



ANNUAL REPORT 2025



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New York State Vegetable Growers Association

New York Thoroughbred Breeders

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Northeast Dairy Producers Association

Upstate Niagara Cooperative

PRESIDENT FISHER'S MESSAGE

It's no secret that the strength of New York Farm Bureau comes from our members. Together, we are stronger. Together, we can navigate the challenges unique to agriculture. And together, we can help to create a powerful future for the next generation of farmers.

This focus on our members — and attracting future members — is the motivation behind our new Member Value Promise, comprising four pillars that represent what New York Farm Bureau can do for you. While they are in no particular order, as all are equally important, here's a brief summary of each pillar.

First is local engagement. We work hard to build strong relationships with local officials, ensuring agriculture has a respected voice. We empower you to be engaged with your communities — and, in turn, we regularly assist you with issues like agricultural assessments, environmental regulations, utility questions and much more.

Second is leadership development and networking. We help you grow, providing leadership training and helping you elevate your operation. Our events and programs bring members together, including our Young Farmers & Ranchers program, through which we cultivate young leaders.

Third is business solutions. We deliver practical tools and resources to help you manage risk, cut costs and make informed decisions. Our many member benefits and discount programs, helpful fact sheets, Workers Compensation Safety Group and legal referral services are all tools to help you succeed.

Finally, our fourth pillar is shaping policy. We are the only organization that uses a democratic process to create policy. Through this grassroots process, you have the power to shape the policies that impact your farm and the future of agriculture in New York — all while our public policy team works tirelessly to ensure your voice is heard.

We are excited to use these pillars as a framework in everything we do as we go forward. But even more importantly, we need you to share your stories with us and to be engaged. Sometimes, time away from the farm can be just as valuable as time spent on the farm.

As you read this Annual Report, I hope you recognize it as a representation of the hard work of our members, leaders and staff. I encourage you to engage with Farm Bureau at whatever level you can — in your county, in Albany or in Washington — and take advantage of the opportunities we provide to help you grow as leaders and advocates.

