



2023 ANNUAL REPORT

OUR MISSION
TO LINK FARMERS
TO THE FUTURE

GROWING IMPACT

Agriculture plays a critical role in Pennsylvania. It is deeply woven into our rich history, rural culture, and growing economy.

Pennsylvania is proud to be the nation's #1 producer in mushrooms, #4 producer in Christmas trees, and #5 producer in maple syrup. Dairy farming leads PA's agriculture industry with more than 520,000 cows supporting 52,000 jobs and contributing \$14.7 billion to the state economy.*

1 in 10 jobs available in Pennsylvania are in the agriculture sector, totaling in 593,000 within this \$132.5 billion industry*.

As Pennsylvania's population grows, the demand for land has increased, resulting in farm families selling the land to developers to settle the estate when the farm is left equally to all heirs. Pennsylvania experienced a 3.1% decrease in acres of farmland from 2017 to 2022, while farm size increased by 7 acres.*

PROOF OF PROGRESS

In 2022, the average Pennsylvania producer was 55.4 years old, which is down from 57.1 years old in 2017*. This is proof that PA Farm Link's focus on farm succession planning, PA Department of Ag's Farm Vitality Grant program, the Beginning Farmer Tax Credit, and the work of numerous supportive organizations have been successful!

Pennsylvania Farm Link was formed in 1993 to help Pennsylvania farmers develop succession plans for their farms and ensure a future generation of Pennsylvania farmers. Between our farm succession facilitation services, online land linking database, and resource hub, we are able to achieve our mission to **link farmers to the future.**

*NASS 2022 Ag census

*Pennsylvania Department of Agriculture





2023 AT A GLANCE

**BEGINNING FARMERS
ADDED TO DATABASE**

52

**CURRENT LANDOWNERS
ADDED TO DATABASE**

15

**AG PROFESSIONALS &
ORGANIZATIONS INVOLVED**

42

**TOTAL FARMERS &
AGRIBUSINESS PARTNERS
SERVED**

1,858

**NUMBER OF POTENTIAL
DATABASE MATCHES**

110

**NUMBER OF SUCCESSFUL
DATABASE MATCHES**

6

PARTNERED IN 10 EVENTS

SOCIAL MEDIA REACH

203K+

WEBINAR & PODCAST VIEWS

263

TOTAL AG MENTOR SESSIONS

301

A LETTER FROM THE EXECUTIVE DIRECTOR

Pennsylvania Farm Link is a 501(c)(3) non-profit organization **linking farmers to the future** by providing various services as well as partnering with agricultural organizations and businesses across the commonwealth to support the farming community.

In 2023 alone, PA Farm Link assisted over 1,858 farmers through 2.3 FTE.

Pennsylvania Farm Link offers farm succession planning and facilitation, land-linking database, educational opportunities, and referral/consultation services to Pennsylvania farmers.

Pennsylvania's Ag Mentorship program is the successful result of a partnership created through a Farm Credit led ag industry collaboration.

We are proud to be a part of Pennsylvania's strong ag community and look forward to supporting farmers for years to come.

