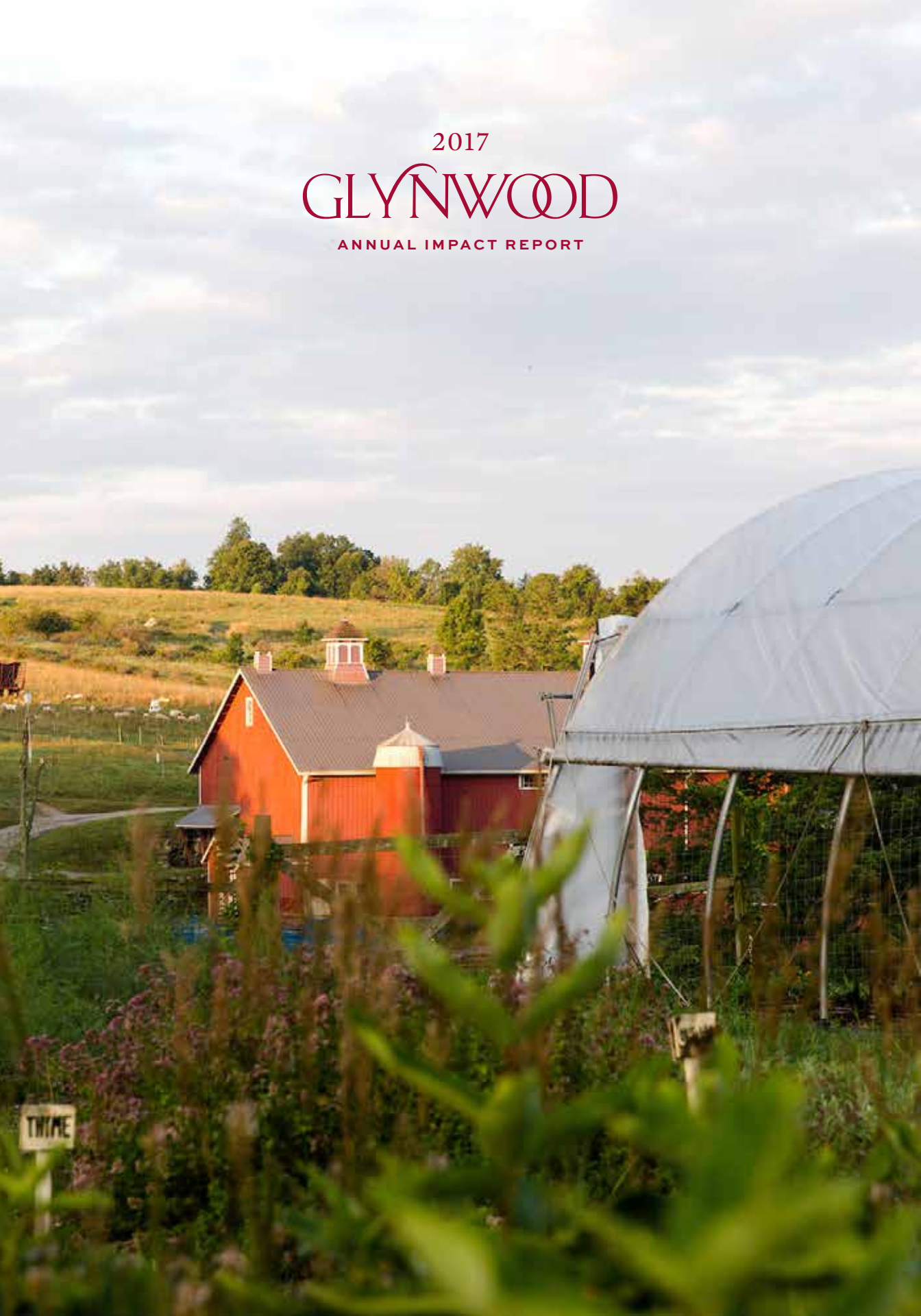


2017
GLYNWOOD
ANNUAL IMPACT REPORT



Dear friends and supporters,

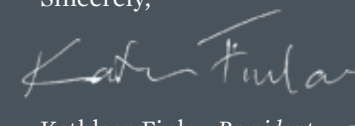
I am proud to share with you this report of the good work made possible in 2017 through your support. Last year, with our 20th Anniversary, we focused this report on milestones reached in our two decades as an organization. But the work doesn't stop with anniversaries, and "Year 21" is no less important than "Year 20."