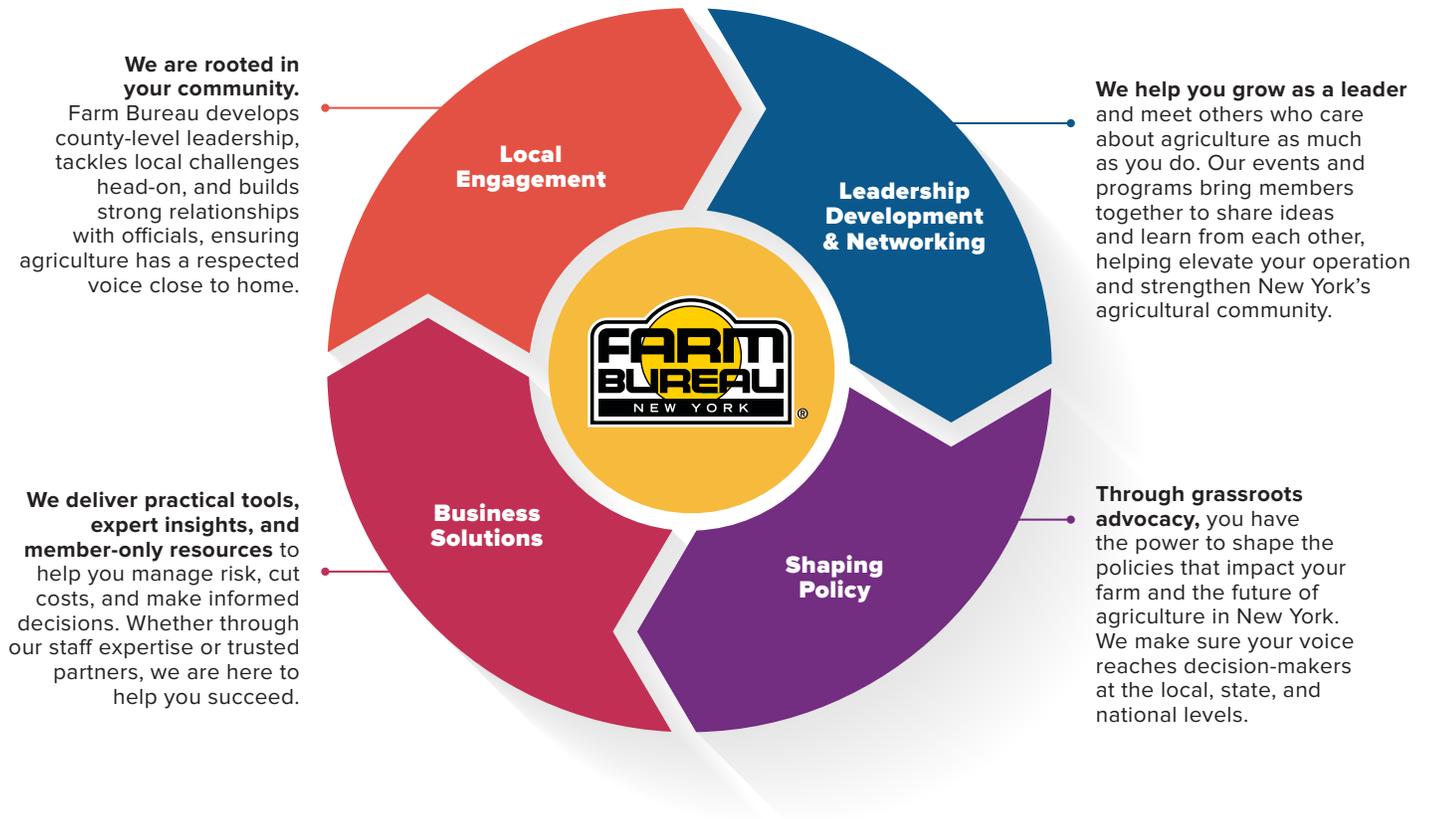


A handwritten signature in blue ink, which appears to read "David Fisher". The signature is fluid and cursive, with a prominent "D" and "F".

David Fisher, NYFB President

OUR MEMBER VALUE PROMISE

New York Farm Bureau believes every farmer deserves a strong voice, trusted support, and a connected community. As a member, you have a powerful voice in policy development and access to trusted expertise and business tools, meaningful local connections, and a statewide grassroots network committed to your growth and success.



WHAT OUR MEMBERS SAY

“By bridging the gap between NYS brewers and NYS agriculture, the Farm Bureau has enabled us to get the highest quality NYS ingredients available to use in our beer. As active members of the Ontario County Craft Beer Community, we can always rely on the Farm Bureau for support, ideas, information and to help us connect to local farmers and suppliers alike.”

— Felipe Higgins
Head Brewer, Other Half FLX

“Farm Bureau’s efforts in Albany brought property tax exemptions for temporary greenhouses, support for immigrant workers and funding for Experiment Station research. Membership is one of the best investments a greenhouse operator can make.”

— Mark Adams, Mark Adams Greenhouses, Inc.

“With running a farm and raising a family, we don’t have time to monitor what’s going on in Albany and D.C. New York Farm Bureau looks out for our interests and lets us know about legislation that may affect our way of life and our ability to feed the nation.”

— Nathan Blesy
Cattaraugus County Dairy Farmer

“One of our biggest expenses over the years was workers’ comp. Joining New York Farm Bureau’s Safety Group was one of the best moves we ever made. It cut our workers’ comp expenses in half.”

— Pete Goderie
Goderie Tree Farms



LEGISLATIVE SUCCESS

In December, NYFB celebrated the House passage of the Whole Milk for Healthy Kids Act, earlier passed by the Senate. This legislation allows schools the choice to serve whole, 2%, 1% and skim flavored or plain milk as part of school meals, overturning the 2012 rules that allowed only fat-free or 1% milk to be served in schools.

