



ANNUAL REPORT

2019

ABOUT US

NY FarmNet works with farmers in times of crisis, change, and opportunity. Founded in 1986 in response to the national farm crisis, NY FarmNet provides free, confidential, on-farm consulting to any farmer or farm family in New York State. Our program operates an 800 help-line where a farmer can reach someone any time of day, throughout the year, without having to navigate through a phone menu.

Consultants work with farmers in teams of two, one focusing on financial issues and one focusing on family or emotional issues. Financial consultants have a background in agriculture and assist with business plans, cash flow analysis, succession planning, life after farming, developing financial records and record-keeping systems, and loan applications, to name a few. Family consultants have a masters level degree in social work or counseling. They work with farmers to improve family and marital relations, develop strategies for better communication, manage stress and anxiety, facilitate difficult discussions, and run family business meetings in a way that all members have a voice.

NY FarmNet was founded by the College of Agriculture and Life Sciences at Cornell University, and the main office still operates from Ithaca as part of the Charles H. Dyson School of Applied Economics & Management. The Dyson School is part of both Cornell's College of Agriculture and Life Sciences and the SC Johnson College of Business. NY FarmNet is funded primarily by grants from the NYS Department of Agriculture & Markets and the NYS Office of Mental Health.



NY FarmNet Financial and Family Consultants

Pictured from left to right. **Front:** Kim Fortin, Anita Deming, Sheldon Brown, Gerald LeClar, Karen Baase, Judith Flint, Maureen Kiely, Carol DeClue, Becky Wiseman, Karen Scanlon-Fish, Larry Larabee, Brenda O'Brien, Huck Heintz. **Back:** Leon Dickinson, Jim Grace, Gabriel Gurley, David Chamberlain, Phill Ludwig, Barry Berghaus, Franci Saunders, Richard Overton, Andy Gilbert, Ed Ward, Greg Mruk, Bruce Rohr, John Adams, Bill Sanok
Not pictured: Ron Kuck, Dave Gott, Jennifer Westerville, Kelley Brown, Ginny Carlberg, Ashley Colosi, Conniejo Dicruttalo, Kelly Dryja, Jan Kirshenbaum, Erica Leubner, Kimberly MacCrea, Sheila Marshman, Ron Moore, Lori Shipman, Joe Walsh, Ron Parks, Faith Pipher, Elaine Eaton, Dewey Hakes, Teresa McMahon

NY FARMNET STAFF

Wayne Knoblauch, Faculty Director

Ed Staehr, Executive Director

Kate Downes, Outreach Director

Amelia Otis, Program Coordinator

Gabriel Gurley, Farm Business
Management Specialist



OUTCOMES

from 15 November 2018 to 14 November 2019

775 open farm cases,
representing more than
160,000 acres of land in
New York State.

New cases
totaled **305**

90% of farms NY FarmNet
consultants worked
with remained in
farming.

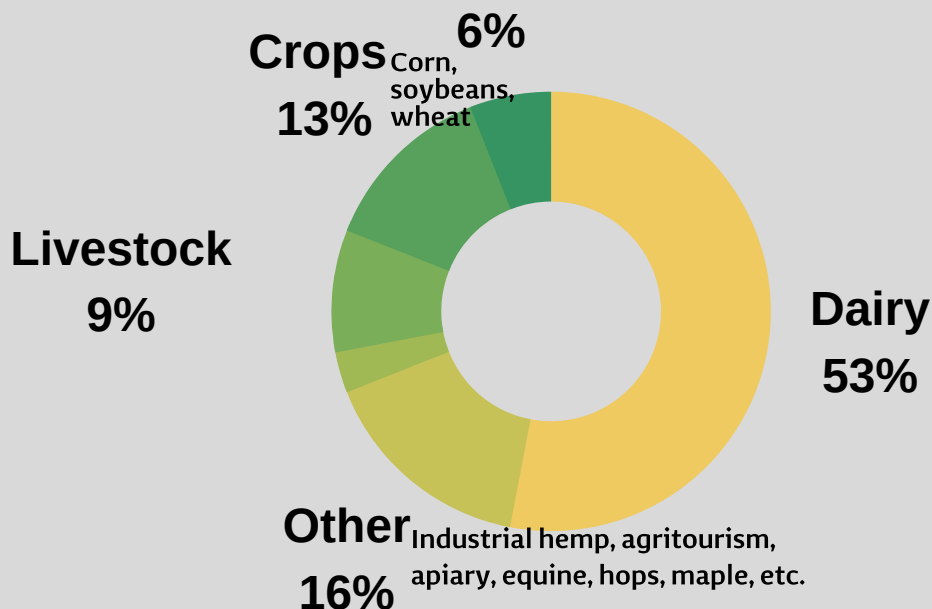
14%

of open cases were
deemed high stress by NY
FarmNet consultants on
the first farm visit.

55%

of these high stress cases
saw a reduction in stress
levels at the conclusion of
their work with NY FarmNet.

