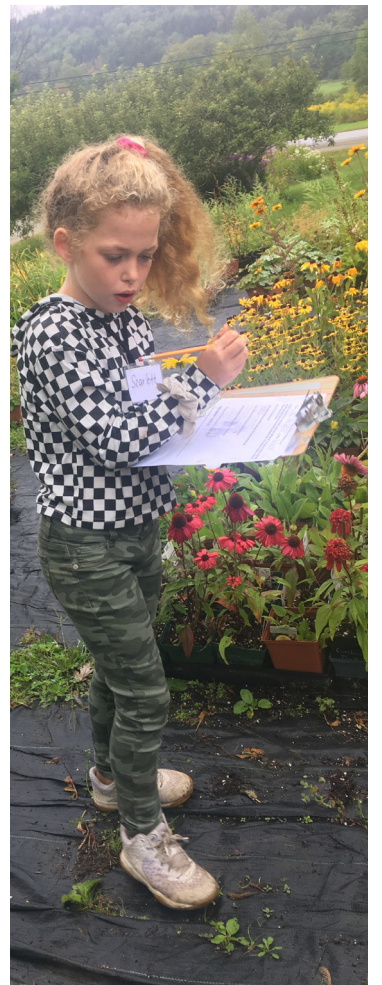




Food Connects 2019 Annual Report

Healthy Families. Thriving Farms. Connected Communities.



Our Staff:

Richard Berkfield
Executive Director
Alex McCullough
Food Hub Manager
Julicia Myers
Food Hub Sales Manager
McKenna Hayes
Food Hub Operations Manager
Tracy Lake & Elisa Daus
Food Hub Drivers
Scott Berzofsky
Food Hub Operations Coordinator
Nathanael Matthiesen
Food Hub Operations & Fleet Coordinator
Conor Floyd
Farm to School Program Manager
Sheila Humphreys
Farm to School Coordinator
Karen Sprague
Full-Charge Bookkeeper
Laura Carbonneau
Development & Communications Manager

Our Board:

Betsy Gentile
Taylor Burt
Kevin Brennan
Kevin Stine
Jane Dewey
Arlene Hanson
Paul Renouf



Our Farm to School program is an everyday presence in local schools and has successfully empowered 30 schools in VT to improve food, farm and nutrition education, increase meal participation, and increase local food purchasing. We continue to provide coaching and professional development for educators and child nutrition professionals. This year, we gained four new dues-paying member schools, and secured a total of \$25,000 in membership fees which enable us to work more closely with school staff. In the coming year, we are organizing our fourth annual Farm to School Conference, which typically serves between 50 and 100 educators, administrators, and food service professionals.

A Look Back on 2019

What a year! I have said this every year for over five years, and it is especially true this year. We have a lot to be proud of and grateful for in 2019. Here are just a few of the highlights:

- Local food sales increased over 41% for the second year in a row;
- Planned, funded and built a new 1000 square foot cooler and freezer;
- Added three new positions to our team;
- Gained four new dues-paying members schools for our Farm to School Program;
- Supported Trauma Sensitive initiatives related to food, farm, and nutrition education in area schools; and
- Broke the \$1 million threshold for total revenue.

