



# SHELburne FARMS

THANK YOU FOR HELPING CULTIVATE CHANGE FOR A SUSTAINABLE FUTURE THIS YEAR.

Dear Friends,

Shelburne Farms is a member-supported learning center grounded in the cycles of our 1,400-acre working farm and forest. Education is our biggest crop. In addition to producing healthy food and farm products, we aspire to cultivate change for a better world through our programs and activities. Our impact is amplified by your commitment and generosity. Read on to see some of what your support made possible in 2013.

Thank you!

*Alec*

Alec Webb, President

PHOTO: Orchard Cove Photography



## ◆ Cultivating Change in Education

Educating for sustainability — like Shelburne Farms itself — integrates learning with life. Our educational work empowers young people to take care of themselves and their communities, supporting them to be the change that we hope to see in the world.

### Summit for Success!

In October, 90 educators throughout the region and several students gathered in the Coach Barn to celebrate, rejuvenate and share promising practices at our **first Education for Sustainability Summit** (photo below). As hoped and designed, the day-long event re-energized us all. It deepened our collective commitment to support young people as agents of change.

“(EFS) changes kids’ lives. When kids know they have the power to change things, to make a difference, it changes their whole view about their place in society.”  
 AMY LACHANCE, TEACHER, AT THE SUMMIT

“I’d always heard Shelburne Farms referred to as a leader in farm-based education and teacher education. After this workshop, it’s obvious why!”  
 JEN SCHOEBERLEIN,  
 WALTHAM FIELDS COMMUNITY FARM & LANDS SAKE

### Honorary Doctorate

Vice President and Program Director **Megan Camp** was awarded an **honorary Doctoral Degree** from Middlebury College in 2013, recognizing her leadership in building public-private partnerships and networks to strengthen education for sustainability in Vermont and around the world.



### Sowing Seeds for Farm Education

Our “ABCs of Farm-Based Education” workshops continue to inspire and support farmers and farm-based educators across the country, expanding opportunities for real-life learning on farms — maybe one near you! We offer them in two shoulder seasons: before planting and after harvesting, when farmers have a little more time in their schedules.



Yankee Magazine recognized Shelburne Farms as Best of New England for hands-on farm programs in 2013.

Did you enjoy one of our farm programs this year?

Upcoming “ABCs” dates at [www.shelburnefarms.org](http://www.shelburnefarms.org)





## Changing

### Early Childhood Education

Early childhood is the best time to spark a lifelong love and curiosity for the outdoors. This was a milestone year for our work with preschoolers and their grown-up friends.

#### Cultivating Joy & Wonder

In 2013, we published *Cultivating Joy and Wonder: Educating for Sustainability in Early Childhood through Nature, Food, and Community*. Its activities, essays, and resources reflect our years of experience in early childhood and sustainability education, both on the Farm and with partners at the Sustainability Academy and King Street Center in Burlington.

Download for free at [www.shelburnefarms.org](http://www.shelburnefarms.org)



#### And Sharing It with Others

We gathered childcare providers and early childhood educators to the Farm for a week-long workshop based on *Cultivating Joy and Wonder*.

Upcoming workshop dates at [www.shelburnefarms.org](http://www.shelburnefarms.org)

"In 20 years of teaching I can remember four experiences that changed who I am as a teacher. After this week, there are five."

JEN MANFREDI, CT WORKSHOP ATTENDEE

Linda Wellings, co-author of *Cultivating Joy & Wonder*, shared the book's ideas and activities with colleagues at the annual conferences of both VAEYC

(Vermont Association for the Education of Young Children) and NAEYC (the largest national membership organization for early educators).



Linda Wellings received a "Pay it Forward" Visionary Award at the VAEYC conference, recognizing her creativity and contributions to early childhood education.

#### Outdoor Classroom

We've expanded our all-outdoor Adventures program that we piloted in 2012. Rain and shine, preschoolers climb the hill to the woodland amphitheater behind the Farm Barn for creative exploration of nature, food, and community. (We built new outdoor composting toilets for this, too.)

"All outside, all the time. It's totally magical!" LINDA WELLINGS

"Shelburne Farms has become a leader in the local-foods movement with farm-based education programs for both children and adults."

— YANKEE MAGAZINE



## ◆ Cultivating Change through Collaboration

Moving towards sustainability is a collaborative process. We work with diverse partners to broaden our collective impact and reach far beyond Vermont.

