lowell, 2012. David pictured middle-back.
Dear Friends,

THANK YOU

for supporting Green Mountain Farm-to-School (GMFTS) and keeping hope alive during this unprecedented time. The Northeast Kingdom is a special place, and the resiliency I have seen is inspiring. Looking back, the transition to our “new reality” happened so quickly. In late March, I didn’t know where we would be today. Six months later, we are stronger, more determined, and resolute than ever before.

GMFTS has made COVID-19 relief work a top priority as we address rising food insecurity and we are grateful for the numerous organizations, farmers, food shelves, restaurants, government agencies, community members and institutions across the state that have partnered with us to meet the needs of our friends and neighbors.

Thanks to our partners, supporters, and hardworking staff, GMFTS has been able to provide consistent deliveries of local food to the charitable food system and expand our summer meal site services. We have transformed our Farm to School program to adapt to remote learning and started new projects to promote and bolster the use of Farm to School curriculum in schools across the state. We are working across the food system to increase access to local food, educate children and adults about local agriculture and healthy eating, and foster economic growth for our local farms and businesses. These goals remain in the forefront of our thinking as we continue to engage in solutions to address the challenges so many Vermonters are facing.

As I write this, I acknowledge that the pandemic is not over, and there is more to do to address food insecurity, educate our children and support our farms. I am confident that we will continue to rise to the challenge and meet the needs of our community in a collaborative and thoughtful manner. It is my pleasure to share with you this 2019-2020 Annual Report. In this report, you will find details of our new partnerships, program highlights, and projects.

Thank you for your support as we see this health crisis through!

Sincerely,

Catherine Cusack
Executive Director

**Photos used in this report are courtesy of Karen Gowen Photography, and GMFTS Staff.**
CREATING NEW PARTNERSHIPS IN THE CHARITABLE FOOD SYSTEM

GMFTS immediately shifted the operations of our local food hub, Green Mountain Farm Direct, to address rising food insecurity with healthy, local food. Since March, we have distributed $225,000 worth of free local food to those in need. All of this money is going to local farmers and contributing to the region’s economic recovery.

FARMERS FEEDING FAMILIES:

This summer, GMFTS coordinated the distribution of 5,200 boxes of fresh local produce and over 500 boxes of mixed dairy products to food shelves through the Farmers Feeding Families Food Box Program (FFF).

FFF Boxes are packed and shipped from our distribution partner, CAE Farm Connex & The Just Cut Crew.

We are thankful for our many FFF partners:
Thanks to new emergency funding sources, GMFTS was able to donate a cumulative $36,000 worth of local food to area food shelves.

“During this unprecedented crisis, GMFTS is undertaking impressive mission driven initiatives. GMFTS has been an integral partner in supplying fresh produce, dairy and eggs for our Food Shelf.”
- Alyssa May, Pastor of the Orleans Federated Church & Community Food Shelf

GMFTS is managing a Vermont Everyone Eats (VEE) hub in the NEK through the end of 2020. VEE will reimburse restaurants that have been negatively impacted to prepare 6,440 locally-sourced meals for those struggling with food insecurity.

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Shifting and Expanding Local Programs

STAYING CONNECTED & ADJUSTING TO THE NEW NORMAL

GMFTS has adapted its regular programs to continue serving our constituents throughout the pandemic.

THE LUNCHBOX & MARKET BASKET

The Lunchbox served 4,210 free “grab and go” meals to children 18 and under during the summer of 2020! The “Market Basket” also returned to distribute 474 lbs. of free produce harvested from school & community gardens.

Above: Families visit the Lunchbox at a new meal site at the Old Stone House in Brownington. Below: Free garden produce is harvested and distributed at Lunchbox meal sites.
To quickly transition into the world of virtual learning, our FTS coordinators developed a series of educational videos and at-home lessons for students this spring. Coordinators also started seedlings for school gardens at home, and later planted all 16 school gardens! The process was documented in a couple of fun videos that coordinators shared with their schools.

BEFORE and AFTER: AmeriCorps Farm to School Coordinators Alida and Colton start school garden seedlings at home in quarantine.

FARM TO SCHOOL GOES VIRTUAL

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Below: FTS Coordinator Sharon Palmer show us how her family’s dairy farm in Weybridge milks their cows in an educational video for students.
Green Mountain Farm Direct (GMFD) is a regional food hub increasing access to healthy, local food by delivering food from local farms to schools, restaurants, grocery stores, and other groups and institutions in Northern Vermont.