Sincerely,

Darlene Livingston

Darlene Livingston
Executive Director

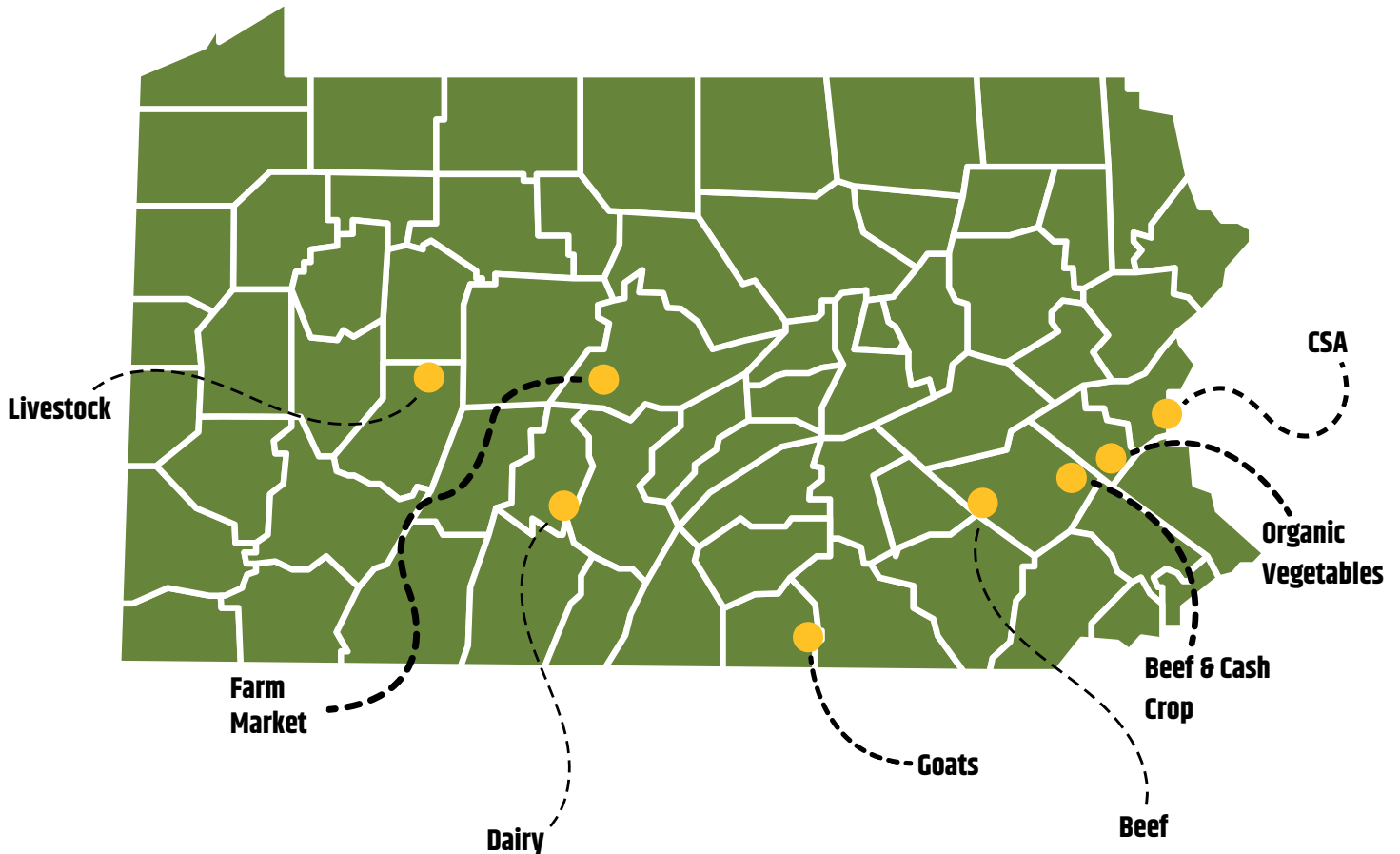


Darlene has been the executive director of PA Farm Link since 2009 and is a 4th generation farmer.



PENNSYLVANIA AGRICULTURE REPRESENTED BY STAFF & BOARD

CHECK OUT THE MAP BELOW TO SEE THE REGIONS PA FARM LINK STAFF AND BOARD REPRESENT
AND OPERATE FARM BUSINESSES - THEY MAY BE YOUR NEIGHBOR!



STAFF

Darlene Livingston
Executive Director

Michelle Kirk
Program Database Associate

Tyler Hoffman
Program Development Associate

Vicki Miller
Bookkeeper

2023 BOARD

Ross Pifer, President

Sarah Sparks, Vice-President

Chris Torres, Treasurer

Kegan Hilaire, Secretary

Raechel Sattazahn

Abbie Spackman

Jodi Gauker

Jodi Keith-Kensinger

Jody Anderson-Leighty

Joe Diamond

Katy Hunter

Kelsey Staab

Kyle Kopko

Lyndsey Antanitis

Mimi Thomas-Brooker

Tabitha Barbarito













NEW PA FARM LINK RESOURCES

PA FARM LINK Academy

USER SIGN UPS
263

QUIZ ATTEMPTS
352

COURSE
REGISTRATIONS
170

 Database, Succession, Ag Mentors, & Available Resources – PA Farm Link Enroll Now	 Center for Agricultural and Shale Law Understanding Agricultural Leasing and Leases – PSU Ag Law Enroll Now	 New Farmers Getting Started with the United States Department of Agriculture (USDA) Enroll Now
 Business Planning & Other Resources – PA SBDC Enroll Now	 The 4-Ps to Personal Finance – PA Bank & Securities Enroll Now	 Grant Overview & PA Preferred Program – PA Department of Agriculture Enroll Now
 Base de datos, sucesión, mentores agrícolas y recursos disponibles – PA Farm Link en español Enroll Now	 Starting Your Food Business & Other Resources – PSU Extension Enroll Now	 Assistive Technology On The Farm – AgrAbility PA Enroll Now
 Dealing with Stress on the Farm – NY Farm Net Enroll Now	 Farm Succession: Getting Your Financial House in Order Farm Credit Enroll Now	 Effective Communication on The Farm Iowa Mediation Service Enroll Now