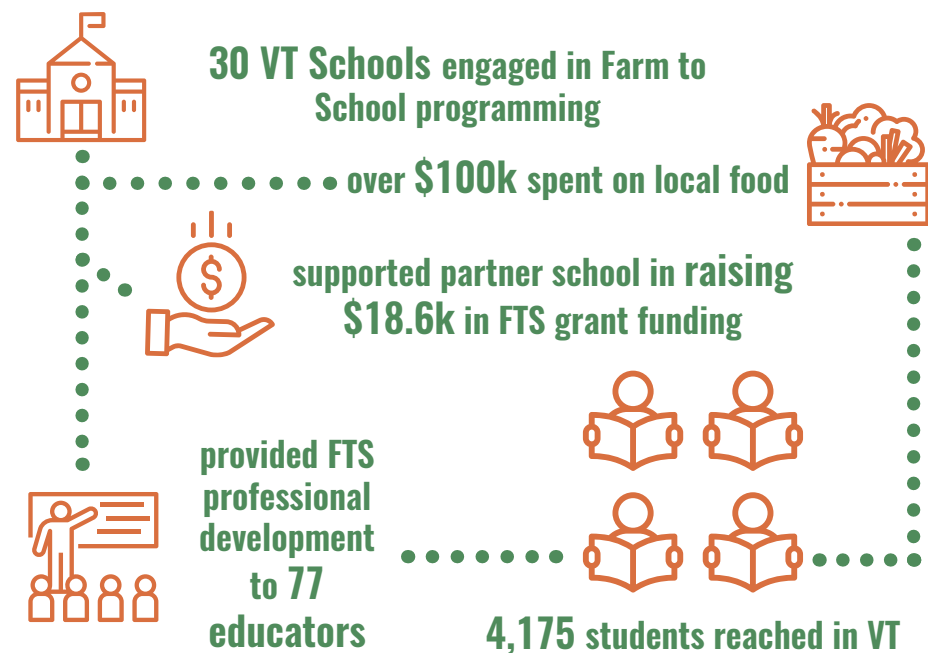


While we don't have much control over some of the larger forces looming over our community, the steps we took in 2019 feel like they have the momentum to contribute to our community's resilience and our vision of Healthy Families, Thriving Farms, and Connected Communities. Thanks to all of our supporters for supporting our efforts.

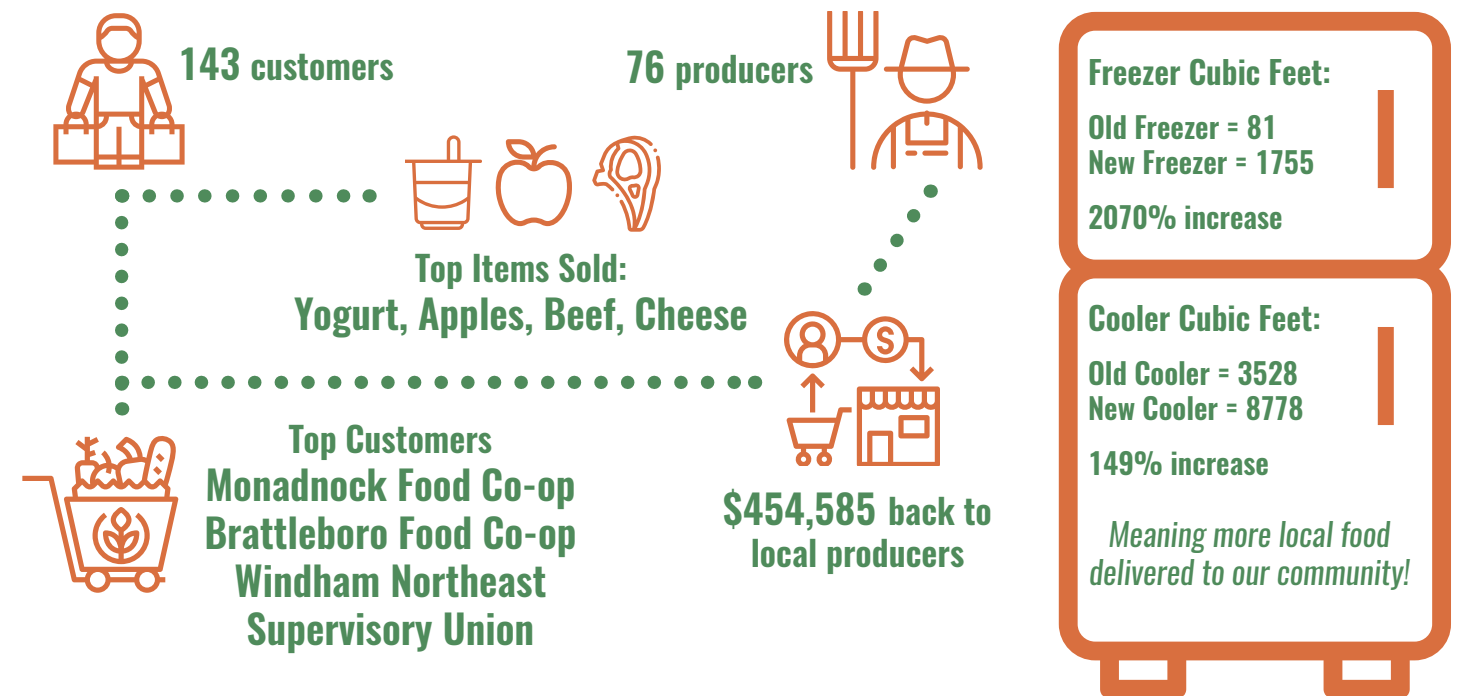
- Richard Berkfield, Executive Director

Please consider making Food Connects one of your top charitable donations this year.