This year, our report focuses on bringing to life the complex and deep benefit that we hope to garner for farmers and food professionals throughout the Hudson Valley. In these pages you will hear directly from those we serve about the progress your support is making possible in their lives, their businesses, on our plates and in our communities. All of these efforts add up to defining our region through our continuing legacy of food and farming, bringing health to our economy, our environment, and, most importantly, our people. We are so grateful to work on their behalf, with your support, to bring these changes to fruition.

While looking back is instructive, so often when I read an annual report of an organization I support, what I really want to know is: "What's next?"

I see 2018 as a year of opportunity for our organization and those we serve. I am inspired by the energy of the campaigns for equity and justice, including within the food and farming community. Here at Glynwood we are committed to using and sharing our resources to ensure that all those who play a part in feeding us and giving back to the land are supported with education, access and collaboration. Thank you for your support — past, present and future — which allows us to cultivate a vibrant Hudson Valley.

Sincerely,



Kathleen Finlay, *President*



OUR MISSION IS TO ENSURE
THE HUDSON VALLEY *is* A REGION
DEFINED *by* FOOD, WHERE
FARMING THRIVES

Our vision is a Hudson Valley defined by food: where farmers prosper, food entrepreneurs succeed, residents are nourished and visitors are inspired. While our operations are based mostly in this region, we believe our values serve a larger social purpose:

Environmental Resilience & Conservation

Regenerative agriculture conserves landscapes, promotes biological diversity and mitigates climate change.

Human Health

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

Regional Prosperity

Food production can be a powerful driver of economic prosperity.

Social & Cultural Vibrancy

A regional food system fosters a strong sense of place, brings people together and increases social capital.

GLYNWOOD



Regional Food Programs

Our Regional Food Programs create new markets and opportunities for regional food to help Hudson Valley farms succeed. In 2017 we continued to nurture the development of three distinct efforts to catalyze opportunities for regional food culture: around Cider, CSAs, and unique seed varieties.

CIDER PROJECT

Thanks to our ongoing partnership with Angry Orchard, 12 apple growers and NY-based cider makers traveled with Glynwood to UK's cider country, learning firsthand about mechanized harvest methods and claiming top prize in the International category at the prestigious Bath & West Cider Show. Additionally, thanks to this partnership, we planted 5,000 cider apple trees at 16 New York orchards in 2017, including 20 at Glynwood's own farm. In 2018 we held another learning journey to Asturias and the Basque region of Spain — long established cider strongholds — to gain inspiration to foster a thriving New York cider culture: in the cuisine, in the field and in your glass.

The independent New York Cider Association, which Glynwood helped to found, continued to grow in 2017, and we helped Hudson Valley cideries launch their own branding effort, Ciders of the Hudson Valley, to distinguish their product in an ever-expanding marketplace.

Cider Success Story

According to the New York Cider Association, there are over 80 cider producers in New York, with 29 Farm Cideries using crops grown exclusively in New York. This number has grown from eight in October of 2013, a growth rate of 262%. Additionally, more than 20% of the ciders included on *Food & Wine's* 2017 list of the 30 best ciders in the world were made in New York, more than were selected from any other state or region.

“There is an opportunity in the U.S. to give cider its rightful place at the table as a beverage which reflects variety and terroir and in doing so we can elevate cider across the world. As producers, we need to push each other towards quality, transparency and a shared vision.”

Autumn Stoscheck, Eve's Cidery, 2017 UK Trip Participant





REGIONAL FOOD PROGRAMS

HUDSON VALLEY CSA COALITION

With funding from USDA's Farmers Market Promotion Program, we debuted the Hudson Valley CSA Coalition in 2017 with a searchable regional website directory of more than 80 CSA farms and eight awareness-raising events across the Valley. Participating farmers reported an increased rate of CSA share sales in part due to the signup campaign, compared to previous years. Glynwood and Coalition leaders tweaked 2018 outreach plans to include an increased number of CSA Fairs (six vs. four) in two new communities (Beacon and Millerton, plus last year's Rhinebeck, Kingston, Troy and Hudson). Looking ahead, the findings from professional market research completed through this grant will help further tailor the way Hudson Valley CSA farms market their shares.

In response to farmer feedback, in 2018 we are exploring how to create a subsidized share program to increase affordability of CSA for low-income residents of the Hudson Valley and their families.