2019-2020 Highlights:

- Our staff has grown! In the summer of 2019 we added a Logistics Manager, bringing increased capacity to allow for better service.

- GMFD saw its best year yet with $418,855 in total sales during the 2019-2020 program year. This represents a 9.6% growth over last year and the highest sale numbers since the program’s founding in 2009!

- Products were distributed from 42 different local producers to 104 different customer accounts.

- GMFD brought on 5 new rural buying clubs that allow community members to “buy-in” on a portion of a Farm Direct delivery. This helps immunocompromised populations avoid virus exposure in far-away grocery stores.

Sales by Customer Type:

- Retail: 42%
- Schools: 31%
- Restaurants: 14%
- Food Shelves: 4.5%
- Other: 8.5%
GMFD and CAE Farm Connex: Working Together to Expand Services

Farm Direct has been able to expand its service area to reach more customers across the state thanks in part to a new partnership with the Center for an Agricultural Economy (CAE) that acquired our distribution partner, Farm Connex, in late 2019. This new partnership and our involvement in the VT Food Hub Collaborative has allowed us to add new producers and expand our product line, improving access across the food system.

Percentage of Sales by Product Type:

- Dairy: 50%
- Vegetables: 20%
- Fruit: 10%
- Meat: 5%
- Bakery: 5%
- Honey/Maple: 10%
- Eggs: 10%
- Other: 5%
Our Farm-to-School (FTS) program partners with schools throughout the Northeast Kingdom to increase the amount of healthy, local foods in the cafeteria and provide experiential learning opportunities through school gardens, on-farm field trips, and nutrition and agriculture lessons.

2019-2020 In-School Highlights:

While school was in session, we reached 2,370 students at 21 NEK schools with our programming. Coordinators delivered 286 educational workshops, 71 taste tests, led 4 farm field trips, and facilitated 13 Farm to School committee meetings.

18 School gardens produced more than 2,000 pounds of food, valued at approximately $4,000, all donated to cafeterias, food shelves, and the Lunchbox food truck.

Our FTS Program Manager provided training and technical assistance to educators in 4 new schools in the Kingdom, and partnered with 7 VT organizations to develop an online professional development series open to all educators in the state.
Barton Academy and Graded School
Brighton Elementary School
Brownington Central School
Burke Town School
Charleston Elementary School
Coventry Village School
Craftsbury Academy
Craftsbury Elementary School
Derby Elementary School
Glover Community School
Irasburg Village School
Jay/Westfield Joint Elementary School
Lakeview Union School
Lowell Graded School
Lyndon Town School
Miller’s Run School
Newark Street School
Newport City Elementary School
Newport Town School
Orleans Elementary School
Troy School

GMFTS Worked in 21 NEK Schools During the 2019-2020 School Year!

Our Five AmeriCorps Farm to School Coordinators partner with each school they serve to deliver unique programs that integrate STEM learning objectives into place-based, hands-on educational experiences.

Students enjoy lessons in both the classroom and outside in the school garden.
The Lunchbox is a summer meal site and mobile learning kitchen keeping Northeast Kingdom kids and communities healthy by providing free summer meals to all children 18 and under, offering affordable meals to adults for purchase, and facilitating nutrition education and food literacy all in a stigma-free environment.

**Summer of 2019 Highlights:**

The Summer of 2019 was our best year yet as we served 3,251 free kids meals and 566 healthy adult meals!

A focus on local food procurement supported 7 local farms throughout the summer.

We piloted the **Market Basket** - a new initiative to distribute free school garden produce as well as gleaned & donated crops to families visiting the Lunchbox.

**The Lunchbox Hosts Annual On-Farm Dinner**

On a sunny October day in 2019, the Lunchbox traveled to **J&R Family Farm** in Troy, VT - the home of **Nothin’ But Curd** cheese curds - where the Farm Direct team served up a free locally-sourced meal to members of the community.
Vermont Harvest of the Month (VTHOM) is an online resource and marketing campaign that provides ready to go materials for the classroom, cafeteria, and community promoting the use of seasonal Vermont foods.

2019-2020 Highlights:

Harvest of the Month brought on 3 new crops to the 2019-2020 calendar - Beef, Whole Grains, and Sweet Peppers.

