



2020 - 2021

# ANNUAL REPORT

Cultivating Healthy Communities  
Through Food and Education





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.





## 2020-2021 Staff:

Catherine Cusack | Executive Director  
Laurie Evans | Finance Manager  
Alida Farrell | Food Access Coordinator  
Maire Folan | Farm to School Program Manager  
Cheryl Galipeau | Food Hub Logistics Manager  
Amrita Parry | Food Hub Account Manager  
Jessica Weston | Communications and Development Coordinator

## AmeriCorps Farm to School Coordinators:

Maisie Anrod  
Emily Champigny  
Esmé Forbes  
Danielle Lord  
Emma Richmond-Boudewyns

## Board of Directors:

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# A Letter from the Executive Director

Dear Friends,

There is so much to reflect on from the previous year and we are incredibly grateful for YOU, our friends and supporters, for believing in the GMFTS mission as we work every day to build healthier communities and a more equitable local food system.



GMFTS believes that we must actively work to eliminate injustices in our food system to make it sustainable for everyone. We seek to engage with and serve all Vermonters -- working hand-in-hand with entire communities to create an equitable, sustainable, and vibrant local food system that is accessible to all.

We are moving our programs forward in order to meet our goals and stand by our mission. This translates into engaging in a number of food security initiatives, including the distribution of local food within the charitable food system, supporting community-based buying clubs and food sovereignty initiatives, as well as developing and nurturing connections and partnerships with other food-centered organizations in the region and across the state. It is the partnerships and collaborations that have sustained us over the last eighteen months, and we are lucky to be a part of a community that puts people first, prioritizes equitable service to all, and makes Vermont a truly wonderful place to live, work and play. We are grateful for the trust and generosity of our many financial supporters.

The past year has demonstrated tremendous growth for GMFTS. I am so pleased to share with you this 2020-2021 Annual Report, in which you will find details of our programs, partnerships, and projects, both old and new. I am hopeful that this report will serve as inspiration for future collaboration and growth in the years to come.

Sincerely,

A handwritten signature in cursive script that reads "Catherine Cusack". The ink is dark and the signature is fluid and personal.

Catherine Cusack  
Executive Director



# Green Mountain Farm Direct

## SOURCING AND DELIVERING MORE LOCAL FOOD

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.



The food hub distributed **\$469,208.46** worth of local food from **51** local farmers and producers to **85** wholesale customers.

The FY21 program year's sales represent a **12% growth** over FY20, and a **21.6% growth** over FY19!

GMFD continues to grow, reporting **record sales** for the 2020-21 program year!

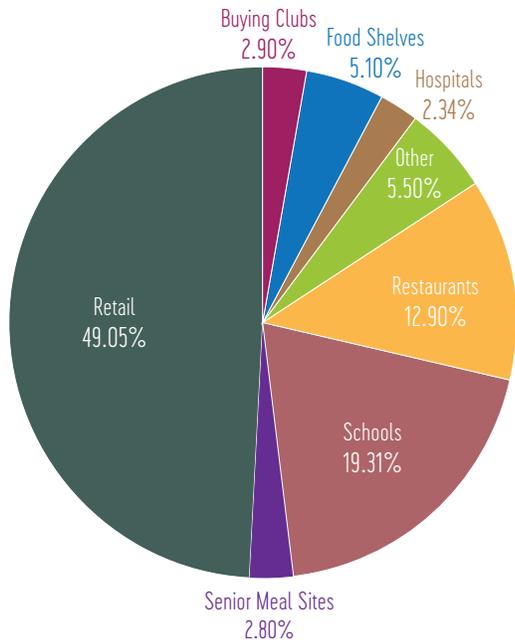
## Farm Spotlight:

**Little Lynn Farms** joined GMFD as a new producer in 2020. They produce a variety of non-GMO, antibiotic and hormone free pork products on their family farm in **Danville, VT**.