KITCHEN CULTIVARS

Kitchen Cultivars aims to unite farmers and chefs in protecting, promoting and proliferating regionally adapted seeds. Our budding collaboration with Seedshed continued to evolve in 2017, with supervised trials of 11 varieties of fall radish and 15 varieties of escarole on 11 farms. In October, Glynwood hosted 15 farmers and four chefs at our New Paltz property for a blind evaluation of the different varieties. That feedback, combined with data from the field trials, will inform which varieties get "grown out" in future years, ultimately increasing the planting and popularity of delicious crops that are well suited to the region's ecology and cultures.



Seed Success Story

In 2016 the Kitchen Cultivars project promoted the Bridge to Paris Pepper, and in 2017, it was selected for evaluation by The Northern Organic Vegetable Improvement Collaborative, which joins researchers and farmers in Northern U.S. states to address organic farmers' seed and plant breeding needs. Bridge to Paris scored highest on both taste and yield among other, similar pepper varieties – Congrats, Bridge to Paris: we're so proud.

CSA COALITION CREATIONS:

Farmer-driven leadership | Online directory of 80+ CSA Farms:
hudsonvalleycsa.org
Six CSA sign up fairs | PR Campaign for CSA, Valley-wide

Farm Programs

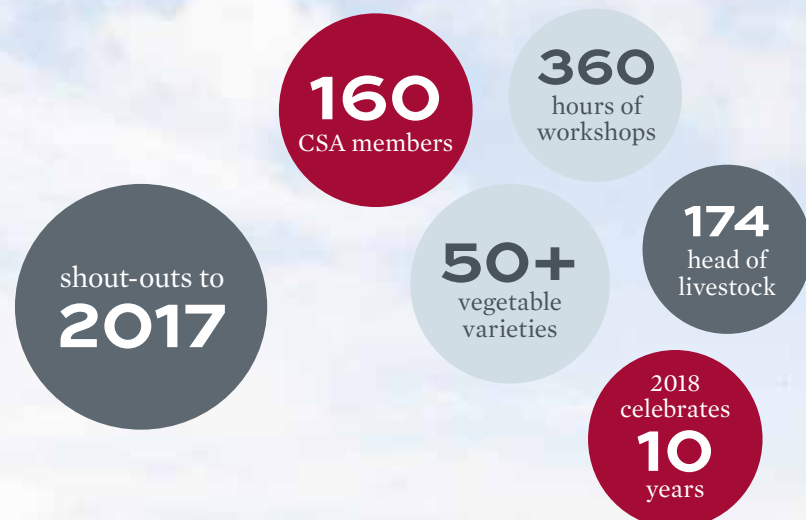
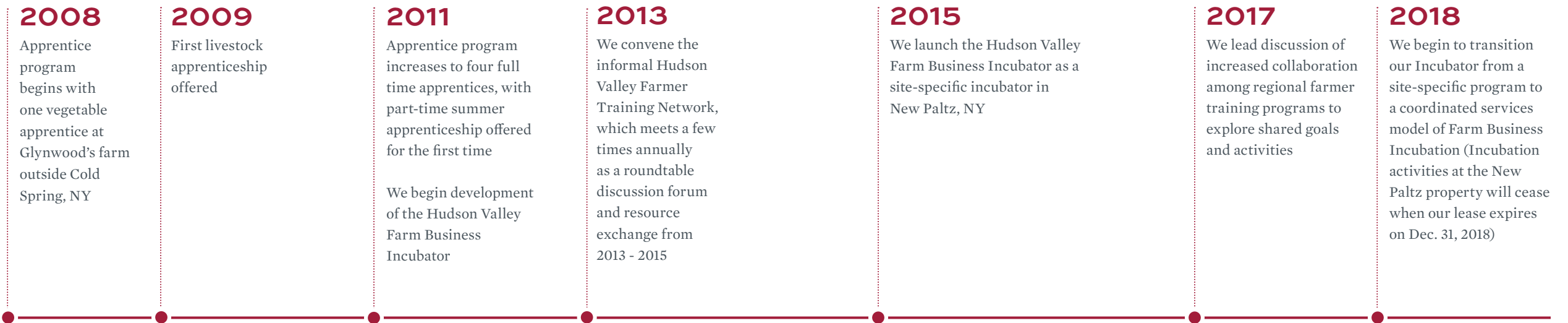
Our Farm Programs are guided by the highest standards of ecosystem, soil, animal and community well-being. We farm, train farmers and serve as a testbed of regenerative agricultural practices.

