

CULTIVATING A VIBRANT  
20  
GLYNWOOD  
YEARS  
HUDSON VALLEY

ANNUAL IMPACT REPORT 2016 - 2017

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

SPARKED

**↑ 125%**

**IN REGIONAL CRAFT  
HARD CIDER PRODUCERS**

through our flagship **Cider Project**  
in just the last two years.

WORKED WITH

**40+**

**NORTHEAST COMMUNITIES**

to sustain and grow their  
farm economies.

Published a

**FIRST-OF-ITS KIND STUDY,  
PASTURED PROTEIN,**

the most comprehensive report  
on pastured livestock production  
in this region to date.

COLLABORATED WITH

**18 GROWERS  
& 25 CHEFS**

through our  
**Kitchen Cultivars**  
project to

**HARVEST & COOK**

**4,000+**  
**POUNDS**

of regionally-adapted  
vegetable varieties.

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**

**FOUNDED CIDER WEEK**

to increase public awareness and  
appreciation of hard cider in NYC and  
the Hudson Valley.

**DEVELOPED BRANDS**  
to promote the Hudson Valley's  
distinct food culture:



**HUDSON VALLEY  
CSA COALITION**



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](http://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

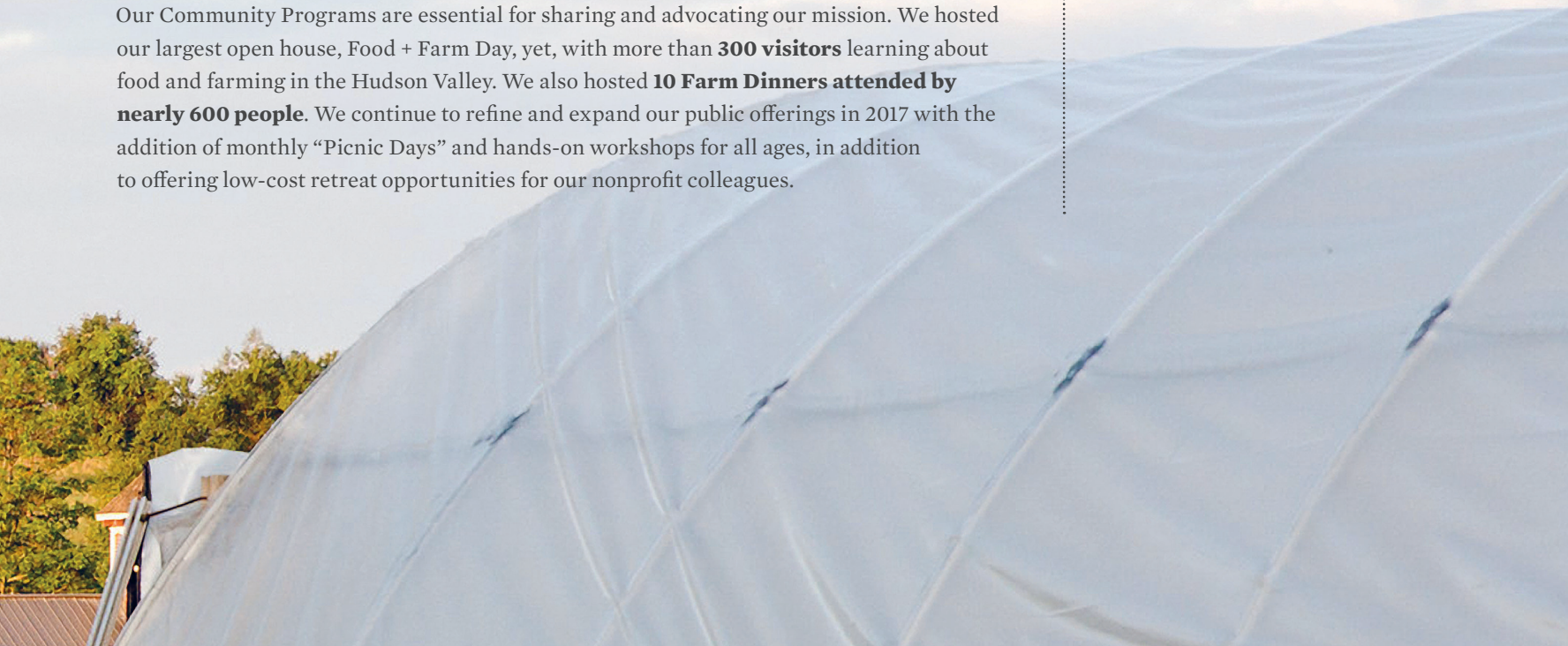
Our Farm Business Incubator continued to provide a stepping stone for participating farmers as they build their own farm enterprises. New participants Back Paddock Farm and Grass + Grit Farm officially launched after extensive planning guided by our program staff and business development consultants, 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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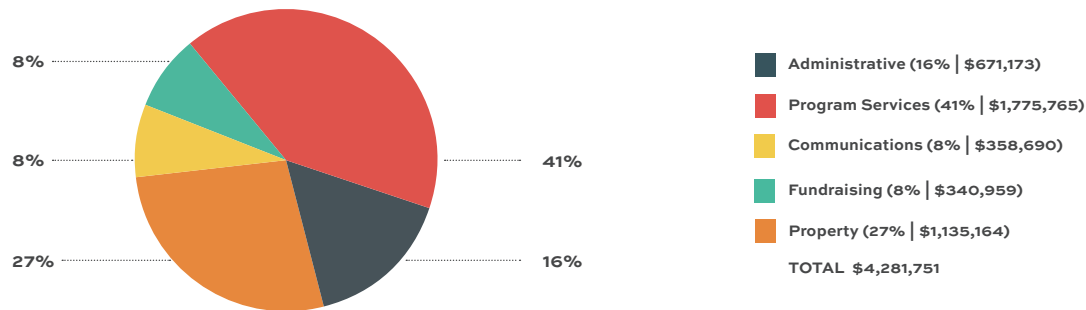
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 The Village TeaRoom  
 Rhoads, Kurt  
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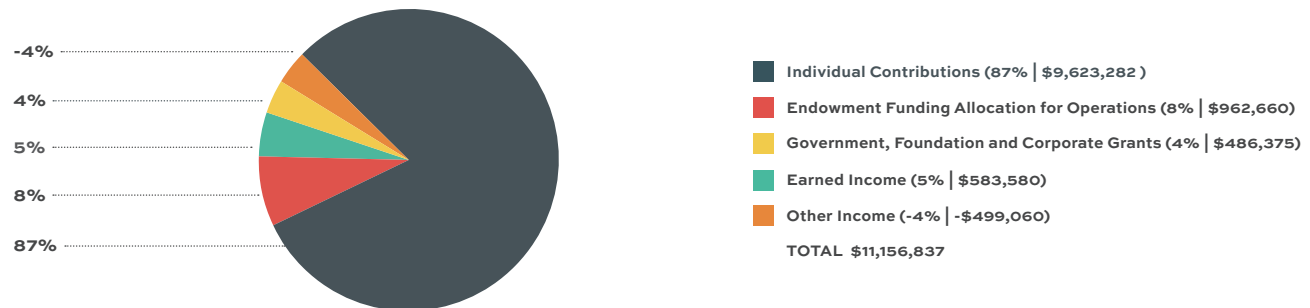
## FINANCIAL OVERVIEW | FY2016: APRIL 1, 2015 - MARCH 31, 2016

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



### OPERATING REVENUE





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