Empowering Innovation

For over a century, New York Farm Bureau has served as the state's premier advocate for the agricultural community. At its heart, NYFB is a grassroots organization; members directly shape our legislative priorities by proposing and voting on key policy positions. Beyond advocacy, we empower our members through exclusive networking, leadership development, and educational tools designed to drive the success of farms and agribusinesses alike. NYFB remains a steadfast force, ensuring a prosperous future for New York agriculture.



NATIONAL AWARD OF EXCELLENCE

NYFB was the winner of an American Farm Bureau Federation New Horizon Award — one of just six states to receive the honor, which recognizes new and innovative initiatives at the state level. Our winning submission outlined the tremendous growth and success of our State Annual Convention, which now attracts nearly 500 participants.



AFBF'S FUSION CONFERENCE

New York was well represented at AFBF's FUSION Conference in Denver, Colorado, which brought together more than 1,200 farmers and state Farm Bureau staff.

NYFB members from the Young Farmers & Ranchers Committee and the Promotion & Engagement Committee, together with the Cornell Collegiate Chapter, attended the conference to learn, exchange new ideas and network with farmers from across the country.

Connecting

Farmers and Lawmakers



NYFB-BRANDED BEER BENEFITS FOOD BANKS

Above: New York Farm Bureau announced its first-ever branded beer, AGRO-NYS. Proceeds of the sale of the limited-edition beer benefited food banks in Syracuse and Buffalo. The beer was made with all locally grown and donated ingredients, and the canning, labeling and label design were also donated.

Right: Young Farmers joined NYFB staff in Washington, D.C. to participate in an American Farm Bureau Fly In advocacy event. Members met with legislators and their staff on issues including farm labor, the farm bill, tariffs/trade policy and the impending Tax Cuts and Jobs Act. Shown, left to right: Michael McKay, Emily Ooms and Renee Ciardi.



LOBBY TRIP TO WASHINGTON, D.C.



Members of NYFB's public policy, communications and county manager teams toured several farms across the state, including Lathrop Farm in Chenango County.

Public Policy in Action

New York Farm Bureau's public policy team, aided by the hire of policy analysts Gabriella Taylor and Benjamin Pallack, had a busy year. We continuously met with legislators and staff, coordinated and lobby days and spoke at several press conferences. Our Taste of NY reception was highly attended, including a visit from Governor Hochul, and our members continued advocacy efforts by meeting with legislators during NYFB Lobby Day.

The state legislative session ended with multiple successes for New York agriculture. The final state budget extended the farm workforce retention tax credit to 2029 and added \$5 million to the farmworker housing revolving loan fund. Additionally, we successfully advocated for the fix to the farm employer overtime tax credit and made it retroactive for 2024 and 2025. We also successfully advocated to pay off the state unemployment insurance debt and fund universal school meals. Overall, we helped secure important state funding for agricultural research, commodity promotion, farmland protection, farm safety programs and more. And, we were able to stop the Extended Producer Responsibility Act and the TEMP Act.

We organized and attended summer and fall farm tours, including our Legislative Farm Tour in Rensselaer and Washington counties. More than 50 people attended, including state legislators, government officials and other staff.

On the federal level, we met with New York Congressional delegation members to advocate for sound regulatory reforms, and we invited NYFB members to several Washington, D.C. lobby events. Young Farmers & Ranchers participated in American Farm Bureau Federation's Fly-In in June, where they discussed the Farm Bill, trade and the reconciliation bill, later signed into law on July 4.

NYFB worked diligently to ensure that members received updates on federal issues, such as Highly Pathogenic Avian Influenza (HPAI), and hosted several webinars with other industry leaders. When there were federal cuts/funding freezes and when the regulatory tariffs were enacted, we gathered information from our members on how these actions impacted their farm businesses and relayed that information to the federal government.

