



Boston Area Gleaners, Inc.
Harvesting for the Hungry
2014 ANNUAL REPORT



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Theresa Snow
Salvation Farms

Heli Tomford
Belmont Food Collaborative

Director's Address

Mission: "The Boston Area Gleaners is dedicated to rescuing surplus farm crops for people in need."

There is one overriding sentiment for the 2014 gleaning season: SURPRISE!

Amazingly, we doubled the volume of our gleaning totals in 2014 from the previous record set in 2013. We gleaned 177,003 lbs. in 5,532 bushels of fresh fruit and vegetables, providing over 708,000 4-oz. servings to community members in need, most of which would have been plowed under if 34 generous local farmers had not called us in a timely fashion.

I did not predict this outcome - not by a long shot - but when I think back about our capacity improvements over the past year, not to mention an absolutely stellar gleaning staff and solid volunteer attendance, it is clearly due to organizational focus and good, hard work.

Our major capacity improvements in 2014 included:

- A brand new cargo van with double the payload,
- Our first refrigerated storage unit, allowing us inventory and, with it, the opportunity to provide a larger variety of fresh produce per delivery, and...
- We became our own distribution point! By scheduling our distribution partners to pick up at our location, saving staff time and vehicle use on deliveries,
- A brand new online volunteer management system, again saving staff time,
- A pilot program on the North Shore, where we gleaned not just 26,490 lbs of produce from 9 farms, but important data about how best to expand into new regions in the future, and
- Added staff capacity to glean year-round, as well as cover 7 days a week during the harvest season.

There are many generous people who made all of this work possible. With over 350,000 people in eastern Massachusetts accessing the emergency food system, and each of them requiring 5 servings of fresh produce per day, we've still got a long way to go to providing a reliable surplus supply chain that will fill the current need. We are well on our way, however, thanks to all of the individuals, farms, foundations, and businesses listed on the following pages.

I present to you the 2014 Annual Report for the purpose of our collective appreciation and assessment. On behalf of our devoted board and staff, we are grateful to be able to serve the people whom our mission benefits. And it is thanks to you that we remain...

To the Harvest!
Duck Caldwell



Programming

Three activities in 2014 fell under our one gleaning program: 1) field and storage crop gleaning with volunteers (145,993 lbs.), 2) post-harvest farm pick-ups without volunteers (28,447 lbs.), and 3) one farmers market pickup (2,564 lbs.). We achieved an efficient distribution of twice the volume of the previous year by adding two new recipient agencies on the North Shore, as well as utilizing the full potential of our distribution partners to distribute among 600+ emergency food agencies (with some duplication of distribution points among them).

Food Agencies

- Arlington Food Pantry
- Belmont Food Pantry
- Beverly Bootstraps
- Community Servings
- Father Bill's
- Haven From Hunger
- Helping Hand Food Pantry
- Jewish Family & Children's Service
- Lexington Food Pantry
- Medford Community Cupboard
- Salvation Army Waltham
- Watertown Food Pantry

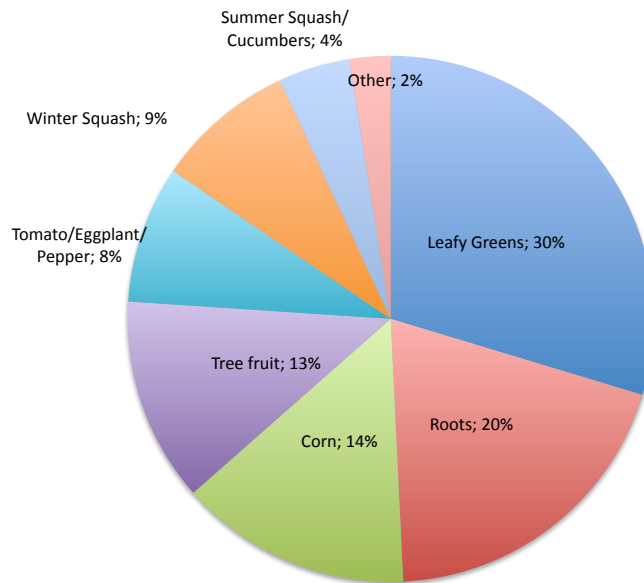
Distribution Partners

- Food for Free – distribution to 100+ agencies
- Greater Boston Food Bank – distribution to 450+ agencies
- Merrimack Valley Food Bank – distribution to 110+ agencies

