

ANNUAL IMPACT REPORT 2019-2020

# Nourishing Resilience

REIMAGINING OUR REGIONAL FOOD SYSTEM



GLYNWOOD

Center for Regional Food and Farming





Our Mission:

# A Region Defined by Food Where Farming Thrives

Our Values:

Economic Prosperity · Human Health  
Environmental Resilience and Conservation  
Social Equity · Cultural Vibrancy

Dear Friends,

When the coronavirus pandemic shut down Glynwood's offices along with much of the world in mid-March, we were actually putting the finishing touches on our 2019 Annual Impact Report. As always, I was eager to share with you the work that your support has made possible. We covered a lot of ground in 2019, and 2020 was shaping up to be busier than ever before.

The publication you now hold in your hands is not that report. The world has changed. Life in the Hudson Valley has changed. And the regional food system you believe in is facing unprecedented challenges. What has become clear is that the vulnerabilities of the industrial food system are no longer hypothetical. They are real. They are affecting farmers, food system changemakers and every one of us. In New York, there are an estimated 3- to 4-million food insecure people as a result of this pandemic. New and beginning farmers who relied on wholesale and restaurant supply chains buoyed by the Hudson Valley's \$4.75B tourism industry have had to throw their business plans in the bin and start from scratch. To whom can these people turn to help them reimagine their enterprises or ensure they can put food on the table that is fresh, healthy and rooted in their community? Thanks to your support, they can turn to us.

Though much was uncertain over the last few months, one thing I knew was that Glynwood has a track record of building and maintaining long-standing, diversified and authentic networks that could help. Looking back, it seems that our strategies of training farmers for a resilient future; empowering changemakers to transform the food system; and creating coalitions that will lead the way to a more equitable, vibrant and regenerative food future were preparing us to rise to this challenge. It is through weaving these initiatives together that we arrive at this particular moment, ready to imagine the future of food and farming in the Hudson Valley. A future in which there is local food on every table, and shared health and wealth in the hands of each and every one of us.

Our values determine our path; at no point is that more apparent than in times of crisis. Through your support, you've demonstrated that you believe in our values of environmental resilience, economic prosperity, social equity, cultural vibrancy and improving human health. With these values as our guide, I invite you to join me on our path forward.

Sincerely,



Kathleen Finlay  
*President*



Responding to Need:

# Local Food for Every Table

**It is clearer than ever before: we need a more resilient food system rooted in regional farms.**

The COVID-19 pandemic has accelerated the awareness and urgency of issues facing our food system, but disparities and vulnerabilities in both food access and farm viability have long existed. With tight budgets and limited labor, local farms are often unable to commit to regularly donating food. Many food pantries have limited infrastructure and rely upon volunteer labor, resulting in low capacity to pick up, store and distribute perishable produce. Finally, the linkages between food hubs, emergency feeding programs, and farms exist but could be made much stronger.

We need a systemic shift: one in which intermittent donations of excess produce become a season-long commitment for which farmers are compensated; people are paid to harvest, consolidate, prepare and distribute food to families in need; and our region looks beyond providing short-term hunger relief towards achieving long term food sovereignty and food justice.

To help get us there, we launched a new initiative: Local Food for Every Table. Inspired by work begun by Maggie Cheney of Rock Steady Farm and Flowers (a recent graduate of our Farm Business Incubator program), Glynwood has committed to building a regional food system in which every Hudson Valley resident, regardless of ZIP code or income, can access farm-fresh, nutrient-dense food.

**Local Food for Every Table is a holistic regional approach to increasing food access during and beyond the COVID-19 pandemic. In addition to facilitating network-wide meetings and helping coordinate efforts across several Hudson Valley counties, Glynwood is:**

Maximizing the donations from our farm to local hunger relief efforts like Philipstown Food Pantry, Second Chance Foods and Fred's Pantry.

**Donations from our farm**



Expanding the revolving fund for our CSA is a SNAP project — which connects SNAP (Supplemental Nutrition Assistance Program) users and Community Supported Agriculture (CSA) farmers in new and innovative ways.

**In 2020, weekly CSA-style harvest boxes provided at**



Advance regional food sovereignty by contracting small-to-mid-scale local farms, especially those led by people who identify as BIPOC, LGBTQ+ and women, to grow food at fair market value to supply grassroots hunger relief efforts.

**Food Sovereignty Fund 2020**



**In Their Own Words:**



**Nicole Scott**

*Livestock Manager and Glynwood Apprentice Alumna.*

“As the head of the livestock program at Glynwood, I can’t tell you how good it feels to be raising high quality protein like our Animal Welfare Approved and Certified Grassfed beef for donation into local emergency feeding programs at places like Dutchess Outreach and Northeast Community Center. Hearing about all the different meals they are making with our meat is so fulfilling.”

