Boston Area Gleaners, Inc.
Harvesting for the Hungry
2016 ANNUAL REPORT
Dear Friends,

It continues to be our great honor to provide high-quality produce for our community members in need, thanks first and foremost to the many generous local farmers who work with us to donate their surplus. Throw into the mix some mean staffing, a burgeoning truck fleet, a herd of hardy volunteers, and a company of hunger relief agencies determined to provide actual nutrition (not just calories), and the outcome is a community effort that effectively moves the bar on food security across the region.

I am happy to report that in 2016, we were once again able to increase our gleaning of surplus crops (16% more than in 2015). Despite the most severe drought in 50 years, 51 partner farms donated what surplus crops they had. Our incredibly dedicated volunteers and staff were able to glean 421,167 pounds—more than 1.6 million servings—of over 60 varieties of high-quality fruits and vegetables, which we distributed to 440 local recipient agencies.

2016 brought exciting changes as well. Armed with the knowledge that we glean fewer than 5% of the farms within our operating range, the board and staff undertook an intensive strategic planning process. The result is a three-year Strategic Business Plan (available on our website) that charts a course for capturing over 1 million pounds annually by 2019. Can we do it? Absolutely, as long as we can increase our capacity to glean. Strengthening this surplus crop supply chain is all about building relationships with farms, volunteers, agencies, and funders; in short, we are now seeking more friends in every category!

On behalf of the board and staff, it is with pleasure and pride that I present to you the 2016 Annual Report for your assessment and appreciation. We remain beholden to all those who participate in the sharing of this valuable resource with everyone in our community—thank you.

To the Harvest!

Duck Caldwell
Executive Director
Gleaning Program

In 2016, the Gleaning Program expanded and became its own program as distinct from Distribution. We offered additional services to farms by conducting more gleaning trips, expanding our post-harvest pick-up service, and piloting our first food processing project in collaboration with Kimball Fruit Farm and CommonWealth Kitchen. The timing of this expansion was fortuitous, as 2016 became one of the most difficult growing seasons on record due to a mild winter supporting high pest populations, coupled with a severe drought. Crop yields were down 50-80% from 2015, with nearly every major crop showing quality problems. Field gleaning yields declined by 25% even though we added 19% more trips. Our post-harvest pick up service increased dramatically, however, yielding a 437% increase, for a total of 111,908 lbs. In the end, our expanded services (and many long days) enabled 51 farms to donate 16% more crops overall than 2015, for a grand total of 421,167 lbs.

Donating Farms  – Listed in order of pounds donated

Kimball Fruit Farm - 63,062
Farmer Dave’s - 49,327
Verrill Farm - 44,538
The Food Project - 32,050
Brooksby Farm - 26,745
Applefield Farm - 26,737
Connemara House Farm - 26,300
Dick’s Market Garden - 24,510
Ward’s Berry Farm - 20,670
Siena Farms - 9,479
Heron Pond Farm - 8,764
Appleton Farms - 8,139
Brookdale Fruit Farm - 8,075
Autumn Hills Orchard - 7,560
Hutchins Farm - 7,104
Barrett’s Mill Farm - 6,059
Land’s Sake Farm - 6,021
Marini Farm - 5,800
Moraine Farm - 4,707
Community Harvest Project - 4,600
Langwater Farm - 2,655
Alprilla Farm - 2,137
First Light Farm - 1,789
Foppema’s Farm - 1,775
Littleton Community Farm - 1,226
Kettle Fresh Farm - 1,218
Pleasant Valley Gardens - 1,026
Brigham Farm - 945
Berube Farm - 818
Blue Heron Organic Farm - 800
Waltham Fields Community Farm - 797
Stearns Farm CSA - 731
Farmer Tim’s Vegetables - 706
Weir River Farm - 658
Moose Hill Farm - 557
Lindentree Farm - 550
Lexington Community Farm - 540
Gaining Ground - 533
Barker’s Farmstand - 520
Powissett Farm - 504
Scimones Farm - 373
Parker Farm - 266
Newton Community Farm - 228
Lady Bug Farm - 200
White Rabbit Farm - 168
City Growers - 125
Crooked Row Fields - 110
Nicewicz Family Farm - 40
New Entry Sustainable Farming Project Incubator Plots - 30
Silferleaf Farm - 30
Sweet Autumn Farm - 15

