



2021 ANNUAL REPORT

LINKING FARMS TO PEOPLE & PEOPLE TO FARMS



Photo by John Vogel

OUR ORGANIZATION

STAFF

Darlene Livingston

PA Farm Link Executive Director

Marlene M. Kaltenbach

Western PA Farm Link Associate

Michelle Kirk

Eastern PA Farm Link Associate

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About Us

Pennsylvania Farm Link is working to “Link Farmers to the Future”. PFL works closely with the Pennsylvania Department of Agriculture and other agricultural organizations and businesses across the Commonwealth to support PA farmers.

We accomplish our mission of “Linking Farmers to the Future” in a variety of ways, including a land-linking database, succession planning, print and online resources and more.

You are encouraged to visit our extensive list of resources in our Resource Hub at pafarmlink.org to assist you in your farming journey from start up to succession.

As a 501(c)(3) non-profit organization working with the Pennsylvania Department of Agriculture and other agricultural organizations and businesses across the Commonwealth to support PA farmers, we are grateful to all who contribute to making our work possible.

Sincerely,

Darlene Livingston
Executive Director

HIGHLIGHTS

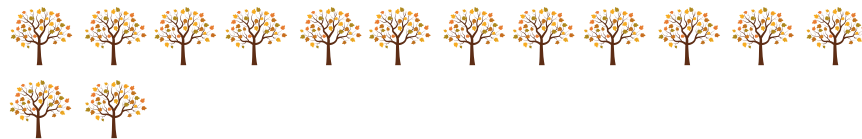


In 2021, we served:

1,693 Beginning Farmers



1,450 Landowners/Sr. Generation



3,430 Ag Professionals and Organizations



**TOTALING 6,573 FARMERS AND
AGRIBUSINESS PARTNERS SERVED**

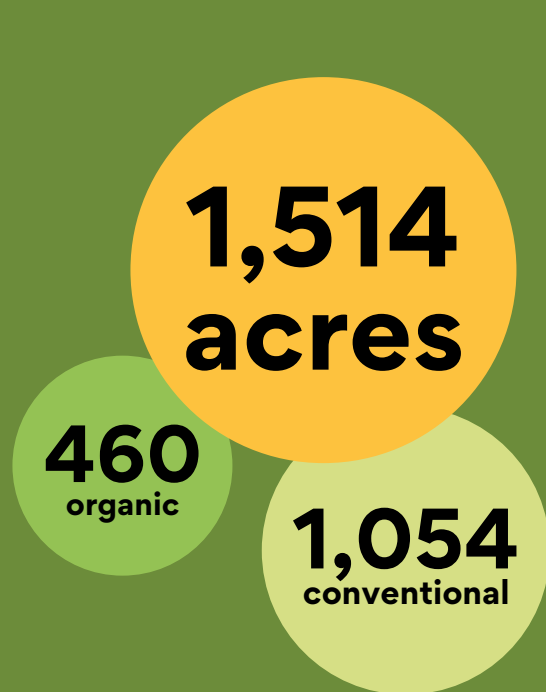
We provided workshops, consultations, and resources..



LAND DATABASE

The online database of landowners and entering farmers features secure listings by reference number, whereby interested farmers can connect with landowners. Entries are also featured on Facebook, e-newsletters and at various ag events; dairy opportunities are highlighted monthly through the Center for Dairy Excellence.

LANDOWNERS SEEKING SUCCESSORS OR TENANTS



ENTERING FARMERS SEEKING LAND



111 potential matches were made where either landowners found Entering Farmers in the PA Farm Link database or Beginning farmers found PA Farm Link Landowners through the online database.

Four matches were secured in 2021 through the PFL database.

SUCCESSES



“

Thank you so much for all of the resources and great information. For being a small company, you and your team do a great job and are very knowledgeable. I was impressed by the extent of resources you provide on your Facebook posts!

- Landowner

“

Thank you for providing this service, we feel it's a great way to help us young Pennsylvania farmers!

- Entering Farming Couple

“

I always hear such negative things about farming, you give me hope that there is a future for farms and farmers.