We worked closely with AFBF to secure \$65.5 billion in farm program funding over the next 10 years in the One Big Beautiful Bill reconciliation bill (H.R. 1), and we supported many business provisions within the previous Tax Cuts and Jobs Act that were extended in H.R. 1. We continued to lobby for agricultural immigration reform that recognizes the unique needs of farms in the Northeast, especially H-2A program reform.

Our public policy team submitted regulatory comments on various proposed agency rules, including the OSHA Heat Injury & Illness Prevention Plan; the USDA Reorganization Plan; and the rescission of provisions within the Farmworker Protection Rule.

We also signed onto various letters sent to Congress on myriad topics and authored a letter supporting critical Cornell funding.

We thank our members for sharing policy ideas and participating in grassroots advocacy. Your work helps NYFB remain the voice of agriculture.



Gabriella Taylor



Benjamin Pallack



Above left: In early August, NYFB's District 8 hosted a fun night of baseball at Joe Bruno Stadium in Troy to see the Tri-City ValleyCats.



Above right: Greene, Otsego, Delaware, Schoharie and Sullivan counties won the Overall District Award. These counties led the state when measuring retention, new members and total members.

County Farm Bureau Relations and Development

The County Farm Bureau Relations and Development Department works as a resource to support the activities and operations of county Farm Bureaus, the building blocks of NYFB. Our staff members act as liaisons between the county Farm Bureaus and the state organization, providing leadership development education, public policy advocacy at the town and county level, member acquisition support and guidance. In essence, the department makes sure that county Farm Bureaus have the tools necessary to make a difference in their communities.



County Manager Mark James at the Farm Show in Syracuse.



St. Lawrence County Farm Bureau's Summer Picnic



Steuben County Rescue Tube Donation



Wyoming County Farm Bureau's County Annual Meeting

Member Engagement

AVIS

**Boldly,
NY.**
www.newyorkwines.org

Budget

CASE IH
AGRICULTURE

CAT

CHOICE
HOTELS

Cornell CALS
College of Agriculture and Life Sciences

DUNGAREES
carhartt | DE | ARIAT | J

FIELDLOCK

Ford

SG

GRAINGER
FOR THE ONES WHO GET IT DONE

GRIPP

JOHN DEERE

**JORDAN
ENERGY**
EMPOWERING PROGRESS

KEY
Est. 1908

Nationwide

**Office DEPOT
OfficeMax**

**RETAIL COUNCIL OF
NEW YORK STATE**

StoneX
Farm Advantage

**Syracuse
University**

WYNDHAM
HOTELS AND RESORTS

Membership is at the heart of our New York Farm Bureau. Our success lies in the strength of our members. As an organization, it's imperative that we remain focused on providing value to current members while planning for the needs of the farmer of the future.

We are excited about "Generations Strong" membership campaign, which is an integral part of our operational philosophy. The campaign goals are to prioritize member value, maintain high retention and provide effective tools to help attract new members.

We have significantly expanded our member savings and business solutions offerings. At the state level, our numerous partnerships with statewide organizations continue to successfully put dollars back in our members' pockets. Over the last 12 months we have added discounts with Office Depot, KEY Apparel, Dungarees, FieldClock and StoneX. These valuable programs have been consistently promoted in Grassroots and in our weekly e-news alerts, ensuring high member awareness and utilization.

The foundational shift we made in 2024 to an anniversary membership cycle has proven to be a major success in strengthening our retention efforts. Our efficient, effective and scalable renewal communication plan, branded as "No Member Left Behind," completed its second full cycle in 2025, successfully automating a robust and expanded an annual renewal process for each renewal month.

Renewing members consistently receive print, email and phone communications at strategic times. Our plan's primary objective remains to create easy and frequent opportunities for members to renew their membership and continue their commitment to New York Farm Bureau.

New York Farm Bureau remains committed to the success of farms of all sizes and commodities. Following our initial focus in 2024, we continue to promote specific, targeted value to different



Associate Director of Membership Development and Engagement Thomas Denman represented New York Farm Bureau at multiple trade shows around the state.

segments of agriculture across New York. Our robust suite of resources, including the continually updated membership toolkit, is empowering our members to effectively tell Farm Bureau's story and share the tangible value of our organization with others.

