CENTER FOR AN AGRICULTURAL ECONOMY

2020 IMPACT REPORT

FEEDING EACH OTHER, NOURISHING COMMUNITY

The CAE team gleans corn at the Laggis Farm for use at the Hardwick Area Food Pantry and local elementary schools. In past years this has been a student activity, but due to uncertainty around Covid-19 restrictions our staff stepped in and helped harvest.

Preparing Each Other for the Future

This past year, all of us have struggled or needed support in one form or another. The ability to help our neighbors has been a source of strength even while we faced our own challenges.

Success is often defined by numbers, but even more meaningful are the moments of hope, inspiration, and optimism we have experienced through our work. A father and daughter receiving fresh carrots at a pop-up food pantry, a farmer relieved they have a path forward with their business, or a community member learning new skills that will serve them for their lifetime.

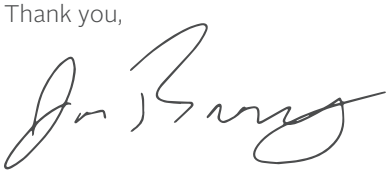
Years from now these moments and the feelings they recall will live in the memories of the people our work impacted. They may never know who organized community meals, provided grocery vouchers, or how fresh local products arrived on their plate -- but all of those moments created a memory of hope, inspiration, and optimism at a difficult and tragic time.

CAE is fortunate to have a supportive community and amazing partners in this work. We have a committed and passionate staff, who are resilient and innovative in the face of adversity and uncertainty. This team allows each other to be vulnerable - to learn, laugh and cry together as we all struggle with the complexities of remote work, caring for family members, and homeschooling.

During the pandemic, half of our staff were not able to work remotely, instead fulfilling daily food hub operations. They continued to process local produce for institutions and food shelves, and deliver local food across Vermont. They have been called essential workers, moving food every day with an incredible endurance that sustains our access to local food. This human connection has taken on a new meaning for us in the face of the pandemic and the toll it's taken.

Hope, inspiration and optimism are values that fuel our work and energize our team. Through collective compassion and commitment, we will continue to address systemic inequities. We will confirm our shared humanity through the very basic acts of feeding ourselves and each other. While the future is not certain, the stories in this report show what's possible through our work together and the relationships we have forged.

Thank you,



Thank You

Thank you to our hardworking, committed, and incredibly adaptive staff.

This past year has called for countless shifts in our day-to-day work to operate safely throughout the Covid-19 pandemic. Our staff have fought to stay connected to each other through all of these challenges.

At the same time, this team has invested in growth beyond our response to crisis. We were privileged to participate in a Cultural Humility and Racial Literacy training with community leader Sha'an Mouliert. This transformational experience has lived on in a reading group that continues to meet to share observations, reflect, and ask questions. We look forward to continuing this ongoing learning together.

CAE Team (current in 2021)

Sam Banks, Just Cut Production

Reeve Basom, Place-Based Education Coordinator

Michael Bellizzi, Farm Connex Delivery Driver

Kristin Blodgett, Financial Manager

Bethany Dunbar, Community Programs Manager

Kayleigh Boyle, Hardwick Farmers' Market Manager

Will Bunten, Farm Connex Delivery Driver

Helena Carleton, Hardwick Community Gardens Manager

Bob Duggan, Farm Connex Delivery Driver; Community Orchard Manager

Robert Fairbank, Just Cut Production

Connor Gorham, Facilities Manager

Mike Heath, Farm Connex General Manager

Kevin Hudnell, Accountant

Becca Jordan, Development & Communications Coordinator

Daniel Keeney, Food and Farm Business Advisor

Stephan Leikert, Farm Connex Delivery Driver

Don Maynard, Farm Connex Operations

Josh Peets, Just Cut Production Leader & Grow Your Own

Jon Ramsay, Executive Director

Linda Ramsdell, Bookkeeper

Lylee Rauch-Kacenski, Business Services Outreach Coordinator; Communications Manager

Katrina Razionale, Development Manager

Neal Renaud, Farm Connex Warehouse Manager

Lotty Roozekrans, Just Cut Program Manager

Kate Stephenson, VT Farm Fund Manager

Silene Sutera, Farm Business Planner

Neil Urie, Farm Connex Warehouse Manager

Federico Viconi, Farm Connex Delivery Driver

Meghan Wayland, Community Food Access Coordinator

CAE Board (current in 2021)

Helen Beattie

Meredith Davis

Matthew Derr

Pete Johnson

Emily Maclure, Co-chair

Blair Marvin

Andrew Meyer, Treasurer

Ben Nottermann, Secretary

Margie Prevot, Co-chair

Staff members participating in Cultural Humility and Racial Literacy training with community leader Sha'an Mouliert. These trainings were held under the new pavilion at Atkins Field. Photo by Sha'an Mouliert.