2016 Crop Donations by Farm Size
(by Pounds Donated)

2016 Crop Variety Breakdown
(by Volume Gleaned)
Distribution Program
Newly formed as its own program in 2016, the Distribution Program increased efficiencies, improving our ability to handle large volumes of perishable product en route to people in need. We expanded our service to existing partners and added 11 new agencies by improving outreach efforts, including a dedicated agency intake webpage. Due to a high degree of quality variation imposed by drought impact, we added partner agencies that could process large quantities of produce into meals and prepared foods. We formalized a food safety plan, added 38% more cold storage, and acquired our first refrigerated box truck. Our distribution partners moved 57% of our total poundage. Thanks to their assistance, the produce donated to us reached 440 programs in 8 counties of eastern and central Massachusetts.

Recipient Agencies & Programs

Distribution Partners
Food for Free
Food Link
Greater Boston Food Bank
Merrimack Valley Food Bank

Food Pantries
Arlington Food Pantry
Belmont Food Pantry
Burlington Food Pantry
Centre St. Food Pantry
Community Cupboard Food Pantry
Dedham Food Pantry
East Boston High School Young Activists Club
Grant Manor Homeowners Association
Helping Hand Food Pantry
Jewish Family & Children’s Service – Family Table
Lazarus House
Lexington Food Pantry
Merrimack Valley Catholic Charities
Neighbors in Need
Watertown Food Pantry

Markets, Kitchens, Meal Programs & Other
Baraka Community Wellness
Bristol Lodge Soup Kitchen
Colony Retirement Homes
Commonwealth Kitchen
Community Servings
Daily Table
Haley House Soup Kitchen
Healthy Waltham
Jewish Family & Children’s Service – Aging Well at Home
Pine St. Inn
Rosie’s Place
Simon C. Fireman Community
Various WIC Agencies (Food Day event)
**Fiscal Overview**

The 2016 budget finished on target for operating surplus, with both income and expenses exceeding projections at equal rates. Grant income increased as a percentage of the total budget as we began to pursue larger foundation investments in infrastructure build-out per our three-year Strategic Business Plan. This unbalanced income stream, while unsustainable in the long term, enabled us to respond reliably to larger farms, increased our ability to handle more volume, and improved operational efficiencies and food safety measures for the sake of our beneficiaries. Every dollar spent on operations provided 7 servings of fresh produce to people in need. The donated produce can be valued at $1.67/lb., according to the nation’s largest hunger relief agency, bringing the total value of 2016 crop donations to $703,349.

<table>
<thead>
<tr>
<th>Boston Area Gleaners, Inc.</th>
<th>2016 Operating Income and Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
</tr>
<tr>
<td>Individual Donations (inc. Events)</td>
<td>68,860</td>
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<tr>
<td>Grant &amp; Foundation Awards: Operating</td>
<td>206,504</td>
</tr>
<tr>
<td>Corporate &amp; Matching Gifts</td>
<td>13,591</td>
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<tr>
<td>Earned Income</td>
<td>38,123</td>
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<tr>
<td>Donated Goods &amp; Services</td>
<td>12,162</td>
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<tr>
<td><strong>Total Income</strong></td>
<td><strong>$339,240</strong></td>
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<tr>
<td><strong>Operating Expenses</strong></td>
<td></td>
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<tr>
<td>Compensation</td>
<td>205,278</td>
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<tr>
<td>Equipment Purchase &amp; Rental*</td>
<td>18,085</td>
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<tr>
<td>Accounting &amp; Legal**</td>
<td>7,169</td>
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<tr>
<td>Contracted Services</td>
<td>22,112</td>
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<td>Repairs &amp; Maintenance</td>
<td>144</td>
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<tr>
<td>Depreciation and losses</td>
<td>22,052</td>
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<tr>
<td>Fuel</td>
<td>3,944</td>
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<tr>
<td>Rent</td>
<td>7,500</td>
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<td>Communications</td>
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<td>Insurance(s)</td>
<td>7,313</td>
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<td>Postage &amp; Printing***</td>
<td>5,444</td>
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<tr>
<td>Supplies</td>
<td>8,933</td>
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<tr>
<td>Training &amp; Meeting Expenses</td>
<td>2,928</td>
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<tr>
<td>Marketing****</td>
<td>2,214</td>
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<tr>
<td>Cost of Goods Sold</td>
<td>1,910</td>
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<tr>
<td>Bank &amp; Admin Fees</td>
<td>1,630</td>
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<tr>
<td>Miscellaneous</td>
<td>659</td>
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<tr>
<td>Licenses, Fees &amp; Memberships</td>
<td>2,738</td>
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<tr>
<td><strong>Total Operating Expenses</strong></td>
<td><strong>$324,424</strong></td>
</tr>
<tr>
<td><strong>Operating Surplus</strong></td>
<td><strong>$14,816</strong></td>
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</tbody>
</table>