*Nicole and the rest of the farm team at Glynwood are donating 25% of all food produced on Glynwood’s farm to hunger relief efforts in our part of the Hudson Valley this year.*



**Leslie Lewis**

*Second Wind CSA, Farm Business Incubator Participant and former Glynwood Apprentice.*

“I feel so grateful to be involved in the food access programming that Glynwood has expanded into in the last year. As a young farmer, I came to farming with a mission to grow food for the health of all people and to help rebuild a broken and unjust food system. Being a small farm with a social mission often means sacrificing a living wage for yourself. But with the support of programming like Glynwood has created, it aids small farms in finding their place in doing this meaningful work that feeds all folks in their communities – not just the ones who have the economic ability to dine at farm-to-table restaurants or pay farmer’s market prices.”

*Along with her partner Anthony Post, Leslie is selling five subsidized CSA shares to low-income families through our CSA as a SNAP project. Second Wind was additionally contracted to grow enough food to feed approximately 50 families in Newburgh through a new partnership with Our Core (a Newburgh-based nonprofit), a relationship Glynwood helped steward.*



**Christine Hutchinson**

*Program Director at Our Core and Accountability Council member for the Local Food for Every Table project.*

“I couldn’t have brought 600 lbs of produce into Newburgh without Glynwood’s Local Food for Every Table partnership. If this program continues, we can continue to bring more food here, but I also think that this is about relationship building. Because of this program we can continue to make an impact in ways beyond just this one specific project.... Food security shouldn’t be a question, and it’s abhorrent that there are people right next door who are facing these questions.”

*Christine has distributed food contracted from three small-scale farms to six emergency feeding efforts in Newburgh and the Mid-Hudson region through the Local Food for Every Table project.*



# Building Beyond:

Glynwood's work towards the food system of tomorrow starts with the work your support has made possible today.

## Train Farmers and Food Systems Changemakers

Ensuring that farmers and food systems changemakers have the skills, knowledge, resources and inspiration they need to survive and thrive begins with experiential learning – whether in person on Glynwood's farm, on-location in the region or virtually across the globe. Glynwood's 225 acre training farm – which includes our USDA organic vegetable operation and Animal Welfare Approved livestock operation – will continue to be a paragon of on-the-ground education in regenerative farming and its impact on human health, economic development and environmental sustainability. Our entire campus is headquarters for both in-person and virtual learning opportunities for food systems professionals from a diversity of backgrounds.

### RECENT HIGHLIGHTS AND ACCOMPLISHMENTS

**4** advanced apprentices trained, annually.

Since 2008, we've trained **60** apprentice graduates.

**75%** are still farming or working to transform the food system.

In 2019 - 2020, our Farm Business Incubator provided **768 hours** of tailored consulting and technical assistance to **11 Farm Businesses**

Since 2015, we've launched or grown

**15** FARM BUSINESSES

**600+ food and farming professionals educated** through dozens of workshops in 2019-2020, **95%** of whom reported learning new knowledge that will have a positive impact on their professional work. Highlights included **workshops for 30+ healthcare practitioners and networking for 90+ national women leaders in food and agriculture.**

### FUTURE GOALS

Provide

**5**

**early career farmers** with rigorous year-long, residential **apprenticeship opportunities** each year.

Support at least

**6** FARM BUSINESSES

every year in our **Farm Business Incubator program** and build an **extensive network** of new and beginning farmers in our region who can mentor one another and **build regional expertise.**

Deepen our **commitment to equity and inclusion** by developing training opportunities that serve the educational needs of a **more diverse cohort of food and farming changemakers.** Trainings will go beyond farming and business practices to include the subjects of **food justice, access and sovereignty.**

## Create Coalitions that Transform the Food System

With your support, we make long-term investments creating and fostering professional communities who advance regional food and create a Hudson Valley food culture of equity and resilience. Whether CSA farmers, seed growers, chefs, cider makers or healthcare professionals, we are always on the lookout for that next sector that could achieve great things with Glynwood's skilled network facilitation.

### RECENT HIGHLIGHTS AND ACCOMPLISHMENTS

**100+** FARMS

active in our Hudson Valley CSA Coalition serve over **15,000 households**

*All farms in the coalition are provided with communications support through a centralized website, professional marketing materials like a bilingual CSA 'zine, sales opportunities through CSA fairs and leadership development throughout the year.*

Our **Kitchen Cultivars** project selected Leaf Amaranth as its trial crop in 2019 because of its cultural, culinary and agricultural significance.

