ENSURING THE HUDSON VALLEY IS A REGION DEFINED BY FOOD, WHERE FARMING THRIVES.
Dear friends,

This year marks a pivotal milestone for Glynwood: our 20th anniversary as a nonprofit. We have transformed from our roots working in rural communities into the creative and dynamic organization we are today, shaping the identity and future of the Hudson Valley through food. We have been privileged to witness firsthand the impact of this work over the past five years and are particularly proud of the progress we have made in the past year, which is highlighted in this report. Glynwood’s complete story is chronicled in our forthcoming 20th anniversary publication.

We are tremendously grateful to each and every donor, partner and participant for making this past year possible through your enduring support and enthusiasm. We hope you will join us in celebrating these past 20 years as we forge ahead, maintaining our steadfast commitment to cultivating a vibrant Hudson Valley.

Kathleen Finlay, President
Alex Reese, Board Chair

OUR BEGINNINGS

Agriculture at Glynwood traces back to the early 1700s. Since that time, the farm has gone through several iterations, including as a dairy farm that supplied milk to West Point Military Academy. Financier George Perkins III and his family purchased the land in 1924, naming it Glynwood Farm. In the early 1990s, the family transitioned the core of the estate into a center dedicated to rural conservation, while the surrounding forest became part of Clarence Fahnestock State Park.

Glynwood was established as a nonprofit organization in 1997 to advance the field of community stewardship. From these beginnings, the need to support small-scale sustainable agriculture emerged as a focus, and today we have expanded our work to fully address the distinct challenges and opportunities of agriculture in the Hudson Valley.

“Twenty years into Glynwood’s story as an organization, its work has evolved, but the core of bringing people together around the preservation and vitality of local environments—often from very different perspectives—to talk, collaborate and learn from one another, remains the same.”

Glynwood 20th Anniversary Book
## 20 YEARS OF CULTIVATING A VIBRANT HUDSON VALLEY

### FOOD

<table>
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<tr>
<th>SPARKED</th>
<th>WORKED WITH</th>
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<tr>
<td>↑125% IN REGIONAL CRAFT HARD CIDER PRODUCERS</td>
<td>40+ NORTHEAST COMMUNITIES</td>
<td>FIRST-OF-ITS KIND STUDY, PASTURED PROTEIN,</td>
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<td>through our flagship Cider Project in just the last two years.</td>
<td>to sustain and grow their farm economies.</td>
<td>the most comprehensive report on pastured livestock production in this region to date.</td>
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| COLLABORATED WITH | Led the founding of the | Built the |
| 18 GROWERS & 25 CHEFS | FIRST STATEWIDE TRADE ASSOCIATION FOR HARD CIDER, the New York Cider Association, with | FIRST-EVER COMMUNITY SUPPORTED AGRICULTURE (CSA) COALITION |
| through our Kitchen Cultivars project to HARVEST & COOK | 65 LICENSED PRODUCERS currently eligible for membership. | in the Hudson Valley through a collaboration with nearly 80 CSA FARMS |
| 4,000+ POUNDS of regionally-adapted vegetable varieties. | FOUNDED CIDER WEEK to increase public awareness and appreciation of hard cider in NYC and the Hudson Valley. | that offer approximately 8,000 SHARES to residents in 11 COUNTIES |

### HIGHLIGHTS FROM THE PAST TWO DECADES

- **ANNUAL IMPACT REPORT 2016-2017**
- **Led the founding of the FIRST STATEWIDE TRADE ASSOCIATION FOR HARD CIDER, the New York Cider Association, with 65 LICENSED PRODUCERS currently eligible for membership.**
- **Built the FIRST-EVER COMMUNITY SUPPORTED AGRICULTURE (CSA) COALITION in the Hudson Valley through a collaboration with nearly 80 CSA FARMS that offer approximately 8,000 SHARES to residents in 11 COUNTIES.**
FARM

40 TRAINED NEW ENTRY FARMERS through our Apprentice Program, with 80% CONTINUING CAREERS in agriculture or food systems work.

750+ REGIONAL FARMERS EDUCATED through our farmer training curriculum.

50 HOURS OF WORKSHOPS offered in 2016 to ~250 PARTICIPANTS.

5 NEW FARM BUSINESSES fostered through our Hudson Valley Farm Business Incubator, with plans to foster an additional 10 BUSINESSES OVER THE NEXT 5 YEARS.

Expanded our Community Supported Agriculture program tenfold since it launched in 2007 to now feed 150+ HOUSEHOLDS PER YEAR.

$40,000 WORTH OF PRODUCE DONATED to local schools and food banks.

COMMUNITY

1,000+ VISITORS PER SEASON welcomed through our community events and curated farm experiences.

60 FARMERS, ORGANIZATIONS & BUSINESSES that embody innovation and leadership in the food sector celebrated with our Harvest Award.
FOOD PROGRAMS

CSA COALITION
Building on three years of groundwork with our fellow regional CSA farmers, we galvanized the formation of the Hudson Valley CSA Coalition to expand and diversify CSA membership in the region. The group formally “debuted” in early 2017 with the launch of a comprehensive online directory of 80 CSA farms (hudsonvalleycsa.org), four CSA fairs, three farmer-led “CSA 101” workshops and a region-wide CSA Sign-Up Day.