* Includes in-kind of $5,875
** Includes in-kind of $2,844
*** Includes in-kind of $44
**** Includes in-kind of $3,400

Not included above was $35,500 in capital income and expenditures for a new refrigerated box truck.
Volunteers – *Gleaning would be impossible without you!*

Volunteerism is at the heart of our mission and represents our greatest asset as an organization. The determined volunteers below worked harder for every pound in 2016, achieving a miraculous increase in pounds gleaned in a year when production was adversely affected by the drought. The number of unique volunteers was 310, an increase of 16%, but the total labor hours decreased by 10% as compared to the prior year due to the effective shortening of the harvest season by several weeks on both ends. We had a 27% increase in volunteers who came gleaning for the first time, thanks to our increased capacity to host groups. Total volunteer labor time was 2,747 hours at 166 events. According to Massachusetts’ volunteer valuation rate of $29 per hour, this amounted to $79,663 of value added to operations.

2016 Gleaning Volunteers – *Listed in order of frequency of participation*


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2016 Gleaning Volunteers, cont.
Randi Mail, Peg Mallett, Majd Mayyasi, Grace McCartney, Katie McCormick, Gail McCrosky, Julie McDaniel, James McElhinney, Kiva McElhinney, Jessica Melanson, Connor Mellinger, Greg Mellinger, Susan Mellinger, Daniel Melnechuk, Daniel Miller, Max Miller, Rebecca Miller, Donna Morin, Evan Moss, Emily Murphy, Hannah Murphy, Christopher Nisbet, Chris Anna Nisbet, Allison Ostrowski, Abby Papagelis, Britanny Peats, Dan Pedtke, Briana Pendleton, Ivy Pepin, Mike Pincus, Oakes Plimpton, Josee Poirier; Leah Powley, Tyrone Quigley, Lexie Raczka, Mary Robbins, Jodi Robertson, Alyssa Rosemartin, Charlotte Rosenblum, Jane Roundy, Marie Royea, Laurie Sabol, Kara Sacco, Emily Sander, Phoebe Sanderson, Liliana Schmalenberger, Arthur Serer, Kathe Shaw-Bassett, Deb Shechter, Simon Simpson, Bethany Skinner, Marsha Skinner, Meghan Sobott, Yvonne Socolar, Hawk, Raden Sorli Meredith Stokes, John Stott, Kristine Sweetland, Ryan Telingator, Lily Teoh, Samantha Teperow, Molly Thayer, Aidan Theobald, Beth Triner, Anjali Tripathi, Annie Tuan, Emily Tully, Michelina Tumblin, William Vahey, Blaricum, Susie Van Bruce Veivia, Anna Vidoni, Rachel Vidoni, Mattie Watts, Rachel Weil, Jeff Wengert, Steve Werblow, Marianne White, Randall Wilson, Grace Woodward, Sienna Wright, Andreea Zetea, Tudor Zetea

Outreach & Other Volunteers – We are grateful to the volunteers who helped us recruit volunteers, prepare mailings, and serve food at our Strawberry Fete. Listed in order of frequency of participation.
Helen Alcala, Janis Daniels, Helen Palmer, Mary Sue Ankner, Roz Grunmann, Charlotte Milan, Ellen Rothman, Liz Balcom, Doris Birmingham, Sarah Bither, Joan Blaustein, Phyllis Bloom, Nathaniel Brooks, Janet Buchwald, Michelle Hewitt, Ben Jankowski, Todd Kaplan, Madison Kelts, Susan May, Kevin McGreevy, Laura McKellar, Ellen Moy DeRosa, Mary Neagle, Karen Parrott, Emily Snyder, David Sumner Clark, Sally Thompson, Susan Turner, Lelah Willoughby