APPRENTICESHIPS

Last year we offered six year-round apprentices (three in livestock and three in vegetable) the opportunity to live, work and learn alongside our full-time farm managers as they participated in a rigorous field-based and classroom-based curriculum on regenerative farming practices. Together, they participated in more than 360 hours of workshops, raised 174 head of livestock (plus several hundred chickens) and grew 50+ varieties of vegetables for our 160-member CSA. 2018 is our tenth year of this transformational program (See sidebar for Impact). New in the coming year will be our first second-year apprenticeship and a new level of collaboration with peer organizations in regional farmer training. (See “Spotlight” on Pg. 14 for an example of how we work with partners to grow successful farmers).

Farmer Training at Glynwood: 10 Years of Investment at a Glance.

We’ve been training new and beginning farmers for ten years.



And what does it all add up to?

To date we have trained 46 apprentices, helped launch or support the growth of seven farm businesses through the Incubator, serving 14 new and beginning farmers, and delivered close to 150 farmer training workshops.

90%

of our 46 apprentice alums are still farming or in food systems work.



60%

of apprentice alums are female or gender nonconforming.





FARM BUSINESS INCUBATOR

As we closed the book on 2017, we were thrilled to witness the fruits of the long term investments we are making in new and beginning farm businesses in the Hudson Valley through our Incubator program: providing customized technical, business and marketing assistance to start-up and early-to-mid career farmers.

2015 Cohort

Community Compost Company is scaling a successful business as they consider properties in Dutchess, Orange and Rockland Counties for multiple long term homes for their business. (Previous participant Lily's Farm is flourishing out on the East End, and Four Legs Farm has successfully been acquired by beginning-farmer-run Maitri Farm).

2016 Cohort

Back Paddock is operating land in Ghent while marketing retail and wholesale grass-fed beef to an ever-growing base of customers hungry for their heritage Red Devon. Grass + Grit Farm continues to diversify and scale its meat and egg CSA.

2017 Cohort

We have helped Rock Steady Farm and Rise and Root Farm develop in-depth financial and technical assistance plans with dedicated agricultural experts, all paid for through our Incubator program.

Looking Ahead

We are admitting new businesses with local farming roots and offering workshops for farmers to come together to learn from one another, particularly in the winter months.



FARM PROGRAMS

FARM STEWARDSHIP & FARM OPERATIONS

In 2017, we continued to practice and improve regenerative agricultural techniques on our home farm. Our whole farm plan works hand-in-hand with open-source data management systems and farm software apps to track, measure and adapt our growing practices to be the most efficient and data-driven they can be, while also promoting the health of animals, soil and people. Tools like the keyline plow and experiments with warm-season annual forage are yielding important information about how to manage a diversified farm in a changing climate.

Growing Farmers: The Journey of Rise & Root Farm

The average farmer in the U.S. is 58 yrs old and getting close to retirement. To grow the next crop of farmers who will cultivate the future of food and farming in this country will take a village, along with significant investment of time, money and resources. Since 2009, the USDA has invested approximately \$100M in projects designed to foster the next generation of farmers and ranchers in this country through the Beginning Farmer and Rancher Development Program.

Although progress has been made to support the surge of young people interested in farming careers, new and beginning farmers continue to face tremendous obstacles on their paths to operating viable farm businesses. As a result, for the period of 2007 - 2012, U.S. agriculture witnessed a 20% decrease in the number of new farmers who have been on their operation less than ten years. So, not only are principal farm operators getting older, fewer new farmers are making a go of it.



What, then, do new farmers need? Turns out, they need a constellation of organizations, programs and individuals supporting them.

“We quite literally wouldn’t be here without the direct assistance of multiple organizations,” says Michaela Hayes, one of the owner-operators of Rise & Root Farm (Chester, NY), and participant in Glynwood’s Farm Business Incubator.

“First it was Just Food [in NYC] teaching us that agriculture is at the center of every social-justice issue,” says Michaela’s partner Jane Hodge. Through Just Food, these two linked up with urban farming activists and Black Urban Growers co-founders Karen Washington and Lorrie Clevenger. Together, these four partners germinated a dream to farm upstate, enrolled in GrowNYC’s Farm Beginnings program, found access to long-term land to lease owned by the Chester Agricultural Center, and last year began a relationship with Glynwood’s Incubator, which is providing them with expertise to help analyze their growing systems, adapt their business model and serve their social justice goals, all while trying to make a living wage for themselves through the farm.

It’s a journey. Your support is making Rise and Root’s dream a reality.