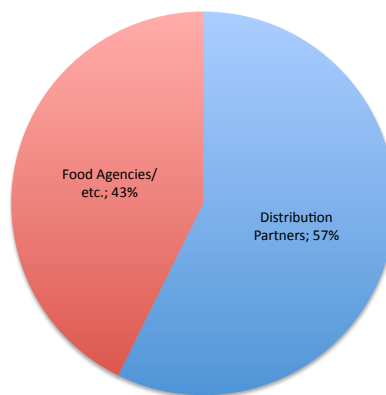
Other Distribution Channels

- Seeds for Change
- Waltham Fields Community Farm Outreach Market

Percentage of Crops Gleaned in 2014, by Volume



2014 Distribution Breakdown



Farms and Pounds Donated

In order of pounds donated

- Kimball Fruit Farm: 36,740
- The Food Project: 21,263
- Waltham Fields Com. Farm: 17,510
- Dick's Market Garden: 13,373
- Hutchins Farm: 8,283
- Brigham Farm: 8,045
- Verrill Farm: 7,200
- Lexington Community Farm: 6,504
- Appleton Farms: 6,442
- Marini Farm: 5,760
- Alprilla Farm: 4,466
- Busa Farm: 4,230
- Autumn Hills Orchard: 4,200
- Mainstone Farm: 3,055
- Gore Place: 2,955
- First Light: 2,887
- Farmer Dave's: 2,717
- Weir River Farm: 2,489
- Meadowbrook Farm: 2,215
- Moraine Farm: 2,175
- Barrett's Mill Farm: 1,675
- Gaining Ground: 1,583
- Newton Community Farm: 1,510
- Connemara House Farm: 1,440
- Langwater Farm: 1,110
- Brookwood Community Farm: 979
- Shared Harvest CSA: 775
- Berube Farm: 743
- Green Meadows Farm: 680
- Field of Greens: 480
- Canaan Farm: 425
- Blue Heron Organic Farm: 280
- City Growers: 144
- Liberty Farm: 108

Fiscal Overview

Both income and expense exceeded budget in 2014 at a relatively equal rate, leaving BAG with an operating surplus that was nearly exactly on budget. Income exceeded budget in fundraising events and earned income. The Ride For Food bike-a-thon provided the primary financial boost, whereby 13 riders raised over \$15,000. Donated goods and services were generously provided in 2014 to the tune of \$21,820, including accounting assistance, legal advice, software development, and equipment rental fees. Expenditures exceeded budget in the area of compensation (November required overtime hours), and equipment rental in the form of our first cold storage unit.

Not Included in Income and Expense

BAG received **restricted grant funds** for the purpose of acquiring a new vehicle from The First Parish in Lincoln and an anonymous family foundation. BAG purchased the new van valued at \$27,790. This acquisition was capitalized and so does not appear in the income and expense report. Also missing is a \$50,000 grant from the Gould Family Foundation awarded in November, which was entirely restricted for use in 2015. Finally, it is worth noting that we estimated the **total retail value of the produce** donated to BAG in 2014 to be worth \$162,874.

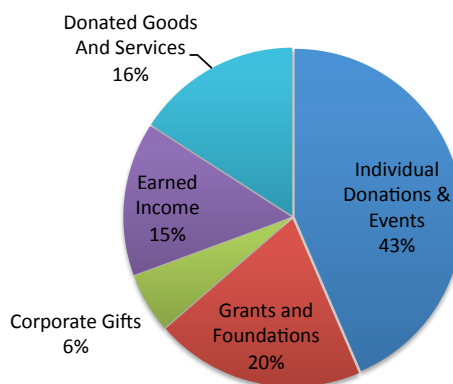
Boston Area Gleaners, Inc. 2014 Operating Income and Expenses	
Income	
Individual donations	37,825
Grant and Foundation Awards	27,615
Corporate and Matching Gifts	7,872
Fundraising Events	21,957
Earned Income	20,235
Donated Goods and Services	21,820
Total Income	137,324
Operating Expenses	
Total Compensation	78,459
Equipment purchase and rental*	6,870
Technical Assistance **	6,000
Repairs and maintenance	2,320
Depreciation	2,085
Transportation	2,735
Rent	4,000
Communications	2,492
Insurance	3,133
Postage and Printing	2,529
Supplies	1,928
Events Expense	1,028
Marketing	1,037
Bank and Admin Fees	1,263
Accounting and Legal***	15,606
Miscellaneous	712
Licenses, Fees, and Memberships	264
Total Operating Expenses	132,461
Operating Surplus	4,863

* Includes In-kind of \$2,814

** Includes In-kind of \$6,000

*** Includes In-kind of \$13,006

2014 Operating Income



Volunteers and Gleaning Trips

We had a 109% increase in volunteer participation in 2014. 198 volunteers donated 1,812 labor hours on 216 gleaning trips. According to Massachusetts's volunteer valuation rate of \$27 per hour, this labor provided \$48,924 of value to our operations.

