Dear friends,

It is a privilege and honor to share with you the ways that The Glynwood Center for Regional Food and Farming is working to create a regional food system that is healthy, equitable and resilient.

2018 was a year of accomplishment and adaptation. You may have noticed we are elongating our name to better reflect the work we have been doing here for over a decade. Calling ourselves “The Glynwood Center for Regional Food and Farming” is one small, but meaningful, way that we are announcing ourselves as a leader in regional food system transformation on the national stage. We could not be more proud of what we have worked to accomplish for farmers, changemakers and food system professionals in the last year. We invite you to share in that pride, knowing that your support has made everything in these pages possible.

Our name change also reflects certain aspirations we hold: to continually challenge ourselves to build programs in service of our core constituencies, to be an authentic partner to the dozens of organizations and institutions who share in this work, and to be a conduit for countless voices who have change in their hearts and hold pioneering solutions for the future.

As we look to that future, we pledge to use the influence and power your support gives us to accelerate towards a resilient food system for this region. With your support, we will move closer to our shared vision of a region defined by food, where farming thrives: paving the way for a healthy, equitable and resilient Hudson Valley.

Kathleen Finlay, President
Judith Mogul, Board Chair

Our mission is to ensure that the Hudson Valley is a region defined by food, where farming thrives.

As our work advances local food production here in the Hudson Valley, we educate a national and international audience about regionalizing food and agriculture and are inspired by aligned work from around the globe. Our vision is a Hudson Valley where farmers prosper, food entrepreneurs succeed, residents are nourished and visitors are inspired.

We measure all of our work against our core values:

**Environmental Resilience & Conservation**
Resilient agriculture conserves landscapes, promotes biological diversity and mitigates climate change.

**Regional Prosperity**
Food production can be a powerful driver of economic prosperity.

**Human Health**
Food grown and raised with best soil-building and husbandry practices is fundamental for human health.

**Social & Cultural Vibrancy**
A regional food system fosters a strong sense of place, brings people together and increases social capital for residents from a diversity of social and economic backgrounds.
Change may happen in an instant, but impact takes time.

The Long Game

2018 was a powerful year for Glynwood and the farmers and food system changemakers we serve. Below are some highlights of the impact that your support has had on our food system — in the last year, and beyond.

Through our Hudson Valley Farmer Training Collaborative, leading organizations from NYC to Columbia County who formally train new and beginning farmers in our region have made a commitment to **setting and tracking collective impact goals**. Together these organizations train 40+ apprentices and reach upwards of 1,000 farmers annually.

Glynwood’s farm has grown and served close to 1,200 shares of our CSA since 2009, averaging more than 150 households annually in recent years. Because of our minimal tillage practices in our lower CSA field, our CSA has *sequestered close to 5,000 lbs of CO2* in the last five years.

Since 2015, we have been serving an average of 10 food insecure families a year through deeply discounted CSA shares subsidized by contributions from supporters like you.

14 farm businesses operating in or near the Hudson Valley are thriving because of the guidance and support they received through our **incubator program** since 2015.

**80+** CSA Farms have worked together to expand and diversify CSA membership in our region as members of the Hudson Valley CSA Coalition that we facilitate.

36 previously-little-known varieties of vegetables well-suited to the place and tastes of our region have been sown, grown, cooked and known by dozens of growers and chefs through the **Kitchen Cultivars Project**.

In 2016 we launched and fledged **The New York Cider Association**, which today is achieving massive wins for regional and statewide craft cider. The number of craft cideries in our state is **up by 600%**.

Glynwood held **30 farmer training workshops** and classroom-style seminars in 2018.

**30k** hours of instruction on topics ranging from chainsaw mechanization to integrated pest management, holistic pasture management and non-violent communication.

Attended by **500 participants**, who received close to...

100% of the five apprentices we trained in 2018 will be farming in our region in 2019.

**75%** of the 50 apprentices we have trained since 2008 are still farming or working in the food system. Among apprentices who trained with us between seven and ten years ago, **54% are still farming.**
Farming for the Future
The world needs more farms that work with the natural environment, mitigate and adapt to climate change and hold high standards for animal welfare. Glynwood’s farm is uniquely positioned to be a demonstration, a catalyst and a participant — advancing this movement in the Hudson Valley and beyond. Because of this, we’ve established the following four pillars of Glynwood’s Farm.

Reciprocal
We share our knowledge and resources with partners and trainees, and recognize that others have plenty of experience and lessons for us.

Regenerative
Our approach incorporates a range of practices, including no-till, agroecology and well-managed grazing. Benefits of these practices include a biologically active soil, healthier water systems, increased biodiversity, climate change resilience and stronger farming communities.

Resilient
Our farming system strives to achieve a balance between people, food and land through regionally-based agriculture that is tied to ecologically responsible land use, rooted in local culture.

Successful
Although we are a nonprofit and can afford to take risks, our commitment to training farmers begins with operating a successful (aka triple-bottom-line) farm operation ourselves.
The goal of our Training Farmers Initiative is to create a generation of regional farm owners and managers equipped with the knowledge, skills and inspiration to create a resilient and economically viable farm and food system in the Hudson Valley.

The following pages highlight Training Farmer Accomplishments in 2018.
Farm Business Incubator

Covering a range of early-stage farm business needs including business planning, marketing, legal issues, HR and management skills, this program nurtured three growth-stage farms in 2018 including Grass + Grit Farm, Rise and Root Farm, and Rock Steady Farm and Flowers. These businesses each received hundreds of hours of professional coaching, mentorship and business consultation through the program.

Apprenticeships

Using our farm as a learning lab, we trained five apprentices in resilient practices on our organic vegetable CSA and Animal Welfare Approved livestock operations, giving them first hand experience with diversified operations and adoptable practices for their own future use. Beyond the field, these apprentices engaged in nearly 100 hours of classroom training over the course of ten months.

Farmland Access Leadership

We continued to offer land access assistance to regional farmers and landowners as a Core Partner in American Farmland Trust’s Hudson Valley Farmlink Network. In recognition of our longtime leadership on land access work in the Hudson Valley, we were proudly selected to be part of the 2019 inaugural cohort of “Regional Navigators” with AFT’s Farmland for A New Generation program.

Announcing the Hudson Valley Farmer Training Collaborative

Because we want to facilitate a “quantum leap” for the farmers we are training, in December 2018 we launched the Hudson Valley Farmer Training Collaborative with Hawthorne Valley, GrowNYC, Hudson Valley Farm Hub and Stone Barns Center. Our goals? To leverage strengths and strategize collaboratively; to more effectively understand the outcomes of current efforts to train new and beginning farmers; and to work towards collective impact that exceeds the sum of our parts.
Growing Our Reach

From 2015 through 2018, our Hudson Valley Farm Business Incubator launched or strengthened seven new and beginning farm businesses. As 2018 drew to a close, we decided to double down, confirming a cohort of seven farms who will be supported by the program in 2019 alone!

Representing a greater expanse of the region than ever before, our decentralized Incubator will transform the future for the following seven farms and 15 farmers in 2019:

- **Fat Apple Farm**
  Pine Plains, NY
  John Agostinho, Nicole Martini

- **Lovin’ Mama Farm**
  Amsterdam, NY
  Corinne Hansch, Matthew Leon

- **Maple View Farm**
  Poughquag, NY
  Kyle Nisonger

- **Radiance Farm**
  Chester, NY
  Kayla Hoferman

- **Rock Steady Farm**
  Millerton, NY
  D. Rooney, Maggie Cheney

- **Second Wind Farm**
  Gardiner, NY
  Leslie Lewis, Anthony Post, Sam Devine

- **Rise & Root Farm**
  Chester, NY
  Michaela Hayes, Jane Hodge, Lorrie Clevenger, Karen Washington

Program Sponsors & Partners: [DIG INN]
The goal of Empowering Changemakers is to enact a healthy and equitable regional food system by motivating a diverse audience to make changes within their spheres of influence. Glynwood’s unique campus and extensive network makes it an ideal place to offer a series of short courses, master classes, and learning experiences that advance knowledge and networks of individuals who have the ability to help transform the food system. With the right combination of training, resources and inspiration we believe anyone can be a changemaker — including you.

In April 2018, we traveled to España Verde with a group of cider makers, apple growers, restaurateurs, chefs, culinary educators and journalists to immerse these changemakers in the long tradition of cider making and drinking in that part of the world. Organized to initiate collaborations that will foster a vibrant cider culture at home in New York, this trip was the third international exchange organized by Glynwood as part of our Cider Project and was achieved in partnership with Angry Orchard and the New York Cider Association.

Highlights of these public offerings included a farm walk in partnership with The Putnam Highlands Audubon Society and a Cook Like a Farmer workshop that taught attendees how best to use their CSA bounty.

In 2018, we offered 30+ workshops, serving over 600 food and farming professionals.

More than 500 people attended our eight farm dinners in 2018.

Hosted over a dozen of our non-profit peers for retreats on our campus. Awarded 100% subsidized multi-day retreats to three grassroots organizations whose efforts align with our own mission. 2018 recipients included: Dream Cafe / Allied Media Conference, Out Leadership and the New York Cider Association.

Hands on workshops and explorations taught nearly 100 children and their caregivers the joys of knowing where your food comes from. Food & Farm Day welcomed 400 people to the farm in July 2018.
CREATING COALITIONS

We create coalitions to foster professional communities who, together, advance our
shared vision for regional farming and Hudson Valley food culture. The Hudson
Valley has untapped potential to be a “food region” with a vibrant food culture that
benefits farmers and food entrepreneurs. To make that happen, the region needs to
improve coordination of stakeholders to implement new systems and build sectors.
This work forms coalitions who, together, tackle challenges and seize opportunities
to enhance regional food production and success.

Current projects in this area include:

We benefit from extensive and authentic partnerships with a variety of partners in this area:
What you don’t know can cost you.

CSA is a marketing method where customers pay farmers up front for a “share” of the farm’s bounty throughout the season. One of the rumblings for years across the country — including here in the Hudson Valley — has been that the CSA model is saturated, perhaps not even viable in the long run. But we know from both the farmer’s and the eater’s perspectives that CSA can be transformative.

Why, then, do Hudson Valley CSA farmers have a hard time selling their shares to their own neighbors? To try to answer that question, among many others, Glynwood and the Hudson Valley CSA Coalition conducted extensive market research in 2018 and CSA farmers everywhere are chattering about the results.

What about Access & Affordability?

The current cost and payment structure is a barrier for non-members. A payment plan option would lessen this barrier and potentially lead to increased conversion rates. Non-CSA members estimated that the weekly cost of CSA would be on average $46 per week, when in reality weekly costs are closer to $20-$30 per week. Framing CSA cost in weekly amounts rather than yearly totals, as well as offering flexible payment options, may be a less intimidating way to communicate price, and may attract customers who formerly thought membership was too expensive.

Awareness & Appeal

92% of current CSA members indicated that they would renew their subscription, which is an incredible retention rate.

Only 19% of Hudson Valley residents are “very” or “extremely” familiar with the concept of CSA.

After learning more about what CSA is, nearly half of non-members interviewed found CSA “very” or “extremely” appealing.
Thank you.

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 grateful to the following major supporters of Glynwood’s work. Please visit our website for a complete list of every caring donor who made a difference in 2018-2019.