- Reimagine Jobs Participant

OUTREACH & ASSISTANCE

SERVICES PROVIDED

resources
webinars consultations
publications referrals podcasts

TOPICS COVERED

land access
leasing marketing diversification
farm transition aging safely
financing communication skills
next generation mental health
farm family communication

Beginning Farmers

- 1,693 farmers served
- Two webinars
- One podcast
- Individual consultations
- Trade Shows

Landowners/Senior Generation:

- 1,450 farmers served
- Five webinars
- Three podcasts
- Consultations and one-on-one meetings
- Materials distributed e.g. Planning the Future of Your Farm and leasing workbooks

OUTREACH & ASSISTANCE

FARM SUCCESSION

WEBINAR SERIES

219 participants in three webinars, topics included: Succession Overview, Farm Family Communication, Financial Needs, and Legal Aspects of Succession.

PODCASTS

Three recorded and aired on farm succession, on NPR, MidAtlantic Farm Credit and AgChoice Farm Credit platforms.

AG PROFESSIONAL NETWORK

27 ag professionals joined the group in 2021 and participated in continued education to broaden their succession planning skill set.

SUCCESSION FACILITATIONS

Five were led by Certified Succession Coordinators in Chester, Lancaster, and Potter counties.



COMMUNITY CONNECTIONS



PARTNERSHIPS

Worked with 3,430 agriculture professionals and organizations across Pennsylvania, the US, and Ireland to reach farmers with pertinent programming.

Adams County FSA
Ag and Shale Law Center at Penn State University
AgChoice/ Mid-Atlantic Farm Credit
Farm Credit East
Indiana County Conservation District
International Farm Transition Network
Lancaster Farmland Trust
Local Foods, Local Places – Johnstown
National Young Farmers Coalition (NYFC)
NE Farm & Ranch Stress Assistance Network
NERME
NPR
NY FarmNet
PA Farm Bureau
PA Farmland Preservation
PA FSA
Pasa
Penn State Extension
Pennsylvania Agrability
Reimagine Appalachia
Rodale Institute
SARE
SBDC Center of Ag Excellence

Sustainable Ag Task Force of Indiana County
Team PA
University of WI, University of Maryland
Western Pennsylvania Conservancy
+ Independent Professionals

WOMEN FARMER OUTREACH

Women Farmer Effective Communication Skills and Stress on the Farm

51 women farmers participated in two webinars focusing on communication skills and farm stress as well as resources for professional help.

AGRICULTURAL TRADE SHOWS

Interactive displays at 10 major events.

Virtual or in person displays at:

Ag Progress Days
Pasa Conference
Keystone Farm Show
PSCFO Cornucopia
ReimagineJobs

COMMUNITY CONNECTIONS

INTERNATIONAL FARM TRANSITION NETWORK (IFTN):

A staff member served on the Board of Directors as well as Secretary of the organization and assisted with the annual conference planning.

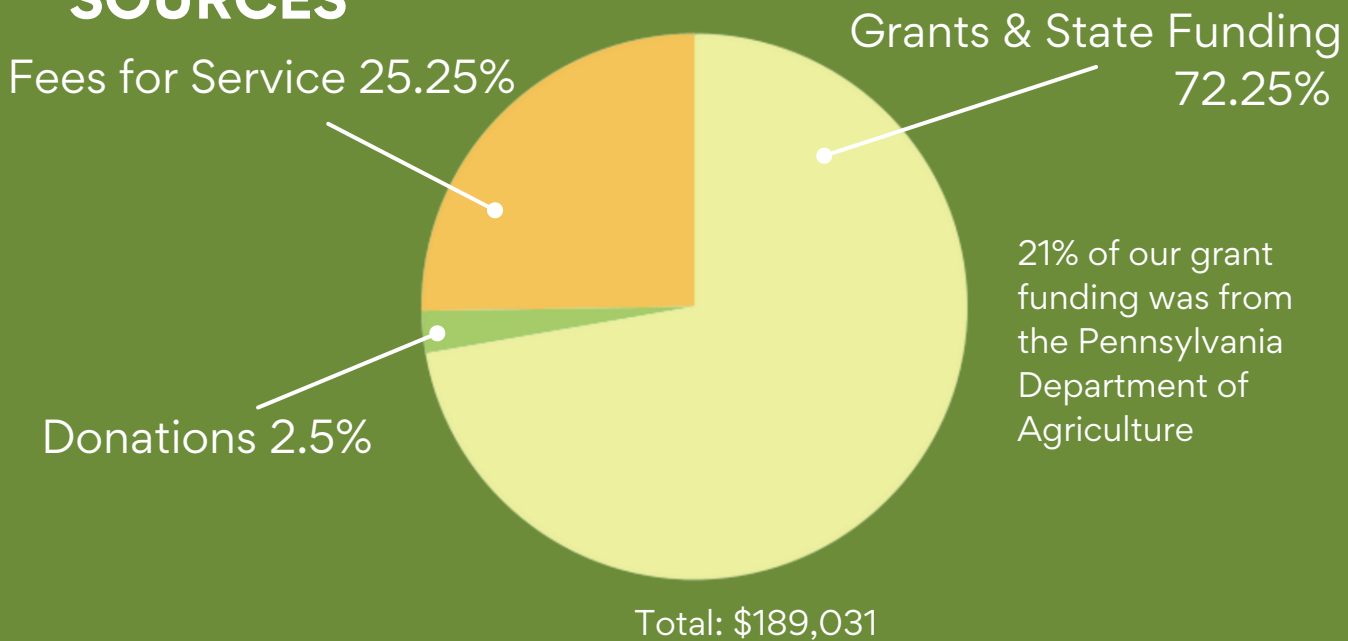
- International presentation by PA Farm Link staff member on Challenges of Farm Family Communication for IFTN annual conference with 118 participants from United States, Canada, Ireland, United Kingdom and Australia.
- Partnering to host an IFTN Certified Succession Coordinator training in Pennsylvania May 23 – 25, 2022 to ensure Pennsylvania ag professionals are appropriately trained to facilitate farm transitions with Pennsylvania farm families.
- Four PA Farm Link team members are certified IFTN Succession Planning Coordinators, who facilitate farm succession planning.



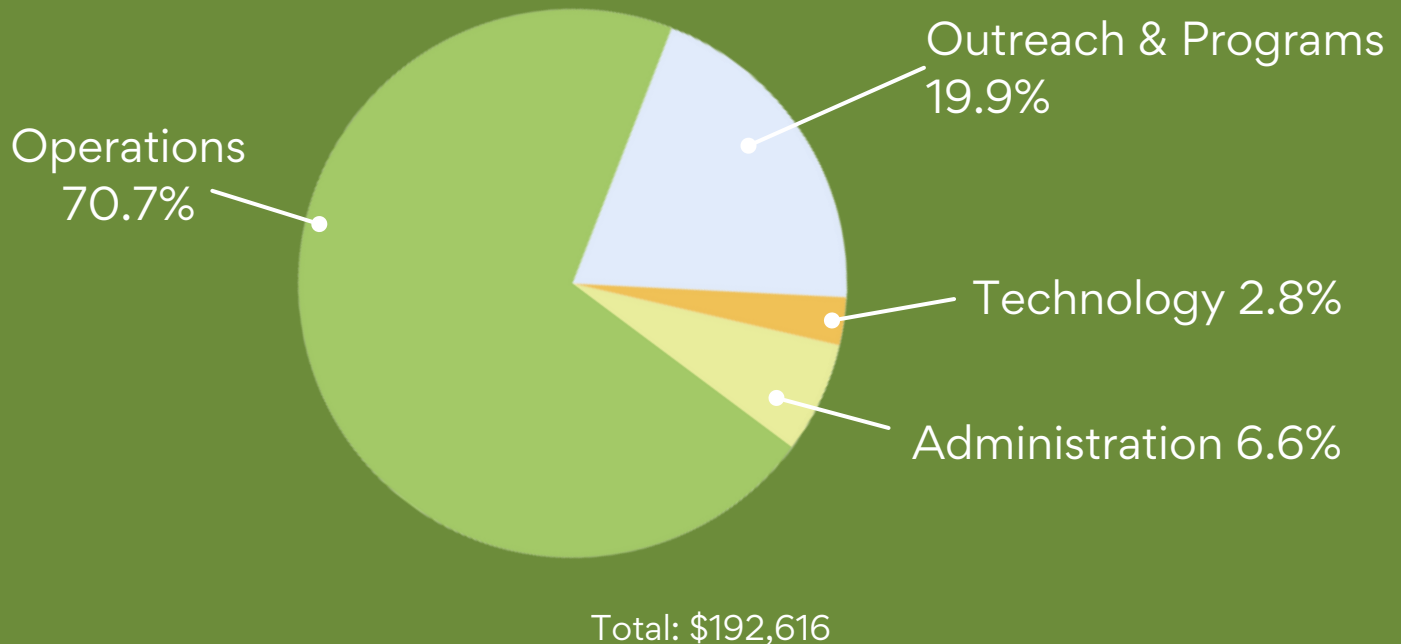
BUDGET



SOURCES



ALLOCATIONS



CONNECT WITH US

pafarmlink.org

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We're here to help
you and your farm succeed
from one farmer to the next.