#### New School Cuisine Cookbook

We teamed up with many partners to produce a new cookbook with nutritious, USDA-formatted recipes developed by school cooks for school kitchens. Each Vermont school will receive one to help set kids up for success by serving healthy food in schools.

Download for free at [vtfeed.org](http://vtfeed.org)



COOKBOOK PARTNERS: VT-FEED (NOFA-VT, Food Works, Shelburne Farms), Vermont Agency of Education, School Nutrition Association of Vermont, USDA, Team Nutrition.

#### Local Food for Healthy Communities

Thanks to the Vermont Community Foundation and Vermont Agency of Agriculture, Food, & Markets, we received a **Farm & Food Initiative grant to support the Vermont Farm to School Network**. This is bringing us closer to a collective goal: that every Vermont student have access to nutritious locally produced food at school.

#### A Forest for Every Classroom

FFEC PARTNERS: National Park Service, U.S. Forest Service and many local partners.

Public lands make great classrooms. We're excited to have **20 new teachers from both rural and urban schools join this year-long professional development program**. Since 2000, this collaboration with state and federal agencies has supported over 200 teachers to use public lands to educate about place and sustainability.

#### Children's Environmental Literacy Foundation (CELf)

In a multi-year partnership with CELf, Shelburne Farms is helping K-12 teachers in several pilot schools in New York City use *sustainability* as a context for teaching science, technology, engineering and math. The project is part of the Clinton Global Initiative and aims to improve environmental literacy and boost interest in these disciplines, particularly among girls.

#### Energy Action Network

Sustainability is inextricably linked to energy use. We're part of the Energy Action Network's Public Engagement Initiative — a collaborative effort to transform Vermont's energy use by 2030. Educating the public about true energy costs and sustainable choices is one of four "leverage points" to change behaviors.

More at [eanvt.org](http://eanvt.org)



# ◆ *Cultivating Change through* Caring for Place

## Forest Stewardship

Last winter we selectively logged 10 acres behind the Farm Barn to open up areas for maple seedlings. Students in our new “Forest Stewardship” field trip helped collect data and monitor plots. Our work dovetails with statewide efforts by the Vermont Working Lands Partnership to keep farms and forests economically vital.



L to R: Ellen Fox, *Cheese & Catalog Manager*; Tom Gardner, *Shipping Manager*; Eliza Jane; Sam Dixon, *Dairy Farm Manager*; Nat Bacon, *Cheesemaking Manager*.  
Not pictured: Cheesemakers Sam Bevet, Megan Holt, and Zak Schafer

## Committed to Water Quality

Building on our past and ongoing efforts to address this pressing issue, we’ve compiled and are analyzing a decade’s worth of data on water quality on the property, and are participating in a USDA water quality study. (Some of our efforts include maintaining or exceeding state Best Management Practices for the dairy industry and installing a constructed wetland.)

## How Sweet It Is!

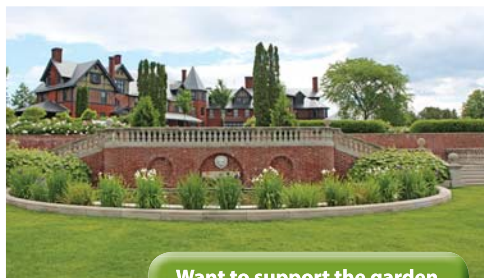
We produced a **record 200 gallons of maple syrup in 2013**, served at the Inn and sold at the Welcome Center. This fall, we installed new sap lines to prepare us for 2014!

## And the Award Goes to...

Our dairy and cheesemaking team earned a **2nd place American Cheese Society ribbon for best cheddar aged 2+ years**.

## Garden Restoration Challenge

A special challenge made possible by an anonymous donor in 2013 is matching all gifts and pledges to the garden restoration made on or before December 31, 2013, up to \$150,000. This year, we restored the central stairs and the brick walls on the south side of the upper gardens. On-going garden restoration is scheduled to culminate in 2016 with reconstruction of the pergola.