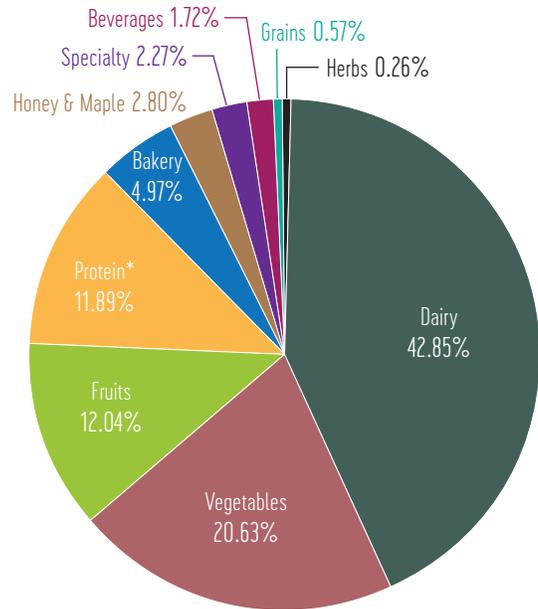




## Percentage of Sales by Customer Type:



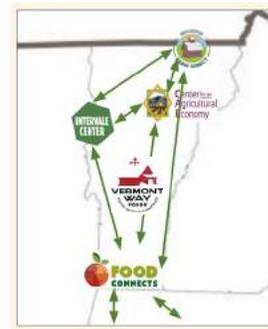
## Percentage of Sales by Product Type:



\*Protein includes meat, beans, tofu, seafood, and eggs

### Vermont Way Foods™: a Project of the Vermont Food Hub Collaborative L3C

In 2020, after years of working together, GMFTS partnered with 3 VT-based nonprofit food hubs (The Center for an Agricultural Economy, Food Connects, and Intervale Center) to form the Vermont Food Hub Collaborative (VFHC) L3C, a transactional network between the four hubs to sell more food across the state and increase revenue for small and mid-size producers. The VFHC has developed the Vermont Way Foods™ brand - a demand creation strategy creating new regional market opportunities outside of the state for VT producers in supporting farm viability in Vermont.



# Farm to School

## REACHING ACROSS THE CLASSROOM, CAFETERIA, AND COMMUNITY

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. We believe that if we can change the way that kids eat and think about food, we can help build healthy and resilient children and improve farm vitality.



**5 AmeriCorps FTS Coordinators served 15** Northeast Kingdom Schools with direct programming through the **Lyndon Economic Opportunity AmeriCorps Program.**

**FTS Coordinators delivered 321** garden workshops, **329** classroom workshops, **53** taste tests, **23** after-school programs, and **3** farm field trips, reaching **2,215** youth.

**School gardens produced 1,818 lbs.** of food, valued at **\$3,092**, all donated to cafeterias, food shelves, and the Lunchbox.



To adapt to the ongoing pandemic, each FTS Coordinator served in one school per week, all within the same district, in order to **minimize cross-school and cross-district contamination.** Our garden programming became **essential for teachers looking to expand their classrooms to the outdoors to mitigate virus spread.**

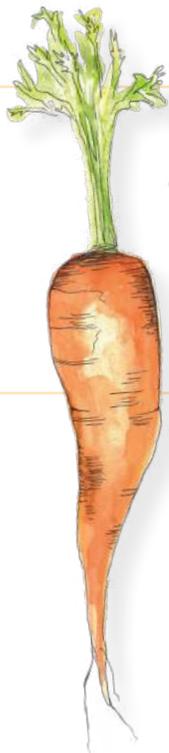
One positive outcome of the pandemic is a change in our school garden planting and harvesting format -- now happening over a few weeks' time instead of a full one-day event -- **affording more educational opportunities and deeper connections for our students.**



# Vermont Harvest of the Month

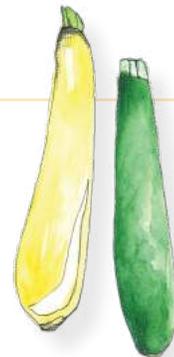
## ENCOURAGING SEASONAL, LOCAL EATING ALL YEAR ROUND

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 Vermont Foods.



The VTHOM website receives on average about **1,000** visitors per month!

Resources include posters, artwork, shelf tags, lunchline signs, and in-depth, downloadable harvest lesson plans and guides for **educators, food service professionals, and parents.**



## VTHOM Success at the Newport Head Start Center!

After receiving a VT Agency of Agriculture Food & Markets Child Nutrition Grant, the **Newport Head Start Center worked with GMFTS** to expand the use of **farm to school** in their Early Care and Education (ECE) center. Sharon Roy, the Newport Head Start Food Service Aid began incorporating VTHOM recipes into their monthly menus and in newsletters sent home to parents. She also helps lead **weekly nutrition activities** with the kids based on the featured monthly VTHOM crop.