Vermont Harvest of the Month has now been replicated in at least 20 states across the Country!

More than 180 schools around the state annually “take the pledge” to use Vermont Harvest of the Month resources in their school.

Left: Governor Phil Scott tries a Harvest of the Month Taste Test from Farm to School Coordinator Colton McCracken at Coventry Village School in October, 2019.
Thank you to our Supporters!

We are thankful to those who have generously supported Green Mountain Farm-to-School between July 1, 2019 and June 30, 2020

**Major Funders > $2,000**
- Merlin Backus and Rebecca Velazquez
- Ben & Jerry’s Foundation
- Casella Waste Management
- Community National Bank
- Francie and John Downing
- Dick Dreissigacker and Judy Geer
- Emily Dreissigacker and Alexander Howe
- Fountain Fund
- Fresh Sound Foundation
- George W. Mergens Foundation
- Granite State Development Corp.
- High Meadows Fund
- Jay Peak Resort
- Jasper Hill Farm
- L. Knife and Son Charitable Gift Fund
- Langworthy Foundation
- Lucy D Nisbet Charitable Fund
- National Life Group Charitable Foundation
- Norman J Fisher & Doris Fisher Foundation
- Northeast Kingdom Fund of the Vermont Community Foundation
- Oakland Foundation
- Roessner Family Foundation
- Rona Jaffe Foundation
- Charles and Violet Schafer
- Nat and Kathie Sims
- Sheehan Family Companies
- Stony Point Foundation
- Sustainable Future Fund
- The Abbey Group
- The Allen Hilles Fund
- The Holborn Foundation
- The Neil and Louise Tillotson Fund of the New Hampshire Charitable Foundation

**Monthly Donors**
- Anonymous
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- Amy and Andy Crank
- Brooks Donnelly
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- William and Donna Fellinger
- Sally Harvey
- Beth and Kris Norris
- Lesley and Aaron Larsen
- Katherine Sims and Jeff Fellinger
- Nat and Kathie Sims
- Emily and Greg Tocci
- Steve and Brooke Wright
- Brian and Karen Zecchinelli

**Contributors < $2,000**
- Affordable Self Storage
- Al’s Snowmobile
- Amazon Smile
- Peter Amsden
- Anonymous
- Lawrence and Joan Austin
- Shawn and Kathryn Austin
- Merlin Backus and Rebecca Velazquez
- Luke Backus and Olivia Craggs
- Irene Badger
- John and Gwen Bailey-Rowe
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- Brault’s Market, LLC
- Heidi Brown
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- Built By Newport
- Butternut Mountain Farm
- Cabot Cheese
- Nella Cargioli Coe
- Janet and Roger Cartee
- Jill and John Castle
- Century 21 Farm and Forest
- Chelsea Green Publishing
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- Merle Chilcott
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- Catherine Cusack
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- Virginia Davis
- Derby Village Store
- Robert and Karin Doane
- Margaret Doheny
- Donald Dahnlin, DDS
- Michael Dunn, Christensen Dunn Fund
- Stub Earle
- David Eckhardt
- Spud and Kitty Edwards
- William and Donna Fellinger
- Peter and Karen Fina
- Heidi Fiske
- Barbara and Doug Flack
- Barbara and Jim Flint
- Joanne Folan
- Kaitlin Folan and Michael Knell
- Maire Folan
- Siobhan Folan
- James and Anna Forbes
- Four Season’s Dermatology
- Wendy and Alan Franklin
- Karina French
- Katherine Friedman
- Randy and Caren Friedman
- Paul and Shari Gagne
- Robert Gagnon
- Barbara Gameraff
- Megan Garrigan and Leonidas Zenonos
- Arthur Gasbarro
- Anita Gervais
- Ken and Janet Gibbons
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- Lynda Graham-Barber and David Hunter
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- Barbara Hale
- Hall’s Orchards
- Hillary Hansen
- Nina Hansen and Craig White
- Kevin Harkey and Susan Kelley
- Peter and Louise Harris
- Margaret Hartman
- Harvest Equipment
- Sally Harvey
- Patrick Haugwitz
- Hill Farmstead Brewery
- Rob Hodgkins
- David Holdridge and Anne Patrice Holdridge
- Anne Hopkins
- Anore Horton
- Ryan Horton
- Susan and Ned Houston
- Allyson Howell
- John Hull
- Donald and Andrea Hunt
- Jennifer Jalbert
- Jay Focus Group
- Theodore Jewett
- Jim Campbell Real Estate
- John Snow Incorporated
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- Pam Kennedy
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- Jocelyn and Gary Laber
- Paul Labounty
- Dave and Julie Lafortune
- Julie Lavallee
- Patricia and David Lawlor
- Anne and Jack Lazor
- Kalli and Caleb Lefebvre
- Gretchen Lewis
- John and Wendy Lippmann
- Amy Logue
- Peggy Loux
- Ned and Jana Lovejoy
- John Lysy
- Hank and Jean Macler
- Nicholas and Megan Maclure
- Sheila Magnan
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!
Green Mountain Farm-to-School’s mission is to strengthen local food systems in Vermont by promoting positive economic relationships, education, and access between schools, farms, and communities.
Special Thanks to our Major 2019-2020 Business Sponsors and Foundation Supporters!