Want to support the garden restoration? Contact Sue Dixon [sdixon@shelburnefarms.org](mailto:sdixon@shelburnefarms.org)

## and Sharing Place

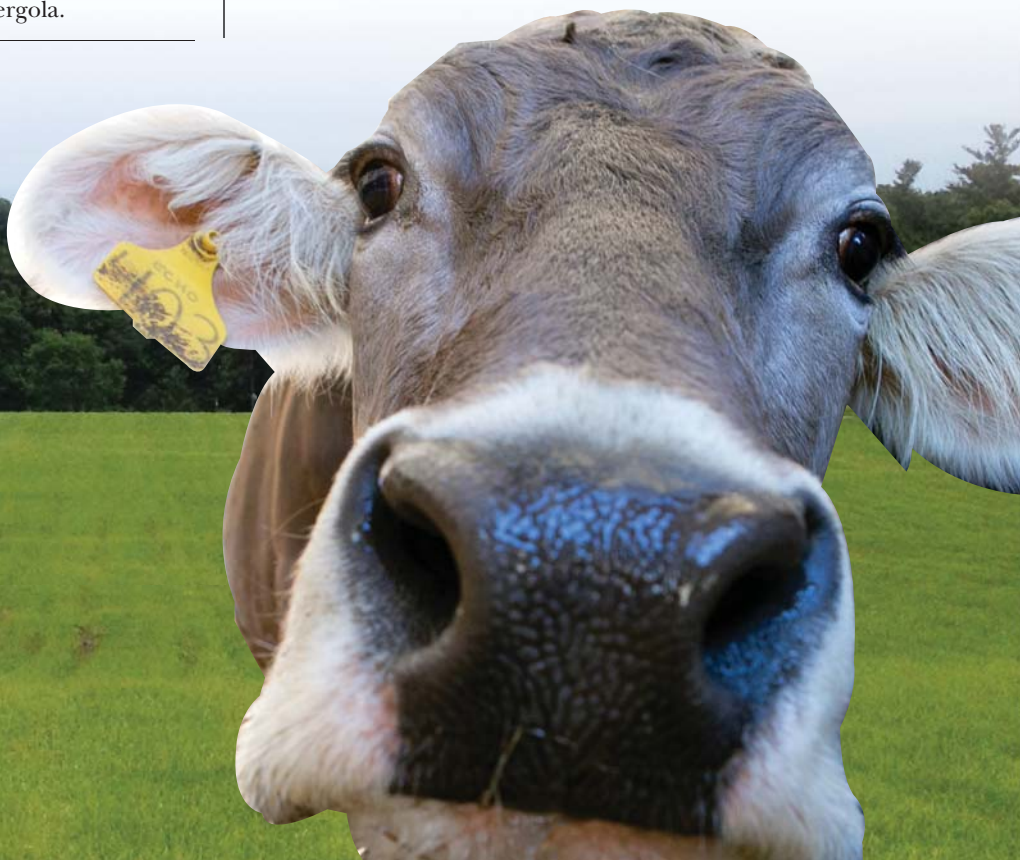
We share our uniquely inspiring campus to support other organizations committed to building better communities and a more sustainable world. In 2013, we hosted over 100 special events including:

- ◆ **Emergent Universe Oratorio** In the Breeding Barn, 1,000 guests enjoyed the premier of a new choral and orchestral composition by Sam Guarnaccia, with a set of paintings—“Endless Spring”—by artist Cameron Davis.
- ◆ The **Vermont Housing and Conservation Board** celebrated their 25th anniversary at the Coach Barn.
- ◆ Vermont Cheese Council’s 5th annual **Vermont Cheesemakers Festival!**
- ◆ **Of Land & Local Art Exhibit** — This partnership with Burlington City Arts explored how people relate to Vermont’s working landscape.
- ◆ **Vermont Traditional Foods & Health Symposium** explored how the core principles of traditional diets can contribute to overall health.



The Inn at Shelburne Farms sourced **75%** of its food from within Vermont.

**1/3** of its food is from the Farm: our market garden, forest, pastures, and cheesemaking room.







## ◆ *Cultivating Change* Thanks to the Commitment of People like You

All of us at Shelburne Farms are deeply grateful to our wonderful community of members, volunteers and project partners.

Each gift, every collaborative effort, and all the volunteer hours make a difference — thank you!

Behind each and every contribution is a story. Whether it's Dahlia on her 9th birthday or Senator Leahy on the floor of Congress, your stories move us. The numbers on this page reflect your connection to this place, our mission, and work — and to the work of many around the country and the world taking action for a healthy planet. Together we are cultivating change for a sustainable future.



### Thanks, Dahlia

When Dahlia Ruben of Burlington, Vermont celebrated her 9th birthday, she chose to donate to Shelburne Farms instead of receiving presents. Why? *“Because I love the environment and you help the environment.”* Each gift to the Farm has a story behind it; we appreciate every one. What's your story?