Individual Volunteers - *listed in order of frequency of participation*

Bernie Franceschi, Janis Daniels, Autumn Cutting, Rosalyn Grunmann, Helen Palmer, Adam Cornett, Oakes Plimpton, Laura Angotti, Brad Tomlinson, Greg Foudray, Todd Kaplan, Judy Nathans, Bruce Bell, Karen Reedy, Ken Osgood, Jeanne Trubek, Elisabeth Cianciola, Christine Newton, Daphne Gould, Rob Ann Tomlinson, Dorothy Gruenberg, Susan May, Kevin McGreevy, Lisa Besen, Kathleen Humphreys, Deb Metzler, Kathy Tully, Alana Martel, Catherine Pedtke, Ben Jankowski, Ali Stocks, Mary Bolton, Sherry Lyons, Patti Beard, Susan Redlich, Michele Di Palo, Rika Henderson, Mary Sue Ankner, Beth Harris, Marvin Todd, Brion Van Wagenen, Bruce Davison, Deryn Thomas, Charles Caldwell, Helen Alcalá, Lynn Langton, Adrienne Pereira, Ann Marie Greenleaf, Ruth Bortzfield, Nancy Snidman, Emily Schindler, Alexandra Ash, Emmi Snyder, Matt Germano, Louise Sebba, Karen Germano, Erin Feeney, Bronwyn Lamont, Judie Feins, Danielle Smith, Robin Pringle, Joan Price, Emily Pohlod, Ben Langton, Phyllis Bloom, Pat Magee, Fred Berman, Doris Birmingham, Isabel Kunkle, Barbara Desouza, Thomas Pedtke, Donna Ekstrand, Lelah Willoughby, Patience Terry, Mary Grace, Leigh Mountford, Jessica Yu, Jean Berry, Jackson Dilanni, Doug Katz, Bei Yin, Tom Neel, Cindy Adamchek, Alexandra Crawford, Ryan Andrews, Bethany Kibler, Natalie Brady, Susan Lyon, Sarah Chudnovsky, Mary Bresadola, Christina Smith, Andi Doane, Kara Sacco, Owen Broch, Marianne White, Jane Roundy, Lance Reynolds, Carol Springs, Judy Gibson, Lauren Hinkel, Edgar Foudray, Zhe Zhao, Zhbnhong Yu, Tee Reh, Seta Nersessian, Roy Veatch, Rose Anderson-Gips, Robin Barber, Riley Watson, Rebecca Siegel, Nada Zohdy, Mary McCaffrey, Martine Gougault, Marilyn Smith, Margaret Coleman, Lisa Katz, Lexi Doolittle, Laurie Nehring, Laura Shriver, Kayleigh McHugh, Kathleen Scharf, Kate Enright, Julie McDaniel, Julian Fischer-Frank, John Yu, Jocelyn Gordon, Tan Siew Hong, Jennifer Yeo, Jeanette Millard, Janet Beizer, Jane Ward, Jane Gillette, Jack Nessen, Helene Newberg, Hannah Nersasian, Glenn Dickson, Geri Belle, Fernando Perez, Evan Lamont, Erica Letson, Emily Katrencik, Emily Farmer, Emily Besen, Edith Sullivan, Deb Beatty Mel, Dan McLaughlin, Chuck McCallum, Charlie Smith, Bernice Behar, Anita McHugh, Andrea Spella, Allison Morrisette Ostrowski, Alice Doosey, Abby Dickson, Stephanie Clayman, Mary Saudade, Peg Mallet, Andrea Ho, Tom Szkelly, Peter Kracke, Celeste Codington, Catherine Venkatesh, Alexa Oord, Nicholas Mendez, Nora Berson, Whitney Hasler, Noah Grunebaum, Shelley Gross, Mary Neagle, Emma Groves, Nancy Marshall, Meryl Bresadola, Randi Mail, Roxann Arey, Louise Close, Lisa Soo Hoo, Laura Dorfman, Deishin Lee, Deb Mello, Lori Segall, Maureen Paolillo, Doug Stuart, Rebecca Benson, Mark Whalen, John Whalen, Leina Xu, Rebecca Meyers, Paul Casey, Michele McDonald, Courtney Hawkes, Keegan Dougherty, Heli Tomford, Alisa Clark, Lior Paritzky, Mara Brod, Levi Ballard, Scott Rule, Paul Savard.