The PA Farm Link Academy is your gateway to valuable knowledge and resources for farmers. Our academy offers a collection of free online video courses focused on various organizations that can provide assistance and support to farmers like you. Gain insights, expand your skills, and discover opportunities to thrive in the agricultural industry.

Each learning module contains a set of lessons, which include an informational video and a 3- question quiz to test your knowledge on the information shared in each lesson. When all lessons are completed within a learning module, a certificate of completion is provided to the participant.

This material is based upon work supported by USDA/NIFA under Award Number 2021-70027-34693.



NORTHEAST
EXTENSION
RISK
MANAGEMENT
EDUCATION



National Institute of Food and Agriculture
U.S. DEPARTMENT OF AGRICULTURE

This material is based upon work supported by USDA/NIFA under Award Number 2021-70027-34693.

LONG-TERM LEASING BOOKLET



Funded by the USDA's Specialty Crop Block Program, PA Farm Link's comprehensive long-term leasing booklet contains case studies of farmers actively farming with a lease agreement, lease agreement examples, and useful resources. We would like to acknowledge those who made this booklet possible:

- **Flinchbaugh's Orchard Farm & Market**
- **Southgate Farm**
- **Sarah's Vineyard Winery**
- **Purplebrown Farmstead**
- **Keleman Point Farm**
- **City of Green, OH**
- **Cuyahoga valley National Park's Countryside Initiative**
- **Penn State Center for Ag & Shale Law**

The case studies included in Long-Term Leasing on Farmland comprise of their farm history, pros and cons of long-term leasing, advice for those interested in pursuing a long-term lease agreement, and future plans. The booklet also includes two long-term lease agreement examples, courtesy of the City of Green, OH and the Cuyahoga Valley National Park's Countryside Initiative. The booklet concludes with useful resources and question prompts to assist in long-term leasing conversation facilitation.

The purpose of this booklet is to encourage farmers to consider long-term leasing a viable land tenure option. Landowners and managers of public land will also find it valuable as they consider creative opportunities for leasing private and public lands to beginning farmers.

Project funding provided by USDA Specialty Crop Grant AM200100XXXXG065.



ONLINE LAND-LINKING DATABASE

NEW
LANDOWNERS

15

TOTAL ENTERING
FARMERS

118

POTENTIAL
MATCHES

110

TOTAL
LANDOWNERS

42

NEW ENTERING
FARMERS

52

SUCCESSFUL
MATCHES

6



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.

“Thank you very much for this wonderful database that you are maintaining. It is such a help for potentially connecting people. I wish you all the best in your continuing work.” ~ Former Database Member

40

7

48

RM CREDIT

PARTNERSHIPS: Horizon Farm Credit
Indiana County Conservation District
Chester County Economic Development Center
United States Department of Agriculture's
Sustainable Agriculture Research & Education
Pennsylvania Department of Agriculture

"GREAT INFORMATION - THANK YOU!" ~ 2023 ATTENDEE

PA FARM LINK COMMUNITY: LINKING FARMS TO PEOPLE & PEOPLE TO FARMS

**WESTERN PENNSYLVANIA
GRAZING CONFERENCE**



STRITES ORCHARD



CHAD BUTTERS SPEAKING AT FARM LEASING PROGRAM MIXER



FALL 2023 BOARD MEETING @ HOLLABAUGH BROS



**SENIOR CLASS OF DCTS
COMMERCIAL ARTS
PROGRAM**



**FOUNDERS AWARD
GRANTED TO JOHN VOGEL**



2023 EVENTS & MEDIA

2023 EVENT STATS & MORE:

BEST PRACTICES FOR FARMER AND SERVICE PROFESSIONAL WORKING RELATIONSHIP WEBINAR

TOTAL ATTENDEES: 24

DATE & LOCATION: April 25, 2023: Virtual - Online

GUEST SPEAKERS: Joy Kirkpatrick, University of Wisconsin
Kaitlyn Davis, University of Wisconsin