In addition to new collateral, we have further expanded our successful efforts to help County Farm Bureaus find success in membership recruitment. Building on our 2024 foundation, in 2025 we identified nearly 8,000 prospective members using advanced data analytics and helped counties develop hyper-localized outreach plans. This outreach has increasingly focused on featuring success stories, member testimonials and policy-related items particular to their commodity or farm type.

We have generated a sustained excitement around membership, which has us on a clear path to future growth success. We are committed to making 2026 a milestone year for membership growth and engagement.

Nationwide – Our Heritage Partner

For 14 years, New York Farm Bureau has partnered with Nationwide® to deliver meaningful value to our members. This long-standing collaboration enables us to offer comprehensive risk management solutions, farm legacy planning tools and access to industry-leading insurance products.



With Nationwide’s support, NYFB has strengthened our membership campaigns and significantly enhanced the effectiveness of our Workers’ Compensation Safety Group. This partnership has contributed to record membership growth, renewed member engagement and a more strategic, results-driven approach to Safety Group sales.

As the needs of New York’s agricultural community continue to evolve, Nationwide’s solutions evolve with them. Together, Nationwide and New York Farm Bureau are building a future that prioritizes our members while promoting long-term growth, stability and resilience across the agricultural sector.



Nationwide Chairman of the Board Jeff Zellers, right, joined colleague Tim Phlegar, AVP, Sponsor Relations, in a visit to an NYFB board meeting in August.



Amy Maxwell received the Golden Owl award during the New York FFA State Convention.

Maxwell Named Golden Owl Winner

Salem Central School agricultural teacher and FFA advisor Amy Maxwell has been honored as the 2025 Golden Owl Award® New York Agricultural Educator of the Year. Known for her passionate teaching style and unwavering dedication to her students, Maxwell has become a pivotal figure in her community and the wider ag education landscape.



In New York, the Golden Owl Award, presented by Nationwide in collaboration with New York FFA and New York Farm Bureau®, honors outstanding ag educators who inspire their students, foster leadership and advocate for agriculture. Maxwell is one of 13 educators named their state’s 2025 Ag Educator of the Year.

LOCAL ENGAGEMENT 2025

8.3 million
pounds of food
donated to Harvest
for All, plus 250
volunteer hours

120
County Farm
Bureau
events
across the
state

\$88,000
donated to community activities,
such as FFA, 4-H and food banks

\$40,000
awarded in youth scholarships

Communications

NYFB received two national awards at the 2025 American Farm Bureau Federation Communications Conference: Best E-Newsletter for our weekly news digest and Best Social Media Campaign for our Share the Road campaign.

From left: Terri Moore, Vice President of AFBF Communications, with Brooks Brown and Amanda Powers in Kansas City.



1,249

press mentions

266,000

videos viewed on social media

1.7 million

people reached on social media

80,712

people engaged on social media



In 2025, NYFB's podcast **NewsBytes** was revived and six episodes were produced. Above: NYFB Director of Communications Amanda Powers, left, speaks with Maureen Ballatori for the podcast at New York Kitchen in Canandaigua.

Over the course of the past year, the NYFB Communications Department has seen significant growth. We have increased our social media engagement, thanks to careful partnerships and compelling, relevant content. We focus our work on not only promoting the mission of New York Farm Bureau, but also on growing membership in new and interesting ways. For example, we appeal to younger audiences by posting short videos more frequently, and we continue to represent a variety of commodities through our podcasts and our longer-form videos.

Because we want to be sure we are communicating with our members in the most efficient ways possible, we devised a survey that was sent to the entire membership. Perhaps unsurprisingly, about 67% of respondents said they preferred digital communications from NYFB, while about 26% said they preferred print. Nearly 60% reported that they read every issue of the bimonthly *Grassroots* newspaper, and some members expressed strong opinions

about their preference of either the print or digital version.