In October, for kale month, Sharon made **kale chips, purchased kale baby food, prepared kale smoothies with yogurt and banana, and made a kale slaw.** The kids were given a plate divided into 5 sections with a sample of each kale recipe. After trying multiple different kale recipes, the kids began to understand that just because they didn't like it in one recipe, didn't mean that they didn't like kale at all, it just meant they liked it in another form. Head Start Director Heather Baraw-Sargent said **"we even had a mom write to us asking what kind of wizardry it is that we do, because her two sons asked if they could have Kale Smoothies for dinner. The mom was blown away as she has picky eaters, and she was so happy that they were trying and enjoying a variety of healthy foods!"**



She also said that VTHOM has **"allowed us to introduce kids to foods they may not otherwise try, and has also allowed us to bring nutrition activities into the classroom during COVID where otherwise we would be at a standstill."**



# The Lunchbox Food Truck

## CLOSING THE SUMMER NUTRITION GAP

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.



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** at each Lunchbox meal site.

A new partnership with the **Old Stone House Museum** brought the Lunchbox to **Brownington** for the first time, where museum staff distributed **take-home activity kits** for kids alongside meal service. The **NEKCA Parent Child Center** also came to the Newport sites to give out **free kids books** and **child-sized face masks**.



## The Lunchbox Hosts Free Food Distribution Event in Canaan

In an effort to serve an often isolated and remote area of the Kingdom, GMFTS partnered with **NEKCA Canaan** in August of 2020 to bring The Lunchbox to Canaan and distribute more than **\$1,000 worth of local food**, serving **40 households** with products purchased through Farm Direct such as Hood milk, Butterworks Farm yogurt, Champlain Valley Orchard Apples, Bread from Jocelyn and Cinta’s bake shop, eggs from Maple Meadow Farm, and cheese from Nothin’ but Curd. A local farmer in Canaan also **donated freshly harvested veggies** including tomatoes, potatoes, corn, squash, and cucumbers.



# Food Sovereignty and Access

## BRIDGING THE GAP FOR NEK COMMUNITIES

In response to the pandemic, GMFTS has heightened its focus on addressing the relationship between food insecurity, systemic poverty, and hunger in NEK communities by implementing new food sovereignty initiatives, including place-based educational workshops and coordinating local food deliveries to the charitable food system -- all through thoughtful collaboration with major stakeholders in the region.

**Co-founded by GMFTS during the pandemic**, the new **NEK Food Access Network** is a collaboration of food access coordinators and food pantry professionals **establishing and strengthening connections** among all food shelf, pantry, and meal programs in the NEK in order to share best practices, coordinate activities, discover pathways of support, and dig into the issues that surround food insecurity in the NEK.

Since September of 2020, GMFTS has organized the distribution of **52,815 free restaurant meals** in the NEK in partnership with Vermont Everyone Eats (VEE).

VEE meals supported **11** different NEK restaurants, and numerous local farmers, with each meal containing at least **10% local ingredients**.

“

*I am so grateful to the team at GMFTS for reaching out to me during the pandemic and asking me to participate in the VEE meals program! Not only did it help me financially feel a sense of security in such uncertain times but it gave me an avenue to help those in need as well!*



*I gained so much from this position and received so many letters and phone calls of thanks from the recipients. During such a frightening time for our country and the world it was uplifting every week to work with the team of amazing volunteers who delivered my meals to the recipients. - Danielle Ekasala, Auntie Dee Dee's*

”

A new partnership with the **Derby Elementary School Backpack Program** distributed **boxes of local food** to more than **30 families** to use during Christmas and Spring Break.



