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 Webb, President

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.

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.

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.

“(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

Did you enjoy one of our farm programs this year?

Upcoming “ABCs” dates at www.shelburnefarms.org
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.

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

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.
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.

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.)

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.

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!

L to R: Ellen Fox, Cheese & Catalog Manager; Tom Gardner, Shipping Manager; Eliza Jane; Sam Dixon, Dairy Farm Manager; Nat Bacon, Cheesemaking Manager.

And the Award Goes to...

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

Want to support the garden restoration? Contact Sue Dixon 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?

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

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

“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

Share why you support the farm at shelburnefarms.org

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

<table>
<thead>
<tr>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; cash equivalents</td>
<td>2,157,759</td>
</tr>
<tr>
<td>Board designated &amp; restricted endowment</td>
<td>4,895,835</td>
</tr>
<tr>
<td>Other investments</td>
<td>1,343,521</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>222,779</td>
</tr>
<tr>
<td>Inventories</td>
<td>1,040,644</td>
</tr>
<tr>
<td>Prepaid expenses &amp; other assets</td>
<td>81,105</td>
</tr>
<tr>
<td>Pledges &amp; bequests receivable</td>
<td>976,159</td>
</tr>
<tr>
<td>Contributions receivable from charitable remainder trusts</td>
<td>230,991</td>
</tr>
<tr>
<td>Antiques &amp; art</td>
<td>243,468</td>
</tr>
<tr>
<td>Land, buildings &amp; equipment</td>
<td>19,640,653</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>30,832,914</strong></td>
</tr>
</tbody>
</table>

LIABILITIES & NET ASSETS

LIABILITIES:

<table>
<thead>
<tr>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>315,238</td>
</tr>
<tr>
<td>Deposits &amp; other liabilities</td>
<td>785,984</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>1,101,223</strong></td>
</tr>
</tbody>
</table>

NET ASSETS:

<table>
<thead>
<tr>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>27,385,400</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>2,011,776</td>
</tr>
<tr>
<td>Permanently restricted</td>
<td>334,515</td>
</tr>
<tr>
<td><strong>TOTAL FUND BALANCE</strong></td>
<td><strong>29,731,691</strong></td>
</tr>
</tbody>
</table>

**TOTAL LIABILITIES & NET ASSETS**

<table>
<thead>
<tr>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>30,832,914</strong></td>
<td><strong>29,722,945</strong></td>
</tr>
</tbody>
</table>

Consolidated Annual Operating Revenue & Expenditures
Year Ending December 31, 2013

Total Sources: $8,861,100

- Earned, 68%
- Contributed, 30%
- Investment & Endowment, 2%

Annual Fund Contributions, Unrestricted Gifts & Grants, 13%
Gifts & Grants: Buildings, Landscape, Equipment & Operations, 9%
Gifts, Grants & Cooperative Agreements: Programs, 8%
Investment & Endowment Income, 2%

Education & Public Program Tuition & Fees, 9%

Program-Related Support Activities
(Dairy, Cheese, Catalog, Farm Store, Inn & Special Events), 59%

Total Uses: $8,861,100

- Grounds & Facilities Maintenance, 6%
- General Operations & Program Support, 14%
- Education, Public Programs & Special Projects, 24%
- Program-Related Support Activities
(Dairy, Cheese, Catalog, Farm Store, Inn & Special Events), 49%
- Capital Expenditures, 7%

Contributor Support

Total Contributions by Fund

Capital, Endowment, & Other Special Projects, 47%
Annual Fund, 27%
Program Special Projects, 26%

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

Amanda Herzberger

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.
Financial Trends, 1984* – 2013  (In thousands of dollars)

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

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.

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