Hillside Homestead farm in Albany, VT. Photo by Kent Shaw.

Working Lands. Working People. Local Food.

CAE's programs take root in the relationships between people, land, and community.

We take a holistic approach to supporting the local food economy. This necessarily includes programs for community and schools, space to grow food and connect to the land, and direct assistance and infrastructure for food businesses.

COMMUNITY PROGRAMS

We recognize that our work is most effective when rooted in the community where we operate: the greater Hardwick area. Key partnerships in this area include the Hardwick Area Food Pantry, Orleans Southwest Supervisory Union, Northeast Kingdom Organizing, and WonderArts VT.

Community Space at Atkins Field
Home to an open-air Community Pavilion, Hardwick Community Gardens, Hardwick Farmers' Market, Community Orchard, bicycle pump track, trail networks, granite relics, and wide open spaces

Place-Based Education
In partnership with students, teachers, administrators, and community partners to co-imagine and work towards long-term transformation in our rural education system

Food Access and Equity
Building bridges to connect local food resources to local residents, share skills, and grow new leaders

FOOD HUB ENTERPRISES

Infrastructure for small and rural food businesses is critical to our mission. CAE operates three enterprises to meet the needs of Vermont food and farm businesses:

Vermont Food Venture Center

Vermont Food Venture Center
Rentable commercial kitchens, storage, and wraparound technical assistance services for farms and food businesses

JUST CUT

Just Cut
Produce processing to bring local vegetables to more places where Vermonters eat: schools, universities, hospitals and care centers

Farm Connex

Farm Connex
Delivery and distribution service for farms and food businesses to increase market opportunities and access to local food. We prioritize producers who are too small, too rural, or whose product is too perishable to work with traditional distributors

PROGRAMS FOR FOOD BUSINESSES

We work with farms and food producers at all stages to provide the tools a business needs to thrive - from dream to start-up, growth to transition.

Farm Business Advising
Specialized support and assistance specific to the needs and readiness of our clients

Vermont Farm Fund

Vermont Farm Fund
A revolving loan fund that provides quick, low-fuss access to capital for businesses in growth or in crisis

Scale House portioning the Thanksgiving VT Everyone Eats meal. Photo provided by the Scale House.

Keeping Each Other Fed

Food Access is an aspect of our work that took off running in 2020.

Through our relationship with the Hardwick Area Food Pantry and other community partners, we were able to identify community needs and quickly respond to get more local food to more people.

VERMONT EVERYONE EATS

One of our goals early in the pandemic was to adapt the Hardwick Community Supper, previously a weekly in-person dinner at the Hardwick United Church, to a safe curbside model. We mobilized grant funds to pay restaurants for take-away meals that were made available to community members each week at no cost. We recruited volunteers to manage reservations and organize deliveries. The restaurants were reimbursed at $10 per meal, more than three times the standard reimbursement rate for charitable meals. In the second half of the year this grew into the statewide Vermont Everyone Eats program, with 14 community hubs organizing meal sites across Vermont. CAE's greater Hardwick area hub served over 15,000 meals at 5 sites alone!

GROCERY VOUCHERS

CAE also quickly raised funds and coordinated with local businesses to create a grocery voucher program to complement the Hardwick Area Food Pantry's emergency services. Distributed through local food shelves, these vouchers were redeemable at six local businesses for groceries -- supporting our community and local commerce, who all suffered hardships from the pandemic.

COMMUNITY FEEDING COMMUNITY

Pies for People, an annual tradition of making pie for the community, had to adapt this year as well. CAE staff and a handful of volunteers who could fit safely in the Vermont Food Venture Center kitchens together still made it happen! Community dinners were called off and a big volunteer event was not possible, but our team still made 100 squash pies for our neighbors' Thanksgiving tables. Pies were distributed frozen, with reheating directions, through the Hardwick Area Food Pantry and other partners.

As Vermont hospital cases for COVID-19 rose last year, Burlington-based ShiftMeals emerged as a local response to feeding front-line workers and keeping shut-down restaurants in business. In 2020 CAE's Farm Connex delivery service delivered over 65,000 meals to frontline workers statewide.

15,000 meals served at 5 sites
through Vermont Everyone Eats

"Overall the program is great. I really hope that the most needy are being served. I'm simply poor, but I think of others in worse conditions, isolated, poor, ill, in crisis etc. Good food always makes your outlook brighter."