Farm to School



Food Hub



New year, new food hub! The milestones of 2019 are almost too numerous to list. In 2019 we grew sales in southern Vermont and New Hampshire by 41% to \$562,840 and launched routes to the Upper Valley and Burlington. In November, thanks to supporters of our Cooler Campaign, the Hub moved all its operations to its new temperature-controlled warehouse facility in Brattleboro. Now, all products, vehicles, and personnel flow into and out of a single location, which means that in 2020 we can focus on bringing in exciting new items, expanding our geographic reach in New England, and preparing for stringent third-party facility audits that will allow us to access untapped markets.



Member Schools

Putney Central School
Brattleboro Union High School
Brattleboro Area Middle School
Academy School
Green Street School
Oak Grove School
Dummerston School
NewBrook Elementary School
Guilford Central School
Leland & Gray Union High School
Townshend Elementary

Partner Schools*

Springfield School District
Bellows Falls High School
Bellows Falls Middle School
Grafton Elementary School
Saxtons River Elementary
Central Elementary
Westminster Community School
Twin Valley Elementary School
Riverside Middle School

* Grant Funded

Grants

Claneil Foundation
County Health Rankings and Roadmap Grant
Fresh Sound Foundation
High Meadows Fund
Holt Foundation
John Merck Fund
New Hampshire Charitable Foundation
Rise Vermont
Sandy River Charitable Foundation
Specialty Crop Block Grant
Thomas Thompson Trust
USDA Rural Development
Vermont Agency of Agriculture Food and Markets
Vermont Community Foundation Sustainable Future Fund
You Have Our Trust Fund

Financial Information

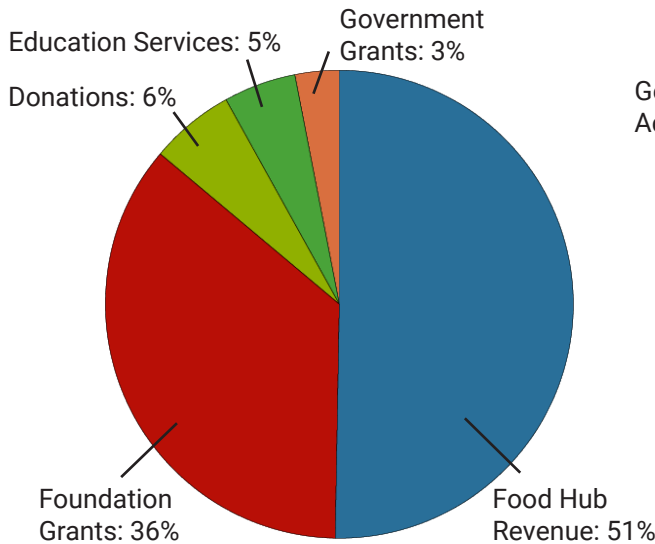
Income

Food Hub Revenue	\$579,264
Foundation Grants	\$409,811
Donations	\$65,725
Education Services	\$56,030
Government Grants	\$35,000

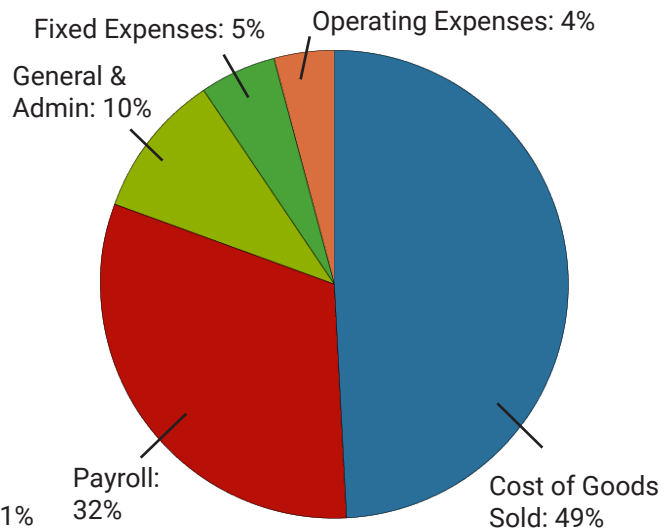
Expenses

Cost of Goods Sold	\$521,393
Payroll	\$334,650
General & Admin	\$104,260
Fixed Expenses	\$57,167
Operating Expenses	\$42,459

Total **\$1,145,900**



Net Income **\$85,971**



Thank You to Our 2019 Donors! Individual Donors

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