Share why you support the farm at [shelburnefarms.org](http://shelburnefarms.org)

### Snapshot of Our Community of Supporters

- 1,645 Individual/Dual Members (up to \$50)
- 1,209 Family Members (\$65+)
- 550 Donors (\$100+)
- 152 Sponsors (\$250+)
- 61 Patrons (\$500+)
- 101 Stewards (\$1,000+)
- 14 Benefactors (\$5,000+)
- 9 Sustainers (\$10,000+)
- 12 Major Gift Donors (\$50,000 – \$350,000)

“Others can take a page from [Shelburne Farms’] successful playbook as we explore ways to bolster our green economy, put food on Americans’ tables, and promote the stewardship that continues to protect our farmland and environment.”

U.S. SENATOR  
PATRICK LEAHY  
CONGRESSIONAL  
PROCLAMATION

### Support of the Farm takes many forms

We depend on many people supporting our work in various ways. This past year included:

- 4,017 Individual gifts
- 175 Volunteers
- 161 Gifts for special projects
- 149 Gifts from foundations & trusts
- 96 Gifts in honor of others
- 70 Gifts in memory of loved ones
- 35 Endowment gifts
- 32 Corporate gifts
- 26 Gifts in-kind
- 22 Matching gift companies

“For more than 40 years, Shelburne Farms has been teaching the next generation of Vermonters about the importance of agriculture, sustainability, and conservation.”

CHUCK ROSS,  
VERMONT SECRETARY  
OF AGRICULTURE

*Stewardship Circle*  
As of November 2013, 71 individuals or couples have notified us that they have included the Farm as a beneficiary of their estate plans.





# Consolidated Statement of Financial Position

December 31, 2013, with comparative totals for 2012

ASSETS	2013	2012
Cash & cash equivalents	2,157,759	2,059,350
Board designated & restricted endowment	4,895,835	4,392,393
Other investments	1,343,521	1,226,380
Accounts receivable	222,779	230,079
Inventories	1,040,644	1,030,161
Prepaid expenses & other assets	81,105	80,042
Pledges & bequests receivable	976,159	917,647
Contributions receivable from charitable remainder trusts	230,991	169,068
Antiques & art	243,468	243,468
Land, buildings & equipment	19,640,653	19,374,357
<b>TOTAL ASSETS</b>	<b>30,832,914</b>	<b>29,722,945</b>

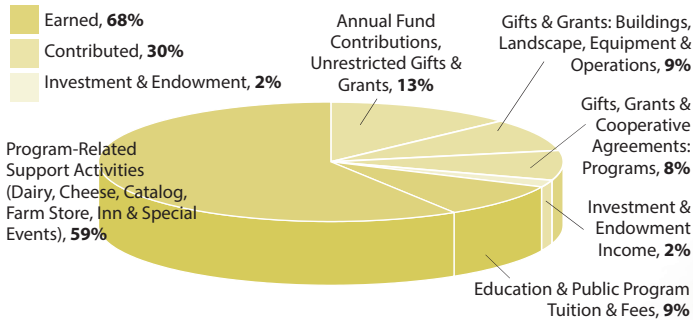
## LIABILITIES & NET ASSETS

LIABILITIES:	2013	2012
Accounts payable	315,238	237,923
Deposits & other liabilities	785,984	806,225
<b>TOTAL LIABILITIES</b>	<b>1,101,223</b>	<b>1,044,148</b>
<b>NET ASSETS:</b>		
Unrestricted	27,385,400	26,824,313
Temporarily restricted	2,011,776	1,543,677
Permanently restricted	334,515	310,807
<b>TOTAL FUND BALANCE</b>	<b>29,731,691</b>	<b>28,678,797</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>30,832,914</b>	<b>29,722,945</b>

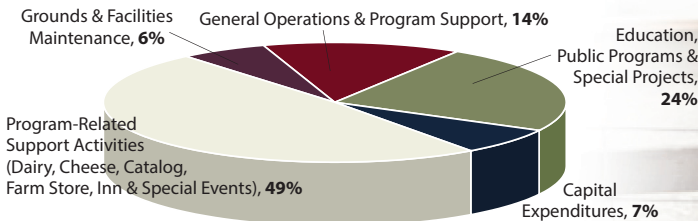
# Consolidated Annual Operating Revenue & Expenditures