Types of Farms Requesting Service



NY FarmNet consultants
assisted with

95

Succession plans

179

Business plans

FARMER TESTIMONIALS



MAIN STREET FARMS

Allan Gandelman

The best thing I've learned from FarmNet was to look at a business plan, look at the structure, get into the numbers, and make sure that whatever the enterprise is, that it makes sense. Farmers are really busy farming, and to have someone come sit down with you to make sure everything makes sense is huge.



MAPLE HOLLOW FARM

Tim + Rebecca Fowler

NY FarmNet has given us the ability to explain to people that this is where we are, this is what we do and how we do it. It's really helped us grow.



FARMER TESTIMONIALS

TRINITY VALLEY FARM

Branden + Rebekah Brown

Working with FarmNet is not intimidating. The first meeting you're nervous, because you're going to tell them these nitty gritty things. But they're wonderful, they're so non-judgmental, so ready to listen, but honest too.



FARMER Randy Brown

FarmNet has a lot to offer. There is hope, even though you might feel hopeless or despair, or think how do I get out of this mess, or what do I do. FarmNet shows you that there is light at the end of the tunnel.

PERFECTLY BLENDED FARM

Melissa Keller

FarmNet came in and said there's a lot of people out there like you who want to do this but don't know how to, or are afraid. It's ok. It was really amazing for them to come here. Without them I could have never achieved my dreams.



PARTNER TESTIMONIALS

FarmNet provides critical information and resources to individuals and families within the ag community. They are a crucial partner in helping to address suicide in rural communities by meeting people where they are - at their homes and businesses. Because the individuals involved in FarmNet are all part of the rural/farming community they bring a certain credibility that others might not bring to the table.

GARRA LLOYD-LESTER, DIRECTOR
SUICIDE PREVENTION CENTER NEW YORK

I have worked with several farm family consultants with some farm families. I was grateful to have a family consultant there to help 'read' the family dynamics and help to foster a positive meeting experience.

STEPHEN HADCOCK, TEAM COORDINATOR
CORNELL COOPERATIVE EXTENSION CAPITAL AREA AGRICULTURE + HORTICULTURE PROGRAM

NY FarmNet is a valuable resource to Farm Service Agency (FSA) borrowers. Our loans are specifically designed for borrowers that can't get financing from a commercial lender. As a result, our borrowers have unique issues, financially, and our offices often refer borrowers to FarmNet for help in getting them through a problem or to a point where they can successfully graduate to conventional credit sources. We at FSA look at FarmNet as a valuable partner in our work of supporting beginning and targeted underserved farmers along with advising farm families on succession planning.

JOHN LIDDINGTON, FARM LOAN CHIEF FOR NEW YORK
UNITED STATES DEPARTMENT OF AGRICULTURE - FARM SERVICE AGENCY

NY FARMNET COLLABORATORS

American Farmland Trust
Charles H. Dyson School of Applied
Economics & Management at
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Community Bank
College of Agriculture & Life Sciences
at Cornell University
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Cornell Food Venture Center
Cornell SC Johnson College of Business
PRO DAIRY
Cornell Program on Dairy Markets & Policy
Cornell Small Farms Program
Council of Agricultural Organizations
Dairy Farmers of America
Empire State Honey Producers Assoc.
Farm Aid
Farm Credit East
Hudson Valley AgriBusiness
Development Corp.
Northeast Agribusiness & Feed Alliance

Northeast Organic Farming Association of NY
NY Agriculture in the Classroom
NY Association of Agricultural Educators
NY Center for Agricultural Medicine & Health
NY Crop Insurance Education Program
NY Farm Bureau
County Farm Bureau Organizations
NYS Agricultural Mediation Program
NYS Agricultural Society
NYS Association for Rural Health
NYS Berry Growers Association
NYS Department of Agriculture & Markets
NYS Office of Mental Health & County Mental
Health Offices
Scolaro, Fetter, Grizanti, McGough & King, P.C.
Smith Family Business Initiative at Cornell
Small Business Development Council
Regional Offices
Suicide Prevention Center of New York
USDA Farm Service Agency
USDA Risk Management Agency
Walker Law Firm

NY FARMNET BOARD

Sheldon Brown, NY FarmNet Financial Consultant
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Ed Neal, Poverty Hill Farm

Mollie Pulver, Chair, NBT Bank
JoBeth Rath, Goodwill of the Finger Lakes/AgriAbility
Tom Shephard, Dairy Farmers of America
John Sorbello, New York Farm Bureau
Tim Sweeney, NY Department of Ag + Markets
Erin Tones, Farm Credit East Consultant
Timothy Veazey, Sagemark Consulting
Rick Zimmerman, Zimmerman + Associates



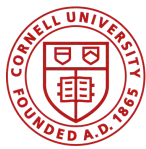
THANK YOU TO OUR 2019 SUPPORTING PARTNERS



**Agriculture
and Markets**



**Office of
Mental Health**



Dyson
Cornell
SC Johnson College of Business

Cornell CALS
College of Agriculture and Life Sciences

NBT Bank
Farm Credit East
Community Bank

MISSION

We guide NY State farms through periods of transition, opportunity or challenge by providing free, confidential, on farm consulting services. We facilitate farm families in achieving their business and personal goals.

We help NY State agriculture thrive.



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