Angry Orchard - Boston Beer
American Farmland Trust
Phil and Robin Azzollini
Nancy and Tom Berner
Scott Berrie
Stephanie Breslow and Paul Watterson
Christopher Buck and Har Schwartz
Kevin Burke and David Kimelman
Charles O’Malley Charitable Lead Trust
Ina Cholst
Clearway Community Solar
Clif Bar Family Foundation
Corymore Foundation
James and Kara Cross
Davines North America
Doris Duke Charitable Foundation
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Gale Epstein
Kathleen Finlay and Mark Bittman
Amy Goldman Fowler and Cary Fowler
Lucie Fuller-Kling and David Holliday
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Larry Lunt
Mary Waldner Advised Fund
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Stephen Holley
The Berner Family
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The Education Foundation of America
The George Link Jr Charitable Trust
The J.M. Kaplan Fund
The Krupp Foundation
The Leo S. Walsh Foundation
The PCW Management Center, LLC
The Russell Berrie Foundation
The Walbridge Fund LTD
Kimberly Throm and Steve Haggerty
Martha Upton and Peter Davis
USDA - AMS - Farmers Market Promotion Program
USDA - Northeast SARE Program
USDA - NIFA - Beginning Farmer and Rancher Development Program

Victoria and Jeff Wilson-Charles
Devon Walsh
Penelope Perkins Wilson
Chris Zuehlsdorff and Anita Suchdeo

Reflects contributions made at our major gifts level from January 1, 2018 - March 31, 2019. We have taken great care in compiling this list of our supporters. In the unfortunate event we have made an error or omission, please accept our sincere apologies and contact Clayton Smith at 845-265-3338 ext. 101 to have the error corrected.
People of Glynwood
Kathleen Finlay, President
Liz Corio, Vice President of Development and Administration

Programs & Farm
Kate Anstreicher, Program Coordinator
Lauren Dellolio, Director of Public Programs and Events
Megan Larmer, Director of Regional Food
Emily Lupico, Second Year Livestock Apprentice
Kionte McAulay, Vegetable Apprentice
Christina Miller, Vegetable Apprentice
Travis Nash, Livestock Apprentice
Jarret Nelson, Vegetable Production Manager
Mikhail Pozin, Vegetable Apprentice
Lynda Prim, Senior Director of Glynwood’s Farm
Eli Roberts, Livestock Apprentice
Barbara Sarbin, Family Farm Educator
Nicole Scott, Assistant Livestock Manager
James Walton-Fuentes, Livestock Manager

Operations & Facility
Maria Bonsanti, Guest Relations Coordinator
Mark Daisley, Director of Finance and Operations
Carmela Frattellone, Director of HR and Accounting
Chris Jennings, Site Assistant
Brian Kissane, Site Assistant
Ashley Latham, Events Assistant
Sherrie Nachamkin, Finance Assistant
Clayton Smith, Development and Communications Coordinator
Michael Smith, Administrative and Hospitality Assistant
Russ Terio, Site Manager
Neal Tomann, Director of Facilities

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

Financials | Fiscal Year Ending March 31, 2018

Glynwood’s program expenses include the upkeep of a 225 acre site with multiple historic properties that serve to house many of our educational programs. Increases in both individual contributions and earned income helped bring in the additional revenue required to support our programs. Earned income was up 25% on the previous year. Administrative costs made up just 12% of the overall operating expenses, down from 15% the previous year. Total operating revenue exceeded total operating expense by $370K.

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<td>Endowment Funding Allocation for Operations</td>
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<td>Fundraising</td>
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<td>Program Services (inc. property)</td>
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<td>Administrative</td>
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<td>Total General and Administrative</td>
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<th>Consolidated Statement of Financial Position</th>
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<td>Cash and Cash Equivalents</td>
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<td>Investments and Endowment Funds</td>
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<td>Other Current Assets</td>
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<td>Leasehold Improvements and Equipment (Net)</td>
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<td>Total Assets</td>
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<td>Endowment Funding Allocation for Operations (10.3%)</td>
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<td>Other Income (16.2%)</td>
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<td>Government, Foundation &amp; Corporate Grants (8.1%)</td>
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