— **EVERYONE EATS MEAL RECIPIENT**

A VT Everyone Eats meal provided by Front Seat Coffee. Photo from Tobin Porter.

Cards students made to go with the meals.

"Of all of the Cares Act stimulus and aid, I would rate the Everyone Eats program to be the most beneficial to our business, to the local farmers, and to our community. It is a resoundingly successful program and did more to keep my employees retained than the PPP program."

— **TOBIN PORTER,** OWNER OF FRONT SEAT COFFEE

"This is an incredible program. We are so grateful to have access to this food & to have it be so easy to sign up for. I also appreciate being able to bring healthy, nourishing food to my neighbors who are extremely appreciative."

— **EVERYONE EATS MEAL RECIPIENT**

Students at Hazen make desserts for the Thanksgiving Meal.

The Just Cut team prepares and packs local produce for the Farmers to Families Food Box Program. Photo by CAE.

Expanding Access to Local Produce

Markets for local food shifted overnight in March of 2020.

Since our founding in 2004, we've continued to build infrastructure to support farms and food businesses. In 2020 we saw how quickly these resources and networks could be deployed for community food relief in addition to business incubation.

SUPPORT FOR GROWERS AND EATERS

When institutions closed in March, Just Cut farm-to-institution production ground to a halt. Colleges and K-12 schools closed, and hospitals reduced their on-site food service. Meanwhile, we still had contracts with growers to purchase thousands of pounds of local produce meant for these outlets.

To meet our good faith agreements with local growers, and to get food to our communities, we shifted quickly to prepping and bagging produce for local food shelves in Hardwick and Newport. When the USDA Farmers to Families Food Box program came online in the summer, we sourced and packed over 55,000 pounds of produce and delivered 2,000 boxes of dairy products to Vermonters. These efforts used all of CAE's food hub enterprises: the VT Food Venture Center, Just Cut, and Farm Connex.

In late 2020 we embarked on a pilot project with the VT Foodbank to wash and chop hard root crops into 3,000 1-pound packs for statewide distribution. This was identified as an opportunity to make these crops easier to prepare, especially for many elderly Foodbank clients.

USDA Farmers to Families Food Box Program. Photo by CAE

55,000 pounds of produce and 2,000 boxes of dairy products delivered in 2020.

> *"Just Cut is offering something that is really needed across our country, to think about how we can have that food system be a complete circle"*
>
> — **EMILY MACLURE**, CO-OWNER OF THE CRAFTSBURY GENERAL STORE

"There is a need for farming practices that establish better health in our land base and our ecosystem. If we're going to expand the reach of local food and the resiliency of the system we really need to broaden out into wholesale channels."

— **ANGUS BALDWIN**, MANAGER OF WEST FARM

Carrot harvesting at West Farm. Photo by Elizabeth Rossano

Neal Renaud delivers pre-dawn boxes to Buffalo Mountain Coop. Photo by Kent Shaw

Market Access for Vermont Producers

Locally-rooted food networks are resilient in times of crisis.

At the end of 2019 CAE acquired the Farm Connex delivery service and began to operate it as one of our program enterprises. This was no small choice, nearly doubling our staff and budget at the time, but we saw the value in this work and how it sustained dozens of small and rural Vermont producers while increasing access to local products for Vermonters. Farm Connex gets these products where they need to go, while our clients focus on their business and relationships to their customers.

NEW OUTLETS FOR LOCAL FOOD

Last year many producers scrambled to find alternate outlets for their perishable products when schools and restaurants shuttered in March. We observed a surge in on-farm sales, and a blossoming of new relationships between producers who co-marketed each other's products at their farmstands. CAE programs supported these businesses in connecting with new markets, safely getting their products delivered, and updating their cash-flow projections to understand what this all meant for their business.

'ROUND THE CLOCK DELIVERY - AN ESSENTIAL SERVICE

Farm Connex has operated straight through the pandemic, picking up products in 12 out of the 14 counties in Vermont, and delivering them to over 350 locations statewide and in western New Hampshire. As part of the VT Food Hub Collaborative, we also coordinated with other hubs to reduce unnecessary vehicles on the road and work in concert. In 2020 we delivered $5.2 million in Vermont food products.

Our team has shown up for midnight pickups, long Saturday delivery routes, and winding dirt backroads. Beyond the numbers, the relationships we've built with our local producers has completely reinforced the choice we made at the end of 2019 to take on this work. We hear every day how the service fills gaps, creates opportunities, and can continue to do even better. **People grow and prepare our food, and people deliver it - this connection to each other is vital not only to the strength of a food system, but to our shared humanity.**

Nurbu Sherpa in front of his commercial kitchen in South Burlington, Vermont. Photo courtesy of Sherpa Foods.