Business and Organizational Donors

A&B Insurance, Amazon Smile, Belmont Food Collaborative, Boston Capital Foundation, Goodsearch, MetroWest Elder Care, Room 83 Art Gallery, Sweet Grass Holdings, Inc.

Corporate and Foundation Grants

Community Health Network Area 17, Essex County Community Foundation, Feinstein Foundation, The First Parish in Lincoln, Harvard Pilgrim Health Care, The Lenny Zakim Fund, New England Grassroots Environment Fund, Project Bread.

Employee Giving, Matching Gifts, and Donor Advised Funds

Analog Devices, Benevity Community Impact, Biogen Idec, Combined Jewish Philanthropies, Covidien Employee Giving, FactSet Research, FM Global Foundation, IBM Charitable Contribution Campaign, Liberty Mutual Foundation, Silicon Valley Community Foundation, State Street Foundation, Western Union.

Event Partners

Massachusetts Audubon Habitat in Belmont, Flatbread of Somerville, Three Squares New England.

Family Foundations

Anonymous Family Foundation, Chatham Beech Family Foundation, Gould Family Foundation, HPH Family Foundation.

Ride For Food Riders and Sponsors

Riders (listed in order of amounts raised): Jeanne Trubek, Charlotte Milan, Todd Kaplan, Helene Newberg, Natalie Brady (chief organizer), Duck Caldwell, Elise Hoblitzelle, Elizabeth Gerron, Lynn Langton, Ellen Caulo, Lori Hicks, James Milan, Samm Robie Klindt. Four corporate sponsors included: Eastern Bank Charitable Foundation, Stop-N-Shop Corporate Giving, Watertown Savings Bank. Many thanks to the Three Squares New England Event Team for their generous work to raise the bonus pool.

Strawberry Fete Auction Donors

Artful Heart, Artwear, Berman's Liquor, Boston Museum of Science, The Boston Red Sox, Cambridge Common, Capone Foods, Dave's Fresh Pasta, Derby Farm, Nancy R. Dreyer, Esq., Flora Restaurant, Food Link, Grateful Massage, Great American Rain Barrel Company, Green Mountain Coffee, Martha Hausman, Institute of Contemporary Art, J. R. Burke Salon, La Casa de Pedro, Lakota Bakery, Menotomy Bar and Grill, Merle Norman Salon (Arlington), Charlotte Milan, Marina Milan, Mystic Wine Shop, Not Your Average Joes, Oakes Plimpton, Kristen Ploetz, Quebrada Bakery, Shattuck Hardware, Spafinder.com, Starbucks, Swanson Jewelers, Patience Terry, Michele Topor, Waltham Fields Community Farm, Wilson Farms, ZA Pizza of Arlington.

Individual Donors have been BAG's largest annual income source since our incorporation in 2007. In 2014, we had 194 individual and household donors, and our largest single gift was \$5,000. **Thanks to you, we remain at mission controls!**

