



# How Gleaning Can Fit Into Your Farm Business

Willing Hands & Crossroad Farm

12/15/2022

# Willing Hands

- *“Reduce Food Waste  
Hunger”*
- Food Recovery
- Gardens
- Gleaning



# Gleaning Partnerships



Willing Hands

Reducing food waste to end hunger.

## Food Donors

1. Black River Produce
2. Brookmead Food Pantry Garden
3. Cedar Circle Farm
4. Coop Food Stores: Hanover
5. Coop Food Stores: Lebanon
6. Coop Food Stores: White River Junction
7. Crossroad Farm
8. Crossroad Farm Stand
9. Dartmouth Organic Farm
10. Deep Meadow Farm
11. Edgewater Farm
12. Farmacy Garden
13. Fat Sheep Farm
14. Four Corners Farm
15. Friends of Mascoma
16. Green Dragon Farm
17. Hemingway Farms
18. Hill Farm
19. Honey Field Farm
20. Hurricane Flats Farm
21. Killdeer Farm
22. King Arthur Baking
23. La Panciata
24. Long Wind Farm
25. Luna Bleu Farm
26. Marion Cross School
27. McNamara Dairy
28. Mink Meadow Farm
29. Morrill Mountain Fruit Farm
30. Mountain School
31. New Hampshire Food Bank
32. Norwich Farm Creamery
33. Peaked Moon Farm
34. Pete & Gerry's Organic Eggs
35. Pete's Stand
36. Pierson Farm
37. Poverty Lane Orchards
38. Provisions International
39. Riverview Farm
40. Root 5 Farm
41. Salvation Farms
42. Spring Brook Farm
43. Stern's Quality Produce
44. Sunrise Farm
45. Sunrise Orchard
46. Sweet Cow Yogurt
47. Sweetland Farm
48. Tucker Hill Flats Farm
49. UNFI Fresh
50. Upper Valley Produce
51. Vermont Foodbank
52. Watershed Farm
53. West Lebanon Feed & Supply
54. Whitman Brook Orchard
55. Wild Hill Organics
56. Willing Hands Garden