Our media coverage continues to grow, with 1,249 press mentions throughout the year. We conducted several media interviews with print, radio and TV outlets, including major outlets such as the New York Times and CBS. And, our social media presence is gaining strength, with strong engagement in campaigns like "Share the Road" and in organic content.

We created sponsored content for the popular "Empire Report," an Albany publication for legislators, and we penned op-eds on behalf of NYFB Board President David Fisher.

In the year ahead, we plan to use the data from the survey to streamline our communications by writing shorter articles and using more photos in Grassroots; condensing weekly alerts; and targeting news information to specific commodities.

We will keep members apprised as we continue to evolve with the changing demands of communications.

Safety Group 486

NYFB Safety Group 486 has served NYFB members' business needs for workers' compensation since 1967. The second largest safety group in New York State, Safety Group 486 offers coverage for 23 agricultural class codes, covering many ag-related businesses.

This year, our Safety Group 486 team, under the direction of Michele Bates, expanded with the hire of Mark Crawford as Associate Director of Workers' Compensation Insurance Services and Clayton Bastiani as Customer Service Representative.

Benefits include a 25% upfront discount, free risk-control services through NYSIF, licensed professional staff to assist with all aspects of your policy, and an annual dividend averaging 42% over five years. The 2024 dividend returned over \$7.6 million to 2,077 policyholders.

We also provide Disability and Paid Family Leave coverage and Other States Coverage (OSC) through NYSIF with a New York workers' compensation policy.

Continued decreases in workers' compensation rates alone make Safety Group 486 a competitive and cost-effective option for your business. The additional 25% upfront discount and 42% average dividend can result in significant savings.



Mark Crawford



Clayton Bastiani



Left to right: 2025 FUSION Ambassadors Carly Hullana (CA), Brooklyn Greene (KY), Jaden Maze (IN), Savannah Sinclair (TX) and Gabriella Taylor (NY).

Taylor Represents NYFB in AFBF Fusion Conference

The Farm Bureau FUSION Conference brings together over 1,000 volunteer leaders from the three Farm Bureau program areas — Promotion & Engagement, Women's Leadership and Young Farmers & Ranchers — to learn, share and grow together to build a stronger Farm Bureau.

NYFB's Gabby Taylor was named one of five national FUSION ambassadors,

Taylor said, "Participating in the Discussion Meet at FUSION in Denver was an incredibly meaningful experience. I found myself surrounded by thoughtful, passionate young leaders who were eager to tackle some of the biggest challenges facing agriculture today. The competition encouraged me to step outside my comfort zone, think more critically, and really listen to different perspectives.

"One of the things I appreciated most was the chance to connect with other competitors from across the country. Everyone brought something unique to the table, shaped by their own backgrounds and experiences.

"I had some incredible conversations about what agriculture looks like from state to state. Even though we were competing, there was a real sense of encouragement and shared purpose. I came away with new friendships, fresh ideas, and a deeper appreciation for the importance of collaboration in this field.

"FUSION reminded me that the next generation of ag leaders is full of energy, insight, and drive — and I'm grateful to be a part of it."

MEMBER SAVINGS 2025

\$7 million

paid in dividends to Workers' Compensation Safety Group 486 members

2,126

members enrolled in Safety Group 486

\$500,000

saved by members through NYFB's discounts on equipment and services

Young Farmers & Ranchers



In July, a YF&R group gathered in Geneva for a day of learning, connection and great food. From farm tours to conversations about business and history, these experiences help young farmers grow their skills and strengthen our agricultural community.

The New York Farm Bureau Young Farmers & Ranchers (YF&R) program continues working to offer programming to our state's young farmers and agricultural professionals. Our state committee meets virtually on a monthly basis to discuss program planning.