“The Hudson Valley has a wealth of CSAs and the market for local food is taking off here. People are eager to eat locally grown products, and to connect to the community that CSA membership provides. The Coalition makes it much easier for farmers to connect with those potential members.”
Leon Vehaba, Farm Manager at Poughkeepsie Farm Project / Hudson Valley CSA Coalition Leadership Committee

KITCHEN CULTIVARS
We formally launched the Kitchen Cultivars project in collaboration with Seedshed. This new project aims to unite farmers and chefs in protecting, promoting and proliferating regionally-adapted seeds while raising awareness for regional biodiversity and food culture. The project spotlighted heirloom varieties Bridge to Paris Pepper and Long Island Cheese Pumpkin, which were cultivated by 18 regional growers and featured in menu specials and dinner events at 25 participating restaurants.

CIDER PROJECT
In addition to producing annual Cider Weeks and leading the formation of the New York Cider Association, our Cider Project has evolved to support the viability of orchards with a renewed focus on apple production. In partnership with Angry Orchard, we recently organized the first state-wide planting of 5,000 apple trees to increase supply of cider-specific varieties and develop greater shared knowledge.

PASTURED PROTEIN
In December, we published Pastured Protein: Ecological, Humane and Healthy Meat Production from the Hudson Valley, a 100-page research report offering analysis and practical recommendations for advancing sustainable meat production, such as:
• Increase production of specialty meat products
• Increase marketing and distribution services
• Build a reputation of quality for Hudson Valley meat
• Offer training in business planning and financial tools for producers
• Sponsor internship programs for livestock farms
• Create livestock farmer network and information exchanges
FARM PROGRAMS

APPRENTICE PROGRAM
Using our home farm as a prime training ground, we completed our ninth season of training farmer apprentices. We welcomed five apprentices who completed our robust farmer training curriculum. The curriculum included approximately 30 workshops, the most ever. New in 2016, we hosted a comprehensive Soil Health workshop, the first training of its kind with an emphasis on pasture management, and a Swine School master class, featuring Niman Ranch Pork Company founder Paul Willis and journalist Barry Estabrook.

“I apply what I learned at Glynwood every day, and I still stay in touch with the managers at Glynwood, reaching out to them for advice and guidance.”
MEY BUN, FARM MANAGER AT HILLTOP HANOVER FARM / FORMER GLYNWOOD VEGETABLE AND LIVESTOCK APPRENTICE

HUDSON VALLEY FARM BUSINESS INCUBATOR
Our Farm Business Incubator continued to provide a stepping stone for participating farmers as they build their own farm enterprises. New participants Back Paddock Farm and Grass + Grit Farm officially launched after extensive planning guided by our program staff and business development consultants, and veteran participant Community Compost Company prepared to transition their operations to a new site in the region. In 2017, the program will diversify with the addition of two off-site participants: vegetable farms Rock Steady Farm (Millerton, NY) and Rise & Root Farm (Chester, NY).

COMMUNITY PROGRAMS
Our Community Programs are essential for sharing and advocating our mission. We hosted our largest open house, Food + Farm Day, yet, with more than 300 visitors learning about food and farming in the Hudson Valley. We also hosted 10 Farm Dinners attended by nearly 600 people. We continue to refine and expand our public offerings in 2017 with the addition of monthly “Picnic Days” and hands-on workshops for all ages, in addition to offering low-cost retreat opportunities for our nonprofit colleagues.

FUTURE OF OUR FARM PROGRAMS
In 2016, through a strategic planning process, we determined the primary purpose of our farm is to serve as a teaching venue for aspiring farmers and a testbed for regenerative agricultural practices. To this end, we have embarked on a large-scale soil improvement project focusing on forage quality to demonstrate the role of soil health in promoting resilience, the results of which will be shared with at least 100 regional livestock farmers to help them adopt practices that mitigate climate vulnerabilities on their own farms.
TO OUR DONORS

Thank you for investing in the future of food and farming in the Hudson Valley. The impact and progress highlighted in this report are a direct result of your support and generosity. We are grateful to each of the following supporters of Glynwood’s work over the time period April 1, 2016 through March 31, 2017.

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We have made every effort to accurately acknowledge our donors on this list according to their wishes. In the unfortunate event we have made an error, please accept our sincere apologies and contact Dina Truncali at dtruncali@glynwood.org.
Glynwood maintained a solid financial position in Fiscal Year 2016. Over the course of the year, we increased our fundraising efforts, including securing a new endowment gift to support the maintenance and preservation of our property. Our total operating expenses grew modestly due to increased programming. Heading into FY2017, Glynwood is in a solid position to maintain our resources.

### Operating Expenses

- **Administrative (16%) $671,173**
- **Program Services (41%) $1,775,765**
- **Communications (8%) $358,690**
- **Administrative (16%) $671,173**
- **Fundraising (8%) $340,959**
- **Property (27%) $1,135,164**
- **Total $4,281,751**

### Operating Revenue

- **Individual Contributions (87%) $9,623,282**
- **Endowment Funding Allocation for Operations (8%) $962,660**
- **Government, Foundation and Corporate Grants (4%) $486,375**
- **Earned Income (5%) $583,580**
- **Other Income (-4%) $-499,060**
- **Total $11,156,837**
Glynwood Center, Inc. was incorporated in 1997 and is a tax-exempt public charity under sections 501(c)(3) and 509 (a)(1) of the U.S. Internal Revenue Code. All contributions to Glynwood are tax deductible to the fullest extent of the law. A copy of our latest audited financial report may be obtained by writing to Glynwood or the New York Department of State, Office of Charities Registration, The Capitol, Albany, NY 12231.