**20** FARMS

**& 15 culinary partners** contributed to the unique in-field and in-kitchen trials.

We have helped increase the number of NY cideries by

**600%**

through our **Cider Project**; for the last three years, we've collected data on the performance of

**5,000** CIDER TREES

**&**

**30+** VARIETIES

of cider-specific apples that are rarely grown in New York.

### FUTURE GOALS



Create a **healthcare practitioner-focused coalition** that deepens and leverages the connection between regional food and healthy communities.

Continue to grow the **Hudson Valley CSA Coalition** to **serve more farms in our region, deepen farmer leadership of the Coalition's activities and develop activities that uphold the equity and justice values of CSA farms.**

**Provide social justice and racial equity training** for the coalitions we facilitate across a variety of sectors, including the **hard cider industry and farmer training organizations.**

## Get Local Food to Every Table

Our entire community of supporters and partners have brought generosity and creativity to rethinking food access and food sovereignty in light of the pandemic. Glynwood is committed to making sure that the bounty of our regional farms is accessible to every resident, no matter their ZIP code or income level.

### RECENT HIGHLIGHTS AND ACCOMPLISHMENTS

**3+ TONS**

of food from Glynwood's farm donated to **four local hunger relief organizations**, who together serve an estimated **100,000** individuals annually.

**40**

**CSA farmers** trained in how to become SNAP-eligible retailers.

**7,000** LBS

of regionally-grown farm-fresh produce contracted from **10 farms to 14 local hunger relief programs across 4 counties.**

### FUTURE GOALS

Donate at least

**30%**

of the food grown on Glynwood's farm to **local hunger relief efforts.**

Expand **CSA is a SNAP** to support at least

**10** CSA FARMS

providing healthy weekly shares to an estimated **2,000 SNAP customers** annually.

Raise at least **\$100,000** for the **Food Sovereignty Fund** to contract regional farms using regenerative practices to grow food for those most in need in their communities.

Ensure the majority of contracted farms are small-to-mid-scale and/or owned, led by, or in service to historically marginalized communities.





Each week, food that we harvest from the farm is washed, packed and prepared for donation to local pantries and feeding programs.



Glynwood's farm has donated over 6,000 pounds of organic vegetables and Animal Welfare Approved meat so far this year. That's 25% of what the farm produces annually.

Early in the pandemic, we decided to increase the amount of food from our 225-acre training farm we would grow for hunger relief efforts in our own community.

Although Glynwood produces the food, we rely on dedicated partners to get that food to the people in our communities who need it most.



With your support, Glynwood will continue donating food from our farm, raising funds to make healthy farm fresh food more affordable for low income families, and getting local food to every table this season and for many seasons to come.



One of those partners — the Philipstown Food Pantry in Cold Spring, NY — serves over 4,000 people in a normal year. As a result of the pandemic, demand for their services has increased upwards of 150%.





# You make all the difference

Thank you for your generous and thoughtful gifts to support the future of food in the Hudson Valley. Each and every donation helps train farmers and food professionals and promotes a more sustainable regional food system that is healthy, equitable and resilient. We are enormously grateful to the following supporters of Glynwood's work.

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 Mary Waldner Advised Fund  
 Matriark Foods  
 MdeAS Architects  
 Metlife Foundation  
 Meyer Contracting Corporation  
 Millbrook Garden Club  
 Network for Good  
 The New York Community Trust  
 NoVo Foundation  
 Nutrition Incentive Hub, Fair Food Network  
 Offit Capital  
 Old Souls NYC LLC  
 Orentreich Family Foundation  
 The PCW Management Center, LLC  
 Philipstown Garden Club Inc.  
 Philipstown Tree Service  
 Pittman Family Foundation  
 Ralph E. Ogden Foundation, Inc.  
 Rise & Root Farm  
 Riverkeeper  
 Rockefeller Archive Center  
 The Russell Berrie Foundation  
 Schwab Charitable  
 Scofield Auctions, Inc.  
 Seven On Shelter  
 Something Good In The World, Inc.  
 Timely Signs of Kingston  
 The Topfield Foundation, Inc.  
 USDA - FMPP  
 USDA - GusNIP  
 USDA - Northeast SARE  
 USDA - BFRDP  
 Vanguard Charitable  
 The Walbridge Fund LTD  
 William Penn Foundation  
 Woodcock Foundation

## People of Glynwood

Kathleen Finlay, President

Liz Corio, Vice President of Development and Outreach

Mark Daisley, Vice President of Finance and Operations

### Programs & Farm

Kate Anstreicher, Program Coordinator    Christina Miller, Vegetable Apprentice Crew Leader