**Community Level:**

- ben & jerry's foundation
- SHEEHAN Family Companies
- HIGH MEADOWS FUND
- Stony Point Foundation
- National Life Group Foundation
- George W. Mergens Foundation
- Lucy Downing Nisbet Charitable Fund
- casella
- THE Allen Hilles Fund
- ROESSNER Family Foundation
- NEW HAMPSHIRE Charitable Foundation
- The Neil & Louise Tillotson Fund
- GSDC
- Community National Bank
- Rona Jaffe Foundation
- THE Vermont Community Foundation

**Harvest Level:**

- JASPER HILL FARM
- JAY PEAK VERMONT
- Passumpsic Bank
- NEKWM
- WBS
- Poulin Lumber
- YANKEE Farm Credit
- North Country Hospital
- The Abbey Group
- VERMONT ELECTRIC
- CENTURY 21 Farm & Forest
- Craft Vermont

**Cultivate Level:**

- Brault's Market, LLC
- Cabot Cheese
- Derby Village Store
- Donald Dahlin, DDS
- Harvest Equipment
- Insuring Vermont
- Memphremagog Rentals
- Newport Natural Market & Cafe
- North Country Federal Credit Union
- Pete's Greens
- Pick & Shovel
- Rotary Club of Newport
- Smitty's Farm
- Union Bank
FINANCIAL REPORT

STATEMENT OF ACTIVITY
July 1, 2019 - June 30, 2020

<table>
<thead>
<tr>
<th>Revenue</th>
<th>FY 2020</th>
<th>FY 2020 %</th>
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<tbody>
<tr>
<td>Individual and Corporate:</td>
<td>$128,573</td>
<td>14.60%</td>
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<tr>
<td>Foundations &amp; Grants:</td>
<td>$228,598</td>
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<tr>
<td>Program Service Revenue:</td>
<td>$511,840</td>
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<tr>
<td>Events:</td>
<td>$11,633</td>
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<tr>
<td>Total Revenue:</td>
<td>$880,644</td>
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Expenses FY 2020 FY 2020 %

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<thead>
<tr>
<th>Expenses</th>
<th>FY 2020</th>
<th>FY 2020 %</th>
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<tbody>
<tr>
<td>Program Services:</td>
<td>$653,395</td>
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<tr>
<td>Management &amp; Admin:</td>
<td>$221,840</td>
<td>23.35%</td>
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<tr>
<td>Total Expenses:</td>
<td>$875,235</td>
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BALANCE SHEET
As of June 30, 2020

<table>
<thead>
<tr>
<th>Assets</th>
<th>FY 2020</th>
<th>Liabilities and Net Assets</th>
<th>FY 2020</th>
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</thead>
<tbody>
<tr>
<td>Current Assets:</td>
<td></td>
<td>Current Liabilities:</td>
<td></td>
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<tr>
<td>Checking/Savings</td>
<td>$199,207</td>
<td>Accounts Payable</td>
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<td>Accounts Receivable</td>
<td>$93,654</td>
<td>Other Liabilities</td>
<td>$56,581</td>
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<tr>
<td>Other Assets</td>
<td>$29,389</td>
<td>Total Net Assets</td>
<td>$216,106</td>
</tr>
<tr>
<td>Total Current Assets</td>
<td>$322,250</td>
<td>Total Liabilities &amp; Net Assets</td>
<td>$322,250</td>
</tr>
</tbody>
</table>

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

802-334-2044
www.GreenMountainFarmtoSchool.org