This year's annual in-person committee meeting was held at StaCon, where committee members participated in the Myers-Briggs Type Indicator (MBTI), a psychological assessment that identifies an individual's personality type. The MBTI aims to help people understand their natural preferences and those of others for better communication and relationships.

The state committee continues to work in conjunction with the Harvest for All program through American Farm Bureau Federation by volunteering their time to regional food banks and collecting donated goods. During our 2025 annual leadership conference the committee, along with conference attendees packed over 500 snack bags containing items donated by the YF&R program for the Boys and Girls Club of East Syracuse weekend backpack program.

The group partnered this year with Nationwide Insurance to offer informational webinars on topics like agritourism and agricultural crime

prevention. Our summer programming included a policy picnic and farm tours in the Finger Lakes Region.

Several of our NYFB young farmers, including our 2025 Collegiate Discussion Meet contestant from Cornell University, attended and AFBF Fusion conference in Denver, CO. Young farmers from across the state participated in monthly AFBF YF&R connect calls to learn more about programs for young farmers and different commodities, and to network with other young farmers from across the country.

NYFB is happy to announce a new collegiate chapter at Alfred State College. The YF&R Committee works with four active collegiate chapters: Cornell, SUNY Cobleskill, Alfred, and SUNY Morrisville. The chapters conduct regularly scheduled meetings, participate in campus events, and provide other activities for students, including farm tours and attendance at NYFB events. The NYFB YF&R programs continue to support the youth involved in New York State FFA and 4-H chapters. This spring our NYFB YF&R chair had the honor to speak at the New York State FFA 100th Annual Convention during the prestigious Empire Degree Luncheon, sponsored by the NYFB YF&R program.



New York Farm Bureau was proud to sponsor the 100th New York FFA Convention and the Empire Degree Luncheon, where Rich De Meyer, chair of the NYFB Young Farmers and Ranchers Committee, delivered remarks celebrating a century of FFA leadership.

Promotion & Engagement

It was an exciting year of transition, growth and leadership changes for the Promotion & Engagement Committee. Mallory McCullouch stepped into the role of P&E Chair. Laurie Beach, NYFB Director of Events & Development, assumed the role of coordinator. We thank Bill Zalakar, who transitioned to Executive Director of Long Island Farm Bureau, and Renée St. Jacques, who was promoted to director of NYFB's Public Policy Department, for their service and dedication.

Throughout 2025, P&E members were actively engaged across the state, supporting signature programs and events including Ag Literacy Week, NYFB scholarships, Ask a Farmer, FUSION, and the committee's StaCon fundraiser, the "Sow You Think You Know" trivia game.



Mallory McCullouch



Laurie Beach

Ask a Farmer



NYFB's Bill Zalakar, center, joined the P&E Committee in New York City to try out the new "Ask a Farmer" program. The group engaged the public in conversations about where their food comes from.



County Farm Bureau Relations & Development Director John Wagner hosted "Sow You Think You Know?" at StaCon.

NYFB Youth Scholarship Winners



Jack Beyer



Anna Maxwell

Jack Beyer of Lowville, NY, was the first-place youth scholarship state winner. Anna Maxwell of Cambridge, NY was the second-place winner.

Food & Farm Experience

In mid-October, New York Farm Bureau hosted the Food & Farm Experience (FFX), a two-day program in Cattaraugus County for 30 school guidance counselors. Through on-site visits, counselors learned firsthand about the wide range of careers in agriculture, including farming, agri-tourism and manufacturing. One participant noted, "This was one of the best counselor programs I have attended... I had no idea how many different career opportunities were involved in agriculture." Below: A tour of Gutchess Lumber.



NYFB's Legal Resources

NYFB's Legal Service and Referral Plan continues to assist members who may be in need of legal counsel. This includes members who have legal questions or concerns and are looking for attorneys who specialize in the area of law that matches their needs. This past year the free referral program provided information to 23 NYFB members who called the state office. As part of the program, participating attorneys offer Farm Bureau members a 15% discount off their fees. We were pleased to add two more law firms to our Service in 2025.