Donors - listed in alphabetical order

Anonymous (4), Ann Abbott, Mary "Heidi" Ames, Adelbert Ames III, David Ames, Jr., Alex & Jenise Aminoff, Ames Anderson, Ryan Andrews, Laura Angotti, Mary Susan Ankner, Elizabeth Atkins, Elaine Backman, Ona Balkus, Susan Barbarossa, Robin Barber, Samuel & Marion Batchelder, Paul Bay & Gretta Anderson, Frederic Berman, Deb & Peter Bermudes, Lisa Besen, Richard Besen, Lisa Bielefeld, Alfred Bigelow, Faye Blazar, Natalie Brady, Sierra Bright, Janet Buchwald & Joel Moskowitz, Heather & Chris Buder, Jeanne & Harold Butts, Craig D. Caldwell, Laurie Caldwell, Mary Campagnolo, Phyllis M. Carr, Ellen Caulo, Miriam Chernoff, Ian Christie, Norman Cohen, Barbara Costa & Eric Stange, David Crawford, Linda Crawford, Martha Creedon, Jill Crockett, Jonathan & Andreanna Doane, Reva Dolobowsky, Amy & Brian Donahue, Michael and Kitty Dukakis, Kingsley Durant, Jeff Ellsworth & Jackie Starr, Myriel & Bill Eykamp, Colin Eykamp, Ruth Faas, Thomas Fels, Rona and Dennis Fischman, Joan Fitzgerald, Andrew & Jennifer Lewis-Forbes, Maryanna Foskett, Kim Foster, Greg Foudray, Bernard P. Franceschi, Stephanie Franzosa, Morissa Fregeau, Kimberly Garrity, Jonathan Goldberg, James Gomes & Rose Udics, Jenna Gomes, Nancy Goodman, Dorothy Gruenberg, Amy Hampe, Christopher & Leba Heigham, Sarah Heintz, Olivia Hoblitzelle, Linda Hoffman & Blase Provitola, Stephen & Suzanne Holmes-Farley, Ann & Brian Huddleston, Gerard Ives, Kathryn Jacob, Edith Jacobs, Diane Johns & Virginia Adams, Ileana Jones, Donald P. Kalischer, Nicole Keane, Nigel Kraus, Thomas/Muriel Ladenburg, David Landskov, Bill Lawson, Elizabeth Learner, Anthony Leva, Rebecca Leong, David Leslie & Claire Walker Leslie, Janet Levy, Deborah & Philip Lewis, Thomas Lincoln, Ted Live, Helen Lozoraitis, Sherry Lyons, Peg Mallett, Jeremy Marin, Dr. Maurice Martin, Ken & Peggy McIntosh, James & Mary Megson, Debra Mello, Lorene I. Melvin, Frank & Ellen Michelman, Charlotte Milan, Jeanette Millard, Daniel Mirel, John Monticone, Suzanne Mrozak, Karen Mulhauser, Jennifer Nahn, Susanne M. Nangle, Venkatesh Natarajan & Catherine Venkatesh, Judith Nathans, Chris & Suzi Nauman, Tom Neel, Ruth Nelson, Helene Newberg/Emily Farmer, Joel and Ann Newberg, Nancy Nitikman, Jennifer Norris/Flynn Monks, Joe & Roseanne O'Connell, David O'Rourke & Anne Murphy, Helen Palmer & Joshua Rifkin, Shirley F. Partoll, Sally & Gerard Patrick, Frank & Jenny Phillips, Tina Piantedosi, Joan D. Pic, Oakes & Pat Plimpton-Magee, Sarah Plimpton, Susan W. Plimpton, Kristen Ploetz & Eric Dolinski, Francis & Linda Ploetz, Carol A. Pollastri, Paul & Joan Price, Sharon Prizant, Lisa Raiche, Ellen Raja, Jesse Raymond, Susan Redlich, Karen Reedy, Laura Reiner, Carol Robey & Robert Oot, Jackie Rosenbloom, Joseph Rosenbloom, Margaret Rosenthal, Janet Rothrock, Kaveri Roy, Richard & Virginia Rundell, Dee Russell & Jean Kates, Christine Sample, Seth Schoen, Dolores Schueler, Paulette Schwartz, Leslie Sebba, Andrew Seligsohn, Barbara Siegel, Elaine P. Siegel, Marilyn Ray Smith, Nancy Snidman, Helen Snively, Theresa Snow, Lisa Soo Hoo, Robert & Susan Speers, Gail Stein, Lally Stowell, Ann F. Strauss, Joan Teebagy, Patience & Dick Terry, Marvin Todd, William & Heli Tomford, Bradley & Rob Ann Tomlinson, Jeanne Trubek, David Bliss & Judy Uhl, James & Jennifer Vath, Sandra Vorce, Jean Ward & Maria Reuters, Richard & Patty Jo Watson, Jeanne Weinzierl, Virginia Welles, Bruce & Susan Whelple, David E. White, Marianne White, Lisa Wiesner, Graeme Williams, Ellen Wineberg, Lenore & Howard Winkler, Edward Wolpow, Fred Yen & Sandy Thompson, Jessica and John Yu, Janna Zimmermann

We hope there are no errors or omissions, but please be so kind as to let us know.

Thanks

Vitto Bucco (Matt Crawford's maternal grandfather) for invaluable introductions to new farmers on the North Shore; Food Link for the steady box supply; Daphne Gould for the grant advice; Matt Gray of the Greater Boston Food Bank for the flexibility and creativity needed to move fresh food fast; Cecelia A. Lockner of Ropes & Gray LLP for legal assistance; Tony Mazzeo of UMass for facility support; Mirak Chevrolet in Arlington for a discount on the new van; Anne Murphy of AFM Associates for accounting work and ongoing advice; Ellen Parker of Project Bread for speaking at our Strawberry Fete fundraiser in June; Rich Pilotte of Pilotte's Transport Refrigeration for the generous discount on our storage unit; Sasha Purpura of Food For Free for her CAN DO attitude (and thorough infection of her staff with same); Marlene Silva for the trailer donation; the farmers of Waltham Fields for the occasional use of tools and facilities; and last but not least, Dick Yates of Salem Harvest, Oregon, for the customization and donation of his online volunteer management tool, Gleanweb.

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