TOTAL PARTNERSHIPS: Pennsylvania Department of Agriculture

MEDICAID LOOK-BACK AG PROFESSIONAL CONTINUING EDUCATION PROGRAM

TOTAL ATTENDEES: 46

DATE & LOCATION: October 25, 2023: Hybrid - Online & Sheraton Hershey Harrisburg Hotel

GUEST SPEAKER: MacGregor Brillhart, Stock & Leader

TOTAL PARTNERSHIPS: United States Department of Agriculture Sustainable Agriculture Research & Education program

FARM LEASING PROGRAM MIXER

TOTAL ATTENDEES: 19

DATE & LOCATION: November 1, 2023: Eight Oaks Farm Distillery

GUEST SPEAKERS: Jodi Gauker, Penn State Extension
Katy Hunter, The Seed Farm
Chad Butters, Eight Oaks Farm Distillery
Michelle Kirk, Pennsylvania Farm Link

TOTAL PARTNERSHIPS: Pennsylvania Department of Agriculture
Eight Oaks Farm Distillery
Penn State Extension
The Seed Farm
Tre Locally Sourced



THANK YOU

to everyone who
was involved in
our 2023 events!

Hot Off The Press

- Successful Farming, June 16, 2023
- Farm Progress, June 2, 2023
- Morning Ag Clips, October 9, 2023

Tradeshow Participation

- PA Farm Show
- Pasa Annual Conference
- WeConservePA Conference
- IFTN Conference
- Western PA Grazing Conference
- Ag Progress Days
- Pennsylvania Farm Bureau Annual Meeting