NYFB continues to grow the Legal Defense Fund to be ready to protect farmers' rights in the legal arena. The Fund is utilized in cases that involve a Farm Bureau policy issue and stand to have a far-reaching effect on agriculture and impact farmers throughout the state.

In response to an increase in raids and other ICE activity, in 2025 we worked with outside counsel to update NYFB's immigration guide, now the Farmer's Guide to Immigration Worksite Enforcement: An Employer's Rights and Responsibilities. This new version provides an overview of federal laws and regulations related to ICE and immigration laws, various definitions, and an explanation of the general authority of ICE officers and their authority to conduct searches, including permissible conduct by an ICE/CBP officer and what to do after an ICE raid.

We continue to offer the Farmer's Guide to Truck and Implement Laws and Regulations, a comprehensive guide which provides an overview of the myriad of New York State and federal laws and regulations related to farm vehicles and implements. Topics include licensing, registration of both farm plate and agricultural vehicles, general vehicle regulations, farm implements and equipment, alcohol and drug testing requirements, and more.



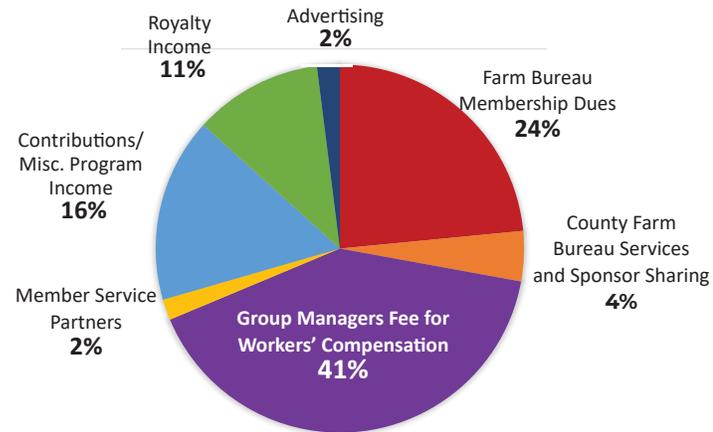
LINC Conference in Geneva

In June, NYFB hosted the Legal Information and Networking Conference (LINC) and Environmental Issues Conference (EIC) in Geneva, NY, bringing together Farm Bureau staff from across the country to discuss pressing legal and environmental challenges in agriculture.

BY THE NUMBERS:

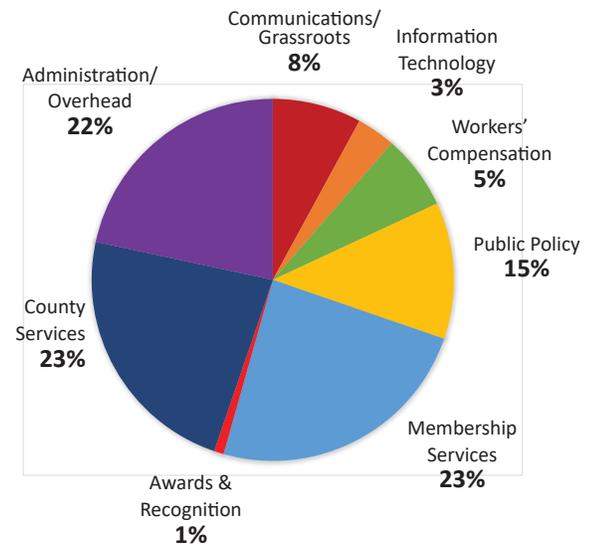
Revenue based on FY 2025

(includes Farm Bureau and Member Services)



Expenses based on FY 2025

(includes Farm Bureau and Member Services)



NYFB ADVOCACY 2025

\$6 million
in ag promotion
in the State
Budget from our
lobbying efforts

1,300
legislative bills
monitored

\$16 million
in agriculture
research in the
State Budget
from our
lobbying efforts

2,606
e-lobby
letters sