2021 ANNUAL REPORT
LINKING FARMS TO PEOPLE & PEOPLE TO FARMS

Photo by John Vogel
OUR ORGANIZATION

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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
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.
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**

- **1,514 acres**
  - 460 organic
  - 1,054 conventional

**ENTERING FARMERS SEEKING LAND**

- **1,754 acres**
  - 628 organic
  - 1,131 conventional

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

- Entering Farming Couple

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

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 financing communication skills
next generation aging safely 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
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
- Fees for Service 25.25%
- Donations 2.5%
- Grants & State Funding 72.25%

Total: $189,031

21% of our grant funding was from the Pennsylvania Department of Agriculture

ALLOCATIONS
- Operations 70.7%
- Outreach & Programs 19.9%
- Technology 2.8%
- Administration 6.6%

Total: $192,616
CONNECT WITH US

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