## Recipient Sites

10. Crafts Hill Family Housing: 8,418 lbs delivered
11. D-H Women's Health Center: 3,414 lbs delivered
12. Earl Bourdon Center: 100 lbs delivered
13. End 68 Hours of Hunger: 380 lbs delivered
14. Fairlee Orford Food Shelf: 1,372 lbs delivered
15. Fall Mountain Food Shelf: 35,050 lbs delivered
16. Friends of Mascoma Food Shelves: 3,170 lbs delivered
17. Good Folks Pantry: 2,594 lbs delivered
18. Good Shepherd Ecumenical Food Pantry: 2,272 lbs delivered
19. Got Lunch Newport: 1,731 lbs delivered
20. Graystone Village: 4,293 lbs delivered
21. Groton Emergency Food Shelf: 9,102 lbs delivered
22. Growing Peace: 2,210 lbs delivered
23. Hanover Community Kitchen: 729 lbs delivered
24. Hartford Dismas School: 1,154 lbs delivered
25. Hartford High School: 4,570 lbs delivered
26. Hartland Food Shelf: 9,058 lbs delivered
27. Headrest: 4,525 lbs delivered
28. HIV/HCV Resource Center: 4,438 lbs delivered
29. Hollow Drive: 5,339 lbs delivered
30. Horse Meadow Senior Center: 2,525 lbs delivered
31. Joseph's Storehouse: 24,807 lbs delivered
32. Lebanon Towers: 18,246 lbs delivered
33. Listen Dinner Site: 8,221 lbs delivered
34. Listen Food Shelf: 45,899 lbs delivered
35. Little Rivers Health Care: 14,098 lbs delivered
36. Lyme Food Pantry: 6,776 lbs delivered
37. Maple Manor: 8,835 lbs delivered
38. Mascoma Senior Center: 4,082 lbs delivered
39. Mascoma Village: 189 lbs delivered
40. Newbury United: 5,378 lbs delivered
41. Northwoods Apartments: 4,971 lbs delivered
42. Norwich Senior Housing: 3,897 lbs delivered
43. Olde Windsor Village: 10,744 lbs delivered
44. One-4-All: 6,120 lbs delivered
45. Orange East Senior Center: 2,209 lbs delivered
46. Orford Food Drop: 16,798 lbs delivered
47. Overlook Apartments: 3,288 lbs delivered
48. Plainfield Food Shelf: 19,126 lbs delivered
49. Reading/West Windsor Food Shelf: 4,431 lbs delivered
50. Ready Set Grow: 8,329 lbs delivered
51. Roger's House: 6,841 lbs delivered
52. Romano Circle Family Housing: 6,403 lbs delivered
53. Royalton Seniors: 3,122 lbs delivered
54. Sacred Heart: 372 lbs delivered
55. Second Wind: 1,979 lbs delivered
56. Sharing and Caring: 24,327 lbs delivered
57. Sharon Food Shelf: 9,178 lbs delivered
58. South Royalton Food Shelf: 16,115 lbs delivered
59. Southwest Community Services: 11,318 lbs delivered
60. Springfield Family Center: 18,246 lbs delivered
61. Take a Bite Out of Hunger: 2,426 lbs delivered
62. The Family Place: 2,054 lbs delivered
63. The Wilder School: 300 lbs delivered
64. Thetford Food Shelf: 6,748 lbs delivered
65. Time Out: 13,911 lbs delivered
66. Trinity Church of Nazarene Food Pantry: 2,440 lbs delivered
67. Tunbridge Food Shelf: 5,239 lbs delivered
68. Turning Points: 1,681 lbs delivered
69. Upper Valley Haven: 144,656 lbs delivered
70. Upper Valley Pediatrics: 499 lbs delivered
71. Upper Valley Senior Center: 6,891 lbs delivered
72. VA Medical Center: 6,171 lbs delivered
73. Vershire Helping Hands: 6,941 lbs delivered
74. Village Apartments: 4,455 lbs delivered
75. Visions for Creative Housing Solutions: 872 lbs delivered
76. Wellspring Worship: 7,413 lbs delivered
77. West Central Behavioral Health: 3,351 lbs delivered
78. West Fairlee Food Shelf: 37,121 lbs delivered
79. White River Junction Vet Center: 48,114 lbs delivered
80. Windsor Food Shelf: 3,919 lbs delivered
81. Woodstock Food Shelf: 150 lbs delivered





# What is Gleaning?



- Gleaning = Harvesting
- A Form of Donation
- Mutually Beneficial Relationships
- Volunteer Powered Community Engagement





# How it Works



- Gleaning Coordinator Meets with Farmer
- Volunteers Assemble on Site
- Gleaning Coordinator Leads Volunteers through A Harvest





# 2022 Statistics



- 24 of Partner Farms
- Harvested Over 52,000 lbs
- 465 Volunteers Donated Over 3700 Hours
- Crossroad Farm donated over 10k pounds to Willing Hands – our #1 Partner Farm





# Why Glean?



- 2 in 5 People in the Upper Valley are “Food Insecure”
- Our Food Shelf Partners are Reporting Record Visitation
- A Severe Lack of Fresh Food in Most Local Food Shelves
- We Help Fill the Gap