"I was at Strafford creamery picking up a load of milk & ice cream to bring back to our Hardwick warehouse. I was feeling sluggish as I hadn't slept well the night before, and we had a heavy workload that week with some staff out. Amy came out to see me and could tell that I wasn't my normal self. We chatted a bit, then she excused herself and came back with a homemade chocolate chip cookie she'd made after completing morning chores. She insisted I take a chocolate milk from the cooler, sit down and enjoy the cookie & milk. This interaction and kindness completely turned my day around and recharged me. Thank you Amy for your kindness & generosity."

— **NEAL RENAUD**, FARM CONNEX DRIVER & WAREHOUSE MANAGER

Above left: Amy with family. Above right: Happy cows at Rockbottom Farm. Photos courtesy of Strafford Organic Creamery.

$5.2 million in Vermont food products delivered

65,000 ShiftMeals delivered to frontline workers

"Our partnership with Farm Connex has helped our business tremendously. It was especially helpful last year with the pandemic hurting our sales because of reduced foot traffic in stores. Mike Heath, Neil, Stephen, Neal and everyone else are so courteous, helpful and professional. They go above and beyond to help get our products to our customers."

— **NURBU SHERPA**, SHERPA FOODS

The Sessions family with their goats at Blue Ledge Farm. Photo courtesy of Blue Ledge Farm.

Access to Capital

Quick access, low fuss, high-impact loans and grants for Vermont food producers.

VERMONT FARM FUND

The Vermont Farm Fund lent $273,000 to 16 businesses in 2020, including both Emergency and Business Builder loans. A true revolving loan fund, as each loan is repaid those dollars are put back to work for the next farmer or food business in need of capital. Since its founding in 2011, the Fund has lent over $1,812,900 to over 108 Vermont food businesses.

Wild Kid Farm is a new goat dairy in North Hyde Park. After building their herd from within for the past 5 years, they were nearly ready to begin selling milk in 2020 just as the pandemic hit. Due to Covid-19, the farm lost the contractor who was going to finish up their milkhouse, and at the same time the buyer for their milk backed out due to decline in demand. It was a perfect storm, intensified by the fact that the farm had a full herd of freshened does whose milk was getting dumped daily, and who still needed to be fed. Because Wild Kid hadn't shipped milk in 2019, they weren't eligible for state and federal assistance programs that have helped other Vermont dairies. CAE business advisors helped Wild Kid map out a plan to stabilize the business, and to apply for Emergency and Business Builder loans through the Vermont Farm Fund to finish up their milkhouse this winter. They finally began to ship milk in Spring 2021!

One of the many faces of Wild Kid Farm. Photo by Silene Sutera

"What I'm always amazed with is how a little money can go a long way. I think these little microgrants are super effective. You have an idea and you think it's going to work, but you need a boost in that direction. At a really critical point it looked like someone was in our camp."

— **HANNAH SESSIONS,** BLUE LEDGE FARM

INNOVATIVE MICROGRANTS

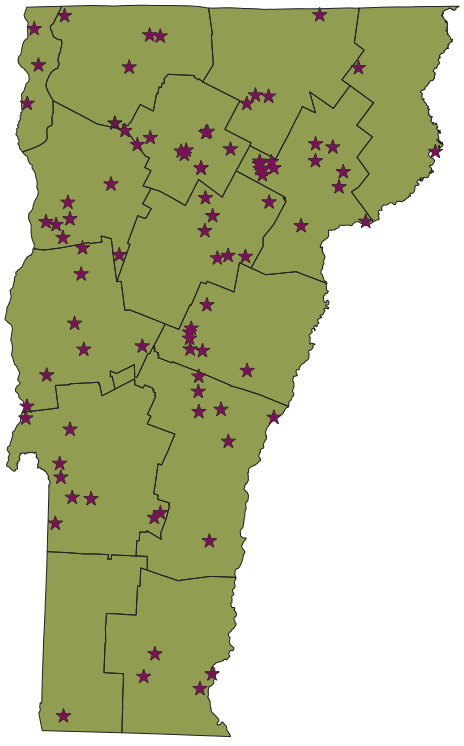
In response to the disruption brought by the pandemic, Vermont farms adapted and innovated their marketing efforts to reach their customers with new market channels, new distribution options and better storage infrastructure. CAE supported this work with a Marketing Microgrant program that awarded $53,000 to 88 different farms. Distributed from the summer of 2020 into early 2021, the individual grants ranged from $500-$1,000, and projects included new or improved websites, hardware for contact-free point of sale, farmstand freezers and more. Due to the feedback we received from farmers about the program's ease and helpfulness, we sought out additional funds to extend these grants to the entire state.

Renee and Chet Baker bought their Hillside Homestead dairy farm in Albany on December 4, 2019. It was a dream come true for the couple who had each grown up around agriculture and had rented farms for the past five years. They have 55 milkers and are working on plans for a farmstand to sell their own and some neighbors' products. The Route 14 location is ideal not only for the farmstand, but for easily accessible milk pickups by their cooperative.

Being hit with a pandemic in the first year of their own operation was a hurdle in their plans. The Bakers worked with CAE's farm business planner, Silene Sutera, to help navigate these challenges. They have received a Tier 1 permit for selling raw milk, meaning increased testing and monitoring, but also additional sales channels to sell their raw milk off the farm. This is more work, but generates more profit than selling bulk milk through their cooperative. "Silene has helped us through all of the programs available through the pandemic," said Renee. "Trying to do it all by yourself is difficult." They received a CAE microgrant of $1,000 which has helped them set up the raw milk sales.

We are working to integrate a microgrant program within the Vermont Farm Fund to support food businesses owned by Black, Indigenous, and people of color (BIPOC). Grants of $500-$2,000 will be offered, and we will be working with statewide partners to reach BIPOC food businesses in all stages of growth.

MICROGRANTS SUPPORTED 88 FARMS ACROSS THE STATE



Each star on the map represents one of the 88 farms who received a Covid-19 Marketing Microgrant.

VERMONT FARM FUND BY THE NUMBERS

$273,000 to 16 businesses
in 2020

$1,812,900 to 108+ businesses
since founding in 2011

Shawn Gingue, a member of the Northest Grainshed Alliance, with his crop of Warthog wheat in July, 2020. Photo by Silene Sutera

Growing Vermont Food Businesses

Meeting our clients where they are, when they need help.

Our Farm Business Advisors worked with 50 farms on short-term crisis management and planning due to Covid-19 in the summer of 2020. Much of this work consisted of helping farms find and apply for relief funds made available by the state or federal government.

EXPANDING PRODUCTION

Eco Bean & Greens is a brick and mortar cafe in South Burlington that closed for retail operations when the pandemic hit. They worked with CAE staff to produce their top-selling smoothies at the VT Food Venture Center, adapting their packaging for sale in the freezer section of local natural foods stores. **This innovation sustained their business while they navigated changing safety guidelines for on-site service.**

SHARING EQUIPMENT

CAE partnered with the VT Agency of Agriculture and the Lamoille County Conservation District to purchase an Aitchison no-till grain drill as shared-use equipment to support farms in our region. This unique drill comes from Australia and was designed specifically for re-seeding existing sod, but can be used to plant anything from carrots to dry beans, including cover crops to rejuvenate hay fields and pastures. **Sharing this innovative equipment supports many farms while reducing cost for any one business**, enabling farmers to reduce their tillage while increasing their land's fertility and soil health. Farms interested in reserving the drill can get in touch with Silene at silene@hardwickagriculture.org

The no-till drill being used to plan an annual rye cover crop in a corn field at Young Farm in Morrisville

NORTHEAST GRAINSHED ALLIANCE

The newly formed Northeast Grainshed Alliance is an 8-state partnership of farmers, entrepreneurs, and grain advocates. The Alliance envisions "a Northeast grain-growing region with its own infrastructure and identity, in which people understand the benefits of growing and eating local grains, and products made with local grains are mainstream and accessible to all." They recently received a $246,000 USDA planning grant to revive a functional and resilient regional grain system. Titled Raising Grain: Reviving the Northeast Grainshed, this initiative is exploring ways to unite the region's grain efforts, including a coordinated consumer awareness and education campaign. CAE is proud to be a partner on the grant, offering support with consumer education, marketing, and farmer outreach.

GROWING VERMONT GRAINS

The Gingue Family has had an active farm in Waterford, VT for over 60 years. After selling off their dairy herd in 2014, they began to diversify the farm by boarding dairy heifers, growing sweet corn, and experimenting with new crops. Crop manager Shawn and his wife Sara became interested in small grain production in 2018 after attending the Northeast Grain Growers conference. They have been expanding their grain enterprise ever since, growing barley for malting, and wheat for bakeries, millers, and breweries around the state.

CAE's business planners have been working with the Gingues as they launch their new business, NEK Grains, which produces and processes their farm grown grain to be sold as wheat berries and milled flour. Over the course of the planning project they've worked on a plan for the growth of NEK grains, planned scenarios for the eventual generational transfer of the farm, and invested in brand and market development. NEK Grains is a member of the Northeast Grainshed Alliance.