# Thank You to Our Supporters!

WE ARE THANKFUL TO THOSE WHO HAVE GENEROUSLY SUPPORTED GREEN MOUNTAIN FARM-TO-SCHOOL BETWEEN JULY 1, 2020 AND JUNE 30, 2021

## Major Funders > \$2,000

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Community National Bank  
Francie and John Downing, Stony Point Foundation  
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## Contributors < \$2,000

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### In Honor of:

Aaron & Rory Carr, *Hank and Jean Macler Ray Hall, Allen Hall*  
 Kaelen Larocque, *Stephen and Martine Gulick*  
 Katherine Sims, *Katherine Friedman*  
 Katherine Sims, *Barbara and Benjamin Phinney*  
 Jessica Weston, *Jesse and Barbara Miller*

### In Memory of:

Ronney Cyster, *Charlie Gallant*  
 Alex Duranleau, *Allen and Kathleen Yale*  
 Donald Haley, *Anne Chiarello and Pam Ladds*  
 Lorelei Hoops, *Edith Lindblom-Warthin*  
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 Gertrude Lepine, *Lynn Flory, Mill Village Pottery*  
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 David Stackpole, *Vicki Maitre*  
 David Stackpole, *Julie Bomengen*  
 David Stackpole, *Paige and Janet Savage*  
 Brian Wrigley, *Allen Hall*

*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!*

# Special Thanks to our 2020-2021 Major Foundation and Business Sponsors!

## Community Level:



Stony Point Foundation



## Harvest Level:



THE OAKLAND FOUNDATION



CENTURY 21  
Farm & Forest

## Cultivate Level:

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Cabot Cheese  
Copper Plate/River's Edge  
Farm Stand  
Derby Village Store

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Hayes Ford Lincoln  
Organic Valley New England  
Pick & Shovel  
Rotary Club of Newport

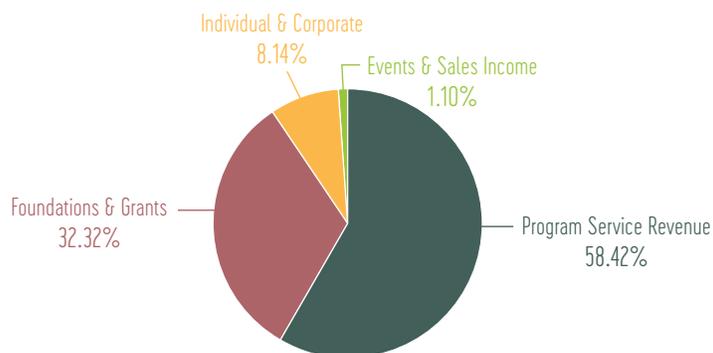
Smitty's Berries  
Taylor Moore Insurance  
Union Bank  
Wayside Restaurant

# FINANCIAL REPORT

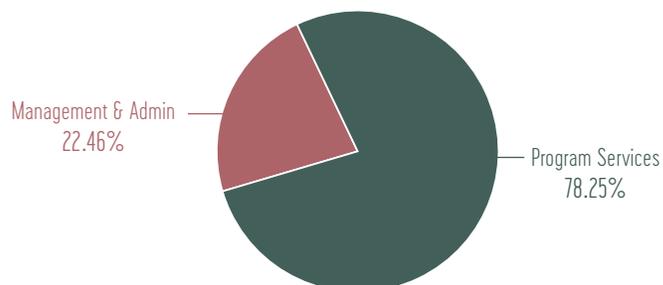
## STATEMENT OF ACTIVITY

July 1, 2020 - June 30, 2021

Revenue	FY 2021	FY 2021 %
Individual and Corporate:	\$87,019	8.14%
Foundations & Grants:	\$345,404	32.32%
Program Service Revenue:	\$624,182	58.42%
Events & Sales Income:	\$11,793	1.10%
<b>Total Revenue:</b>	<b>\$1,068,398</b>	<b>100%</b>



Expenses	FY 2021	FY 2021 %
Program Services:	\$836,040	78.25%
Management & Admin:	\$240,008	22.46%
<b>Total Expenses:</b>	<b>\$1,068,397</b>	<b>100%</b>



## BALANCE SHEET

As of June 30, 2021

Assets	FY 2021	Liabilities and Net Assets	FY 2021
<b>Current Assets:</b>		<b>Current Liabilities:</b>	
Checking/Savings	\$162,369	Accounts Payable	\$68,558
Accounts Receivable	\$132,300	Other Liabilities	\$63,034
Other Assets	\$58,625	Total Net Assets	\$220,701
<b>Total Current Assets</b>	<b>\$352,294</b>	<b>Total Liabilities &amp; Net Assets</b>	<b>\$352,294</b>



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



# JOIN US!

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:  
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