# Gleaning Partnerships



*Gleans*  
**GROWING & CONNECTING  
A STRONG GRANITE STATE**

Regional Network Leads



# Good for your Business



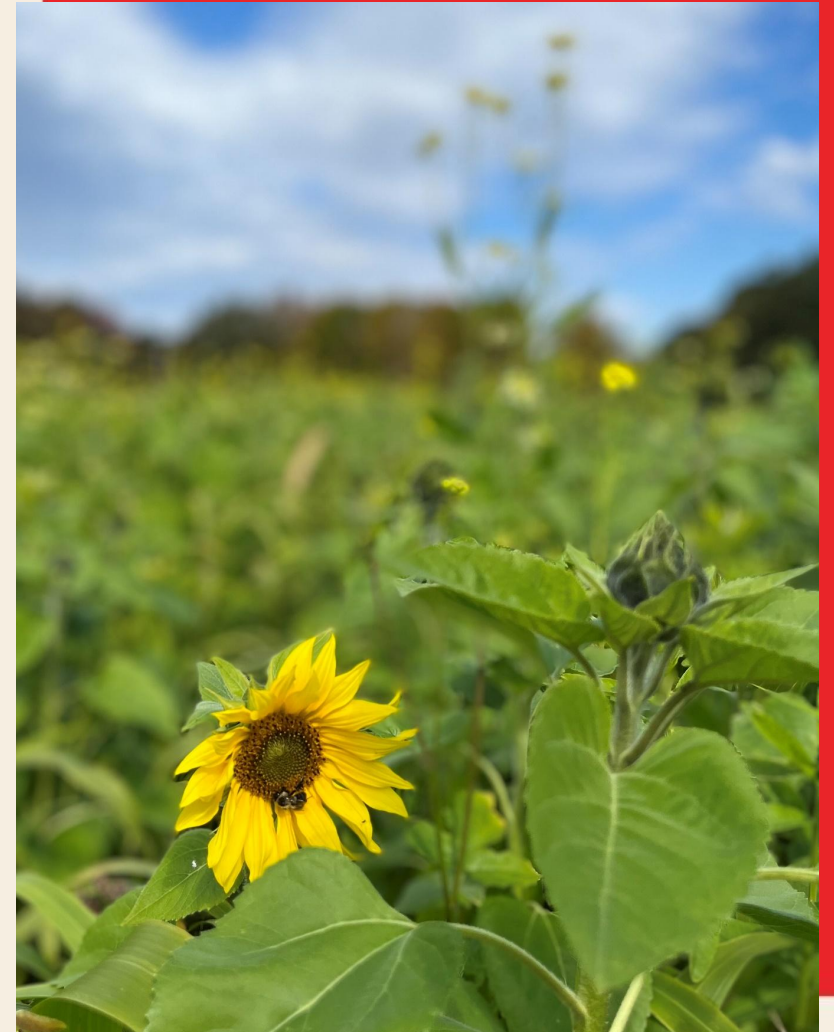
- All Gleaned Produce Can be Used as a Tax-Deductible Donation
- On Farm Exposure – Connecting New People to your Farm
- Expand your Market – Volunteers Return & Become Customers
- Volunteers are Free Marketing!



# Good for the Community



- Expanding your Market – Don't let Price be a Limiting Factor for Distribution
- Connecting People to Food, Farms & Farmers – Building Relationships
- Connecting Food to People – Giving Back to those in Need
- Increasing the Resiliency, Equity, and Sustainability of our Local Food System





# Good for Food!



- Farmers Grow Food to be Eaten!
- Expanding Access to Local Produce
- Reducing Regional Food Insecurity
- Eliminating Loss in the Food System
- Recipients are *so* Thankful



# The Result



"Being able to provide such amazing produce makes me proud... It's not a hand-out. It's a hand up."

--Morgana Isenberg,  
White River Junction  
Vet Center



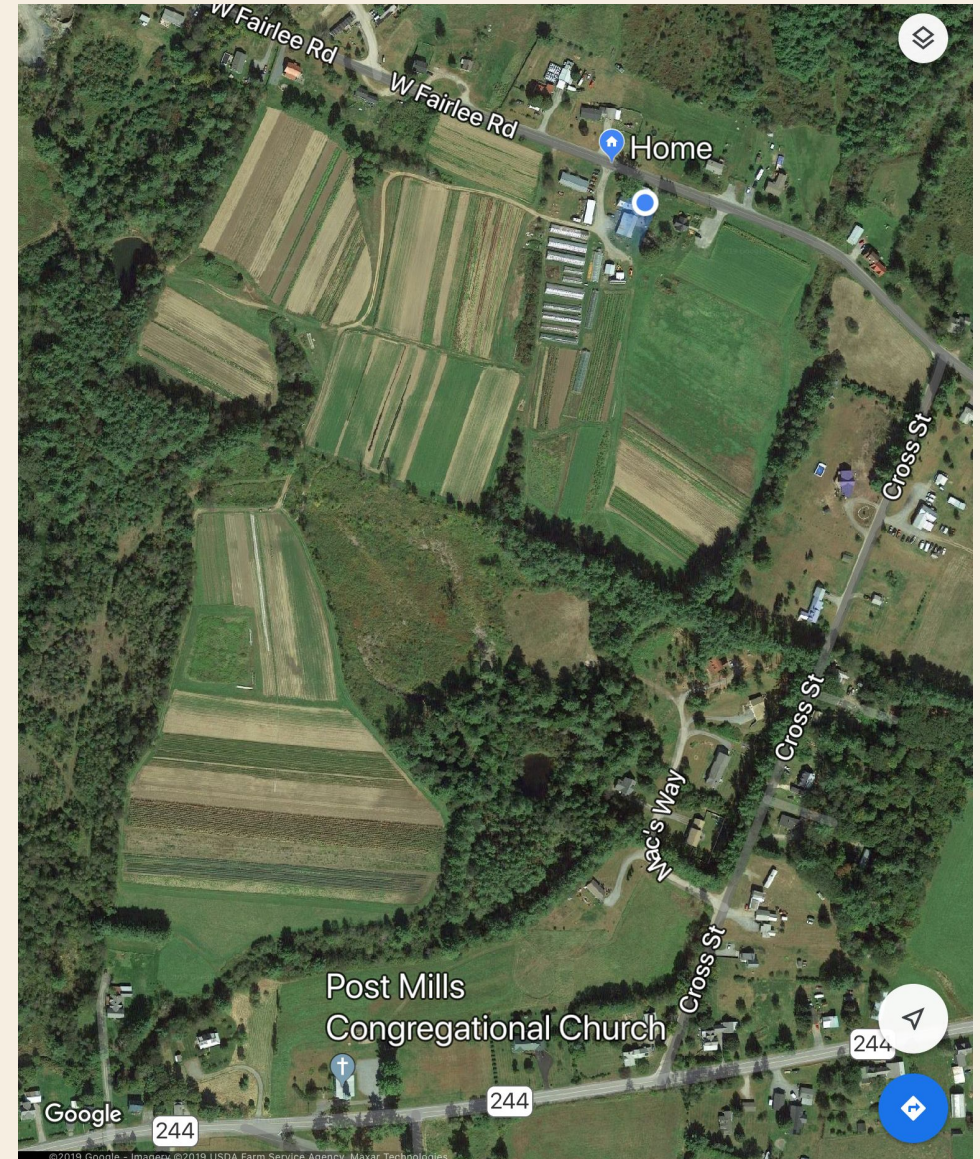






# Crossroads Farm

- 56 Acres in Post Mills, VT
- CSA, 2 Farmstands, Wholesale
- Donate to Willing Hands, the Haven





# The Willing Hands Partnership

- Started in 2008
- Volunteer Led Harvests
- Always Some Crop Available!
- “Same Time Next Week?”
- Evolved Organically





# A Typical Session





# Benefits of Gleaning with WH

- Increased Exposure Within the Community
- New Potential Customers
- Positive PR
- Charitable Giving Element to our Farm Business





# Still... Why Glean

- It's about the Food
- It's about the People
- It's about the Community
- It's about Providing Equitable Access to Food
- It's about Creating a Sustainable Community





# The Produce





# The People





# The Community





# Questions?

Thank you!