Year Ending December 31, 2013

## Total Sources: \$8,861,100



## Total Uses: \$8,861,100



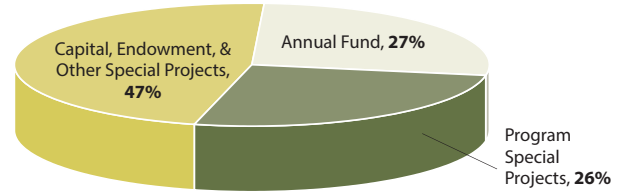
This is an internally prepared consolidation of all programs and operations at Shelburne Farms in 2013 for simplified presentation purposes only. Operating revenue and expenses include both the nonprofit entity – Shelburne Farms – and its wholly-owned subsidiary, which operates the Inn and other program related supporting activities. Land stewardship, endowment, campaign gifts and campaign capital improvements and other expenditures are not included. Total consolidated depreciation of \$859,358 is also not included.

A copy of Shelburne Farms' audited financial statement is available for inspection at Shelburne Farms, 1611 Harbor Road, Shelburne, Vermont 05482, 802-985-8686.

# Contributor Support

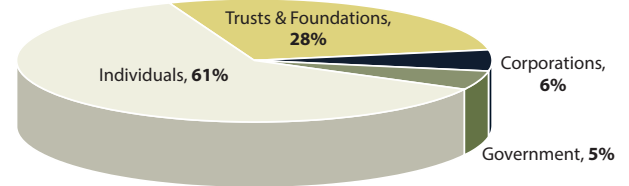
## Total Contributions by Fund

Contributions to all funds totaled \$3,210,589 in 2013.



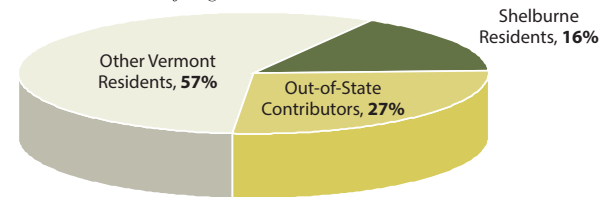
## Total Contributions by Source

Shelburne Farms depends upon support from diverse private and public funding sources.



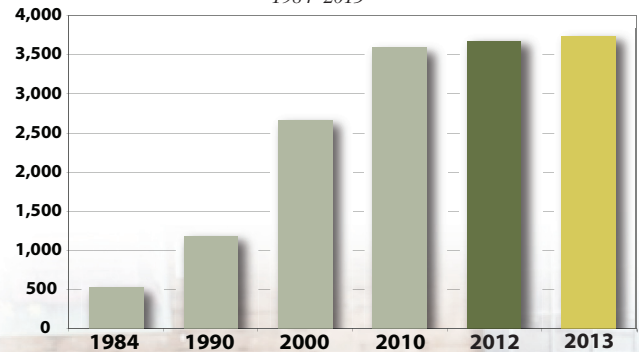
## Contributor Demographics

In 2013, Shelburne Farms received contributions from 3,738 individuals, businesses and foundations in 43 states and 7 foreign countries and territories.