FREE PENNSYLVANIA AG MENTOR PROGRAM

HAL RANCK



WINIFRED MCGEE



GARY WOJCIK



TOTAL CLIENTS

116

TOTAL SESSIONS

301

**TOTAL MENTORING
HOURS**

349.25



RICHARD CROUSE



HUGH MCMASTER

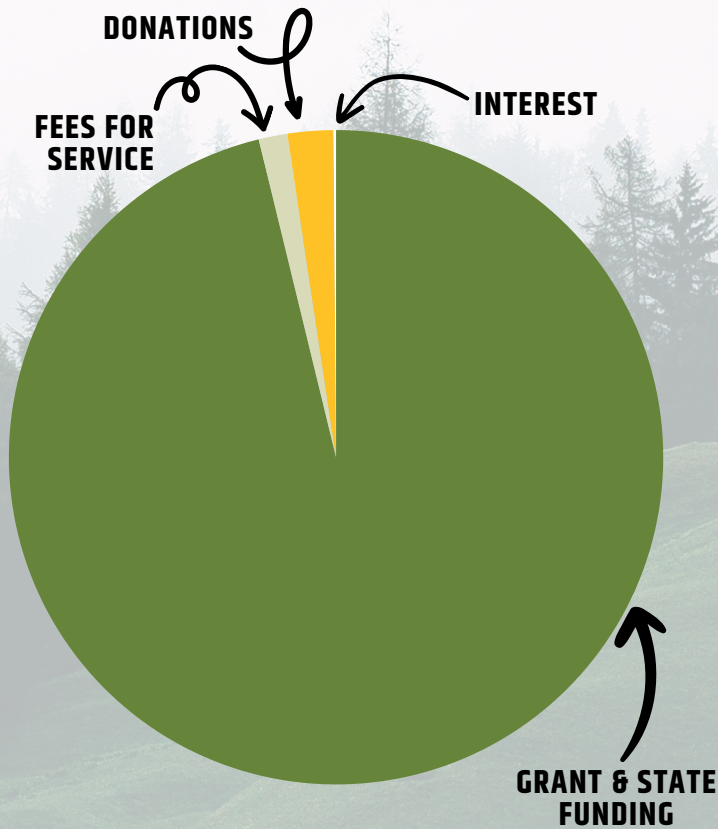


BRUCE MILLER

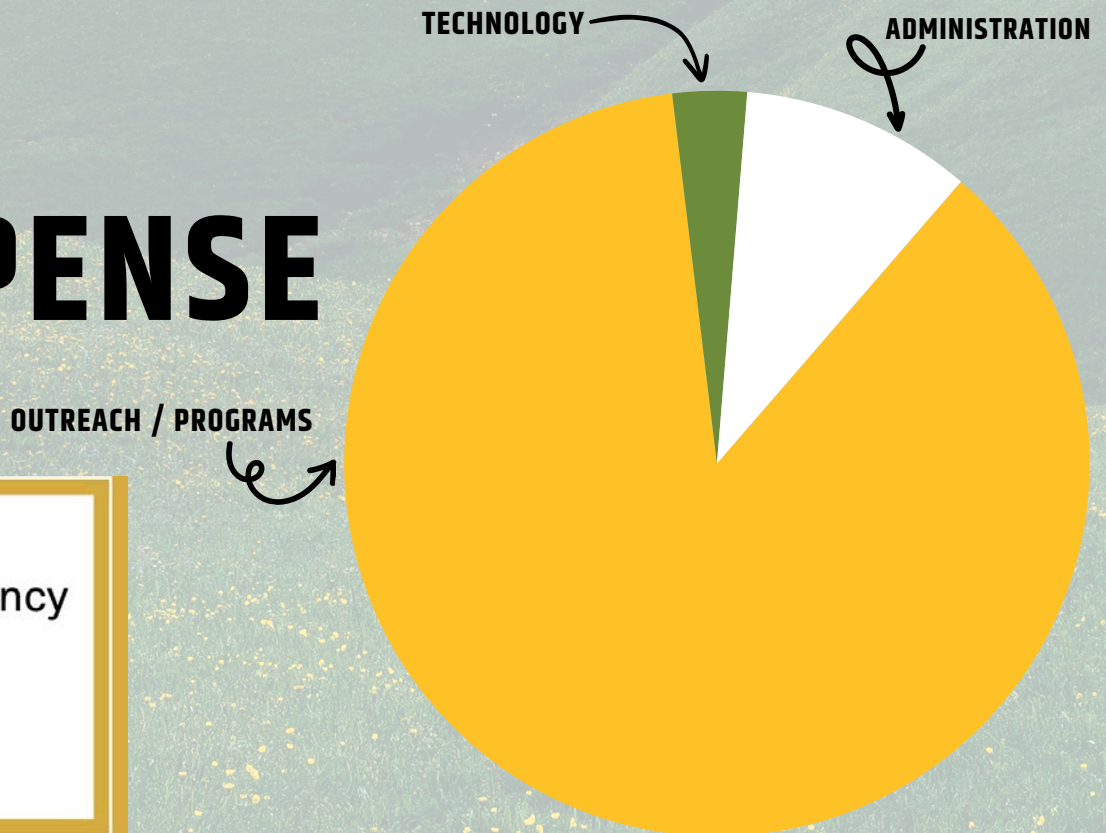
Entering its third year, the free PA Ag mentor program has successfully provided aid to hundreds of Pennsylvanians seeking ag-related advice. This free program was made possible by the following organizations:

- Horizon Farm Credit
- Center for Dairy Excellence
- Farm Progress American Agriculturist
- Pasa Sustainable Agriculture
- Pennsylvania Farm Link
- Penn State Extension
- SCORE

2023 BUDGET



EXPENSE



Gold
Transparency
2023

Candid.



MERCHANDISE PARTNERSHIP



**TOTAL DONATION
AMOUNT**
\$1,360

**TOTAL PIECES OF
MERCHANDISE SOLD**
136

Lightning Bug Gift Co. & Pennsylvania Farm Link partnered in fall of 2023 to design a limited edition "Support Pennsylvania Farms" shirt that was available for purchase in-store and online. Pennsylvania farmers showed their support by wearing "Support Pennsylvania Farms" merchandise on their family farms.

A portion of all proceeds went to support Pennsylvania Farm Link's mission to link farmers to the future.



MEGAN AND JASON AT WAY
FRUIT FARM



ASHLEY & LARRY OF
TUCKAWAY TREE FARM



THE HOLLEN FAMILY

THANK YOU

TO OUR SUPPORTERS

We owe a debt of gratitude to our sponsors, community supporters, and funding sources. Thank you to everyone who has supported our mission of linking farmers to the future.

In 2023, Pennsylvania Farm Link was awarded \$90,432 through the Northeastern Risk Management Education for Meat & Poultry Processing Grant. This grant allows us to offer free meat pricing & marketing programs and provide a subscription to Cornell's Meatsuite pricing tool, free of charge.

As an in-kind donation, Dauphin County Technical School filmed, edited, and produced Pennsylvania Farm Link's first promotional video. In addition to Dauphin County Technical School, we would like to thank Strites Orchard and Friends Farm for providing free filming locations for the promotional video.



INDIANA COUNTY
CONSERVATION DISTRICT



NORTHEAST
EXTENSION
RISK
MANAGEMENT
EDUCATION





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