EDUCATION AND PARTNERSHIP

Partnerships have helped CAE expand and deepen our ability to support businesses. In addition to working one-on-one with dozens of new food businesses, our business services team pivoted to offer workshops and classes online, to support clients as they explored how Covid-19 would impact their markets, sales, and production. We partnered with Vermont Sustainable Jobs Fund to offer a Marketing Workshop for Farmers, where owners from 6 farms met virtually to create practical, usable marketing plans for the 2020 growing season.

In October 2020 we ran a virtual workshop "Food Business 101" as part of the second year of NEK Entrepreneurship week in partnership with the Center for Women & Enterprise and Do North Coworking. It was also the launch of a new partnership with the Center for Women & Enterprise, to expand opportunities for in-depth group learning. Twenty participants joined the workshop, and four went on to join a brand new 10-week intensive business class designed specifically for farm and food businesses. The virtual course brought together entrepreneurs from all over the state to create business plans and take a deeper dive into their food businesses. Class participants and clients now have access to broader wraparound resources from both organizations.

Students learn about plants and taste-test smoothies, dips and teas, in the Grow Your Own workshop taught by Harmoney Peets. Photo by Kent Shaw

Taking Things Outdoors

Building community safely by gathering and working outside.

To keep each other safe in 2020, many activities and celebrations moved outdoors. The pavilion at Atkins Field (completed in 2019) saw more use than we ever imagined, as it hosted school activities, food independence workshops, tai chi, art and book groups, town government meetings, socially-distanced drive-in movies, and much more.

FOOD INDEPENDENCE

The Grow Your Own food independence program hosted a dozen workshops in 2020, many held virtually for the first time in the history of the program. While we worried this may be a barrier for some to attend, it also opened the door for others who hadn't been able to attend in person previously. Hazen middle-schooler Harmoney Peets became Grow Your Own's youngest ever workshop instructor, sharing her love of gardening and healthy smoothies. A team also built 6 new garden beds at the Evergreen mobile home development in Hardwick.

Atkins Pavilion dressed up with saris for a local fundraiser. Photo by CAE

> *"It's crazy to think about before Dad worked on Grow Your Own and how much gardening we do now. People come look at our gardens and admire them. It's mind blowing to think we've come this far. It's just a really great experience to work with all you guys. I would definitely want to do it again."*
>
> **– HARMONEY PEETS,**
> GROW YOUR OWN INSTRUCTOR

COMMUNITY-CENTERED EDUCATION

CAE staff co-taught two new courses at Hazen Union High School in 2020, in partnership with Northeast Kingdom Organizing and the Community Engagement Lab. 'Creating the World We Want' and 'A Recipe for Human Connection' are student-led courses that highlighted human connection as an educational goal and food as a powerful tool. Over two dozen participants engaged in the Community Partners Coalition to create a community of practice. Together we are building a model for integrating community partners as regular co-participants in teacher professional development.

COMMUNITY ORGANIZING

Northeast Kingdom Organizing (NEKO), of which CAE is a founding sponsor, worked with community members in Barton to start a new community garden and to organize a rally in support of Black Lives in Newport. Our work with NEKO has helped us to consider staff culture issues around race and privilege, which led to a training session with Sha'an Mouliert on Racial Literacy and Cultural Humility. This session turned out to be just the beginning of our staff learning journey as we continue to explore how we work to dismantle a culture of white supremacy and build one of inclusion.

Harvesting carrots at the Atkins Community Gardens for the food pantry with REACH! after school program and Community Garden Manager Helena Carleton. Photo by CAE

2020 Financial Report

Thank You to our Team

We experienced tremendous program growth throughout 2020 due to onboarding a brand-new CAE program and new initiatives in response to the pandemic. Our whole team has stepped up above & beyond their roles, innovated on the fly, and checked in on one another. Thank you to the unwavering and committed administrative team who has paid bills, written grants, maintained budgets, created reports, and kept our wheels turning on this journey.

Thank You to our Volunteers

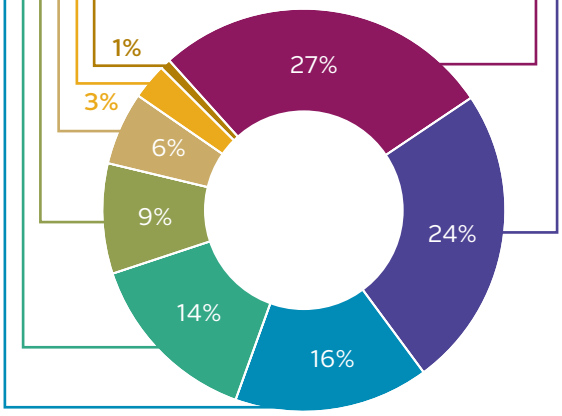
When we were in the throes of our work, volunteers made it possible to gather stories from our community and to help manage key programs. Thank you to volunteers from Middlebury College who connected with microgrant recipients and community meal participants, and to the site coordinators who have made it possible to run the VT Everyone Eats program in the greater Hardwick area!

Thank You to our Supporters

Thank you to the diverse and passionate people who make up CAE's supporters. Your partnership and trust in CAE are the foundation of our success. The challenges of 2020 are surpassed only by the ways that our supporters showed up for CAE to sustain these programs. As a community-based nonprofit, we rely on both your voices and your donations to keep our programs running year after year.

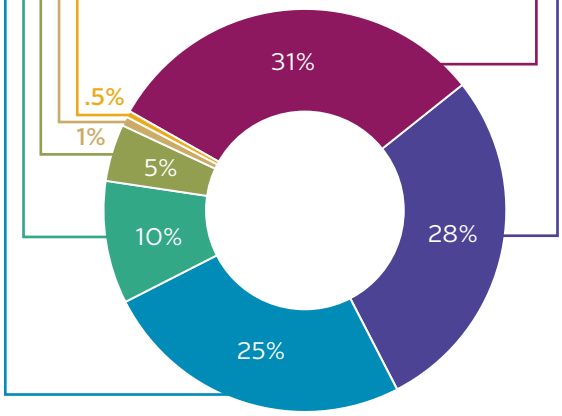
EXPENSES BY DEPARTMENT

Administration	553,925
Farm Connex	493,664
Community Programs	317,641
Just Cut	292,556
Business Advising	179,765
Facilities	119,517
Development	58,352
Vermont Farm Fund	16,831
Total	**2,032,251**



REVENUE BY CATEGORY

Donations	637,308
Grants	704,290
Fee-for-Service	568,186
Just Cut	223,255
Rental Income	104,049
Interest Income	17,133
Other Misc	10,829
Total	**2,265,051**



Cabbage harvesting at Honey Field Farm. Photo by Elizabeth Rossano.

Ways to Support CAE

If a vibrant local food system rooted in our rural communities is important to you, there are many ways you can support CAE:

- **SHARE YOUR ENTHUSIASM WITH A FRIEND!** You are the best qualified person to speak to why this work matters to you.
- **MAKE A RECURRING GIFT.** Monthly gifts of every size can have a lasting impact on our programs.
- **REMEMBER CAE IN YOUR WILL.** A clear directive helps your family understand your wishes, and thoughtful planning can prevent unnecessary tax burdens.
- **MAKE A GIFT OF STOCK.** Avoid capital gains taxes by making a direct gift of stock to CAE.
- **SUPPORT OUR PARTNERS.** We cannot do what we do without an amazing network of community-based partners who also operate in the greater Hardwick region. Please consider supporting them directly:
  - Allied VT
  - The Hardwick Area Food Pantry
  - Northeast Kingdom Organizing
  - WonderArts

To learn more about ways to support CAE's work and connect with our team, please visit **WWW.HARDWICKAGRICULTURE.ORG/SUPPORT**

We operate on unceded land of the Abenaki people. Please consider learning about the Abenaki tribe and supporting their work to preserve and share their culture, heritage, language and land. Learn more about Abenaki Helping Abenaki at **WWW.ABENAKITRIBE.ORG**

COVER PHOTOS

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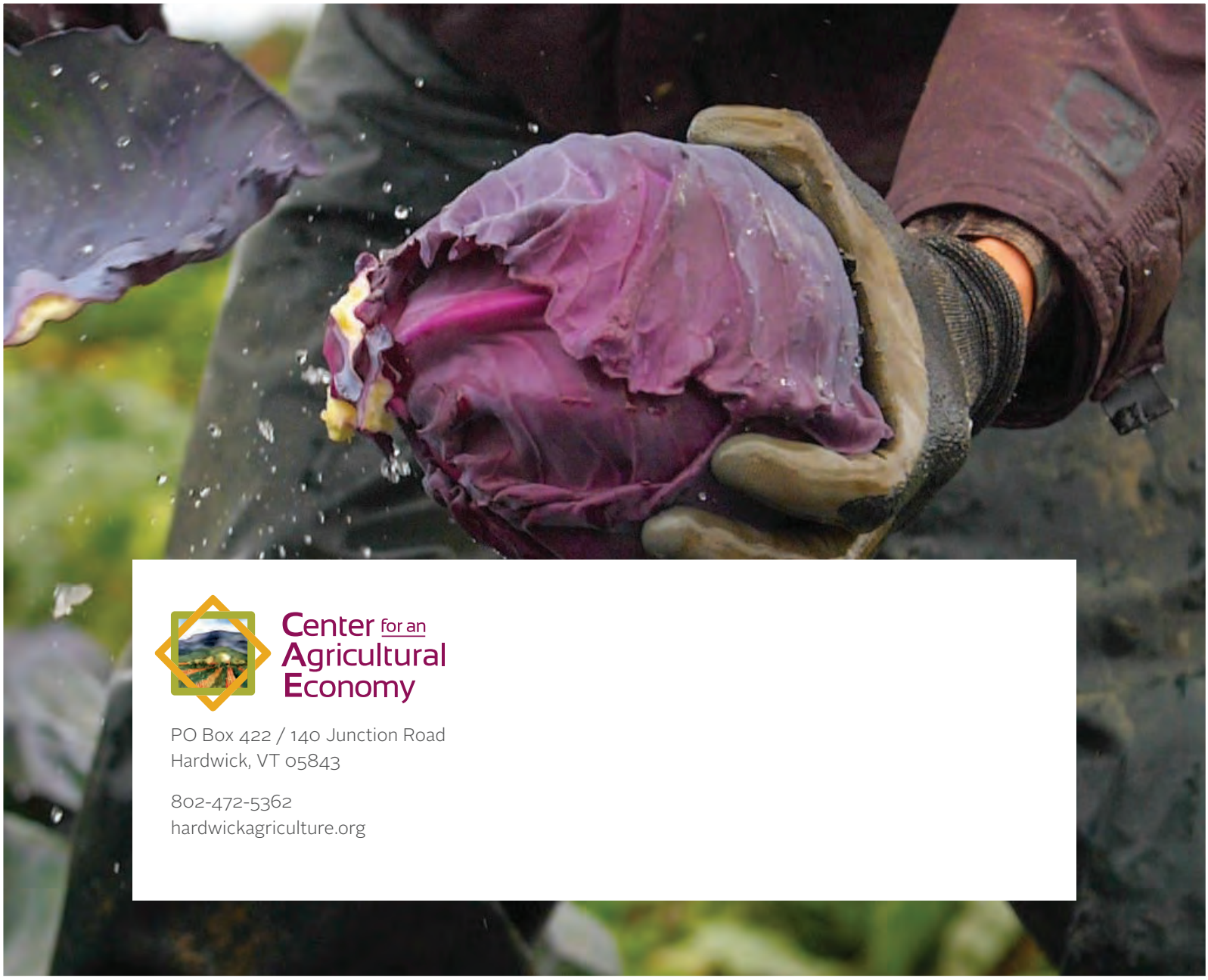
1. *Christa Alexander, owner of Jericho Settlers Farm. Photo provided by farm*
2. *Chet and Renee Baker in front of their dairy in Albany, VT. Photo by Kent Shaw*
3. *Angus Baldwin, Manager of West Farm, which grows carrots for Just Cut. Photo by Elizabeth Rossano.*
4. *Connor Gorham, Facilities Manager, in car with produce boxes*
5. *Valerie Woodhouse, Co-owner of Honey Field Farm, with cabbage grown for Just Cut. Photo by Elizabeth Rossano.*
6. *The Mencucci Family in front of the garden beds they built at the Evergreen mobile home development in Hardwick.*
7. *Village Restaurant Owner Lynn and her team prepare meals for the Vermont Everyone Eats Program. Photo by Kent Shaw.*
8. *Janet Steward with one of her cows at Greenfield Highland Beef. Photo provided by the farm.*
9. *Jerome with overwintered onions at Jericho Settlers Farm. Photo provided by the farm.*
10. *Emily Maclure, Co-owner of the Craftsbury General Store and CAE Board Member. Photo by Elizabeth Rossano*
11. *Harmoney and Josh Peets during the Grow Your Own Workshop they co-taught at Atkins Field. Photo by Kent Shaw.*
12. *Farm Connex Warehouse Manager Neal Renaud. Photo by Kent Shaw*

BACK COVER PHOTOS

Top: Red Cabbage is harvested at Honey Field Farm. Bottom left: Cabbage is processed at the Food Venture Center. Bottom right: Meal served at Dartmouth Hitchcock dining facility featuring red cabbage. All photos by Elizabeth Rossano.



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