## Total Number of Contributors

1984–2013

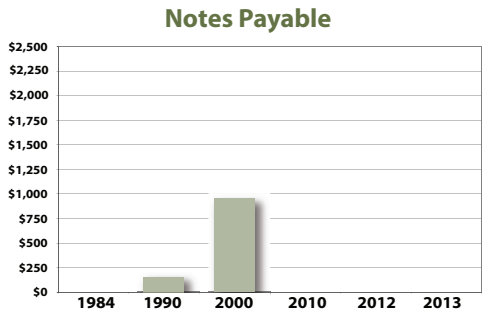
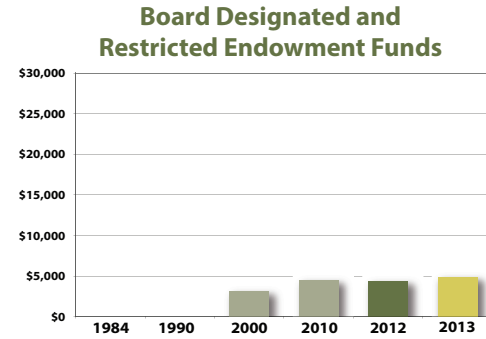
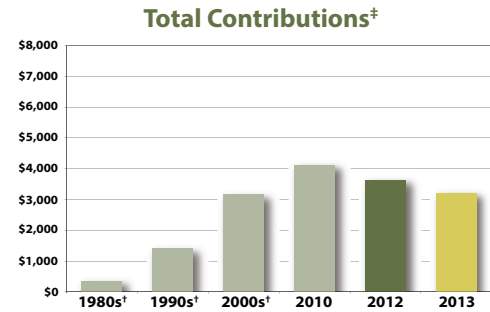
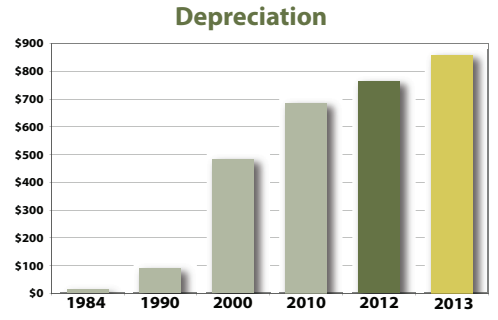
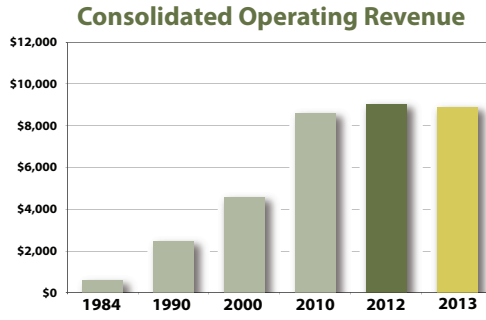
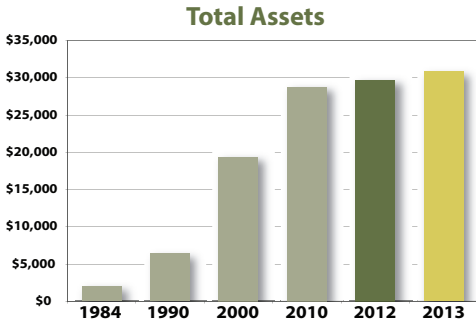




# Financial Trends, 1984\* – 2013

(In thousands of dollars)

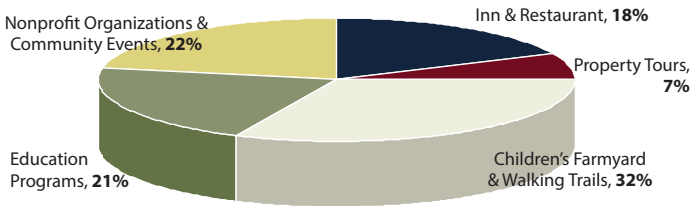
\*1984 was the year the property of Shelburne Farms was bequeathed to the nonprofit.



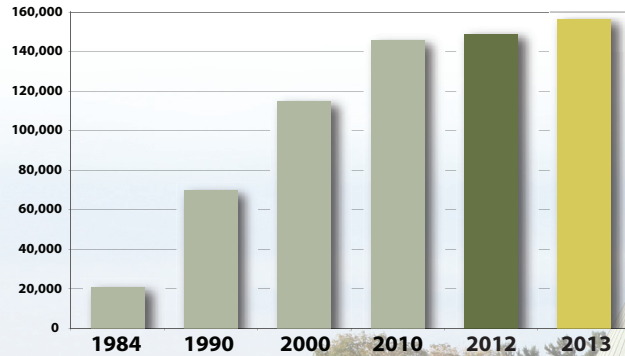
† annual, capital & special projects † decade average

## Program & Visitor Attendance

Shelburne Farms served 156,707 people in 2013 through its education and visitor programs, and by making its facilities available for use by others.



Total Attendance  
1984-2013



- 1,834
- 3,355
- 3,940
- 26,627
- 34,247
- 86,704

- Professional Development:** Curriculum support for educators in schools, nonprofit organizations & government agencies in Vermont, the U.S. and abroad
- Adult Programs:** Life-long learning programs, volunteers, educational tour groups & visitors, archive researchers
- Overnight Guests:** The Inn at Shelburne Farms & Guest Cottages
- Youth & Family Programs:** Early childhood & school programs, summer camps, 4-H, Work & Learn, campfires, Renaissance School
- Nonprofit & Community Events:** Meetings, conferences, special functions, concerts, weddings, festivals, Art Show
- Day Visitors:** Children's Farmyard, Walking Trails, Property Tours, Restaurant