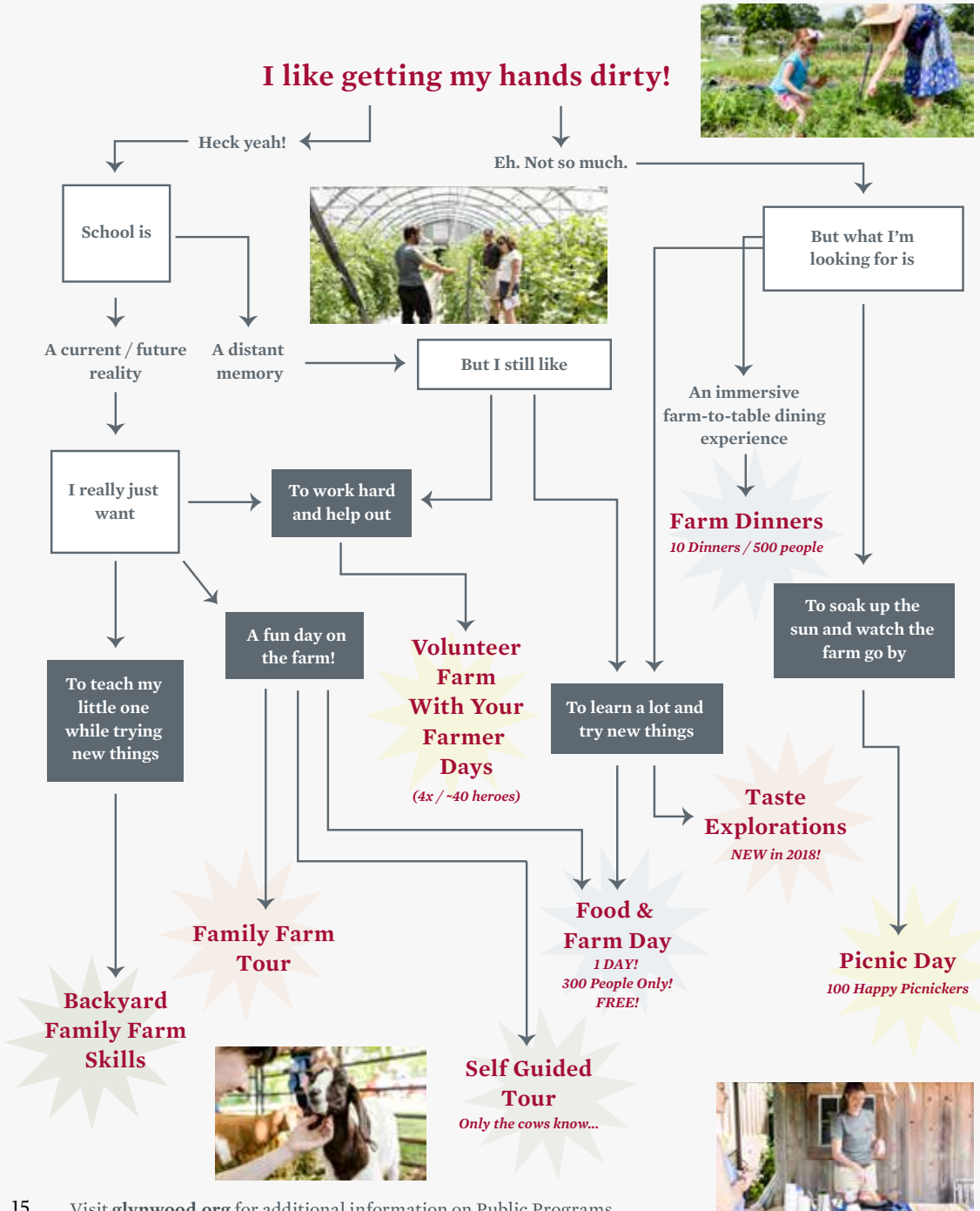
“Last week’s soil convening at Glynwood was a high-quality experience where an appropriately sized group of farmers and extension agents were able to present and discuss a range of soil and farming issues at a depth that is not usually achievable in a larger conference setting....There is clearly a place for more seminars like the one you facilitated; thank you.”

Greg York – Thanksgiving Farm at the Center for Discovery

Public Programs

Our Public Programs developed in response to the growing interest in sustainable farming and local food. These offerings provide people with educational and inspirational experiences on our historic property. From farm dinners to volunteer days, we welcomed close to 1,500 members of the public to our property in 2017. We hope you'll find your way here or back again in 2018.

