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

<table>
<thead>
<tr>
<th>Income</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Individual donations</td>
<td>37,825</td>
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<tr>
<td>Grant and Foundation Awards</td>
<td>27,615</td>
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<tr>
<td>Corporate and Matching Gifts</td>
<td>7,872</td>
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<tr>
<td>Fundraising Events</td>
<td>21,957</td>
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<tr>
<td>Earned Income</td>
<td>20,235</td>
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<tr>
<td>Donated Goods and Services</td>
<td>21,820</td>
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<tr>
<td><strong>Total Income</strong></td>
<td><strong>137,324</strong></td>
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<table>
<thead>
<tr>
<th>Operating Expenses</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Total Compensation</td>
<td>78,459</td>
</tr>
<tr>
<td>Equipment purchase and rental*</td>
<td>6,870</td>
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<tr>
<td>Technical Assistance **</td>
<td>6,000</td>
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<td>Repairs and maintenance</td>
<td>2,320</td>
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<td>Depreciation</td>
<td>2,085</td>
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<td>Transportation</td>
<td>2,735</td>
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<td>Rent</td>
<td>4,000</td>
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<td>Communications</td>
<td>2,492</td>
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<td>Insurance</td>
<td>3,133</td>
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<td>Postage and Printing</td>
<td>2,529</td>
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<td>Supplies</td>
<td>1,928</td>
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<tr>
<td>Events Expense</td>
<td>1,028</td>
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<td>Marketing</td>
<td>1,037</td>
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<tr>
<td>Bank and Admin Fees</td>
<td>1,263</td>
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<tr>
<td>Accounting and Legal***</td>
<td>15,606</td>
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<tr>
<td>Miscellaneous</td>
<td>712</td>
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<tr>
<td>Licenses, Fees, and Memberships</td>
<td>264</td>
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<tr>
<td><strong>Total Operating Expenses</strong></td>
<td><strong>132,461</strong></td>
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<tr>
<td><strong>Operating Surplus</strong></td>
<td><strong>4,863</strong></td>
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* Includes In-kind of $2,814

** Includes In-kind of $6,000

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

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

Employee Giving, Matching Gifts, and Donor Advised Funds

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

Strawberry Fete Auction Donors

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**


*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.