Service Workday Groups
Boston University Community Service (First Year Student Outreach Project), Cambridge Rindge and Latin School (Food & Agriculture Club), Centre Congregational Church (Lynnfield), The Church of Jesus Christ of Latter Day Saints (Cambridge), Emerson College, Northeastern University (Food Justice Club), Tufts University Friedman School of Nutrition, USDA Food & Nutrition Service

Individual Donors

Individuals continue to be our most reliable source of financial support, proving that gleaning is by nature a community endeavor. In 2016, we had 438 individual and household donors, and our largest single donor gave $3,000. The majority of our donors—54%—gave up to $99, 41% gave $100-$499, and 5% gave more than $500. On behalf of the thousands of people whose families benefited from access to gleaned local produce in 2016, we thank you for your commitment to our mission.

Donors - Listed in alphabetical order


“I donate to Boston Area Gleaners for many reasons but chief among them is the pure good the program makes possible. What could be better than helping families in need share in the glorious bounty of local harvests?”

- Coco McCabe

**Donations were made in honor of the following individuals:** Bekka Bloom, Duck Caldwell, Peggy Eggers, Rebecca Fennel, Jessica Garretson, Jonathan Goldberg, Michelle Hewitt & Andre Weinstock, Kathleen Humphreys, Todd Kaplan, Gabi Mendick, Justin Mezler, Helene Newberg & Emily Farmer, Oakes Plimpton & Pat Magee, Andy Sanfilippo, Owsley & Henrietta Spiller

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

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**Donate online** at [www.BostonAreaGleaners.org.](http://www.BostonAreaGleaners.org)

**Donate via mail** by sending a check in the enclosed remittance envelope.

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**"We glean and donate because we can and, therefore, should. We are blessed to be food-secure; BAG is an excellent vehicle to chip away at food-insecurity, and the unforeseen bonus is that we are enriched by the experience."**

- Brad and Rob Ann Tomlinson

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**Boston Area Gleaners 2016 Annual Report**
Business & Organizational Donors
Amazon Smile, Belmont Food Collaborative, Chatham Beech Charitable Foundation, The Gay & Lesbian Fund of Vermont (at the direction of the Shayne Family Foundation), First Church in Cambridge, First Church Unitarian (of Littleton), First Parish Unitarian Universalist Church of Chelmsford, Goodshop, Little River e-Shop, John Monticone CPA, Melrose Unitarian Universalist Church, MENTOR Network Charitable Foundation, Temple Tiferet Shalom, Wilmington United Methodist Church.

Corporate & Foundation Grants

Employee Giving & Matching Gifts
Analog Devices, Autodesk Foundation, Biogen, FactSet Research, FM Global Foundation, IBM Employee Charitable Contribution Campaign, Liberty Mutual, Medtronic, Millennium Pharmaceuticals, Pfizer, State Street Foundation, Western Union.

Event Partners

Family Foundations & Funds

In-Kind Donations of Business Services & Equipment
Anne Murphy of AFM Associates, Belmont Media Center, Conn Kavanaugh Rosenthal Peisch & Ford LLP, Dan Melnechuk of Isis Design, Dick Yates of Salem Harvest, Doug Rauch of Daily Table, Julie Pierce of High Lantern Group, Margo Guernsey of Time Travel Productions, Pilotte’s Refrigeration & Transportation Service, Printex Inc.

Ride for Food Riders & Sponsors

Strawberry Fete Auction & Food Donors

On the Road to 1 Million Pounds

By 2019, we plan to glean 1 million pounds of surplus crops every single year for people in need.

To achieve this goal, Boston Area Gleaners must:
• Expand our gleaning services to more farms
• Grow our volunteer base
• Build out our distribution network
• Scale up our organizational capacity

How you can help:
• Donate
• Volunteer
• Attend our events (stay tuned for details)
  • Strawberry Fete—A gathering to kick off the gleaning season. June 15, 5:30-8pm at Mass Audubon Habitat in Belmont
  • Ride for Food—A bike ride to raise money for hunger relief. September 24 at Noble & Greenough School in Dedham