Find out which Public Program is for you!



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, vibrant and regenerative.

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 2017-2018.

- | | | |
|---|---|---|
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| Heather Hooks & Sean Meehan | | |

Reflects donations and contributions made from January 1, 2017 - March 31, 2018. 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 Dina Truncali at 845.265.3338 ext 101 to have the error corrected.

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Lauren Dellolio, *Director of Public Programs & Events*

Megan Larmer, *Director of Regional Food Programs*

Dave Llewellyn, *Director of Farm Stewardship*

Grace Mooney, *Acting Livestock Manager*

Jarret Nelson, *Vegetable Production Manager*

Shannon O'Sullivan, *New Paltz Site Manager*

Zach Wolf, *Director of Farm Programs*

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Mark Daisley, *Director of Finance & Operations*

Carmela Frattellone, *Bookkeeper*

Brian Kissane, *Site Assistant*

Maureen McLennon, *Financial Management Consultant*

Michael Smith, *Administrative & Hospitality Assistant*

Neal Tomann, *Acting Director of Facilities*

Dina Truncali, *Development & Communications Coordinator*

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FINANCIAL OVERVIEW | FY2017: APRIL 1, 2016 - MARCH 31, 2017

Glynwood continues to expand our fundraising efforts, diversifying and building sustainability by increasing the number of individual supporters, decreasing concentration of support, and growing earned income. We are trending towards a more balanced revenue portfolio, overall.

Glynwood benefits from new and existing endowment gifts that cover most property upkeep expenses. Our endowment helps us ensure that the majority of individual, corporate and grant donations go directly to supporting our mission-related programs. Heading into Fiscal Year 2018, Glynwood is in a solid position to maintain our resources and create a reserve for the future.

OPERATING REVENUE

Endowment Funding Allocation for Operations	\$1,662,978
Individual Contributions	\$1,326,903
Government, Foundation and Corporate Grants	\$561,113
Earned Income	\$390,679
Other Income (Fee for Service, Interest & Investment Income)	\$187,880

Total Operating Revenue \$4,129,553

OPERATING EXPENSES

Program Services	\$1,774,409
Property	\$1,256,330
Administrative	\$667,718
Communication	\$273,361
Fundraising	\$406,181

Total Operating Expenses \$4,377,999

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Cash and Cash Equivalents	\$235,750
Endowment Fund Investments	\$20,388,455
Receivables and Other Assets	\$3,833,732
Leasehold Improvements & Equipment (Net)	\$2,898,888

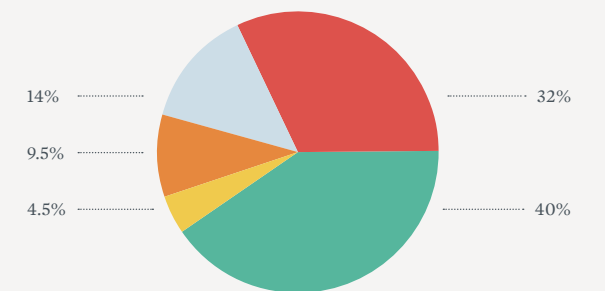
Total Assets \$27,356,825

Liabilities \$405,403

Net Assets \$26,951,422

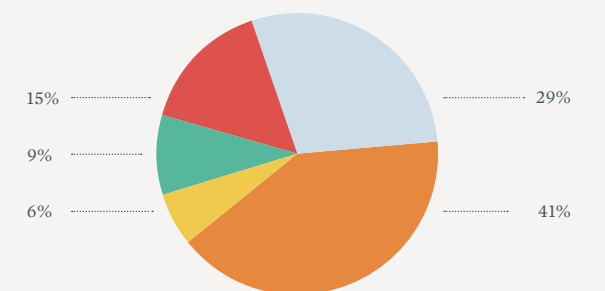
Total Liabilities and Net Assets \$27,356,825

OPERATING REVENUE



- Endowment Funding Allocation for Operations (40%)
- Individual Contributions (32%)
- Government, Foundation and Corporate Grants (14%)
- Earned Income (9.5%)
- Other Income (4.5%)

OPERATING EXPENSES



- Program Services (41%)
- Property (29%)
- Administrative (15%)
- Fundraising (9%)
- Communications (6%)

Glynwood Center, Inc. was incorporated in 1995 under section 402 of the Not-for-Profit Corporation Law of New York 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.



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