Ellie Brown, Vegetable Apprentice    Jarret Nelson, Vegetable Production Manager

Megan Larmer, Director of Regional Food    Emma Meigneux, Livestock Farm Hand

Dave Llewellyn, Director of Farmer Training    Nicole Scott, Livestock Manager

Brianne Mehringer, Field Crew    Joanna Tilton, Vegetable Apprentice

### Operations & Facility

Maria Bonsanti, Guest Relations Coordinator    Ashley Latham, Social Events Manager

David Cohen, Accountant    Sherrie Nachamkin, Finance Assistant

Carmela Frattellone, Director of HR and Administration    Michael Smith, Administrative and Hospitality Assistant

Chris Jennings, Site Assistant    Russ Terio, Site Manager

Brian Kissane, Site Assistant    Neal Tomann, Director of Facilities

Suzanna Konecky, Manager of Individual Giving and Stewardship

### Board of Directors

Judith Mogul, Chair

Judah Kraushaar, Co-Vice Chair

Paul N. Watterson, Jr. Co-Vice Chair

Christopher Zuehlsdorff, Treasurer

G. Kirby Brown, Secretary

Scott Berrie • Sezelle Gereau, MD • Steven M. Haggerty • D. Bryce O’Brien, II • George Pacchiana

Linda Quella • Alexander Reese • Jennifer P. Speers • J. Stirling Welch • Victoria Wilson-Charles

Anne Perkins Cabot, Director Emerita • Penelope Perkins Wilson, Director Emerita

*This list reflects contributions made to Glynwood from January 1, 2019 - Sept 30, 2020. We have taken great care in compiling this list. In the unfortunate event we have made an error or omission, please accept our sincere apologies and contact Suzy Konecky at 845-265-3338 ext 101 to have the error corrected.*



## Financials

Glynwood's \$2.8M of program expenses include the running of its 228-acre farm and the upkeep of the historic properties that house many of its educational programs. For the year ending March 31, 2020, generous support from Glynwood's donors, increased food sales (through the Community Supported Agriculture program and the Farm Store) and record Site Rental revenue allowed us to increase our investment in programing. While revenue from our investment assets was adversely affected at fiscal year end due to the impact of COVID-19, all staff were retained at the onset of the pandemic and Glynwood's programs were pivoted to embrace the new challenges that rapidly unfolded.

### Revenue

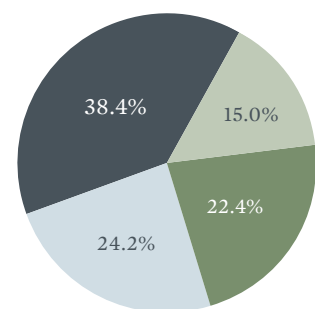
Individual and Corporate Contributions	\$ 1,507,487
Government and Foundation Grants	\$ 949,444
Endowment Funding Allocation for Operations	\$ 879,900
Earned Income	\$ 588,287
Other Income (Fee for Service, Interest & Investment Returns)	-( \$ 2,774,875)
<b>Total Operating Revenue</b>	<b>\$ 1,150,243</b>

### Expenses

Programs	\$ 2,831,753
Administration	\$ 634,901
Fundraising	\$ 365,180
<b>Total Operating Expenses</b>	<b>\$ 3,831,834</b>

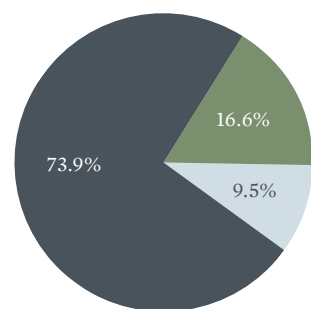
### Consolidated Statement of Financial Position

Cash and Cash Equivalents	\$ 83,473
Investments and Endowment Funds	\$ 20,853,580
Other Current Assets	\$ 734,110
Leasehold Improvements and Equipment (Net)	\$ 2,719,888
<b>Total Assets</b>	<b>\$ 24,391,051</b>
Liabilities	\$ 315,739
Net Assets	\$ 24,075,312
<b>Total Liabilities and Net Assets</b>	<b>\$ 24,391,051</b>



### Revenue

- Individual and Corporate Contributions (38.4%)
- Government and Foundation Grants (24.2%)
- Endowment Funding Allocation for Operations (22.4%)
- Earned Income (15.0%)



### Expenses

- Programs (73.9%)
- Administration (16.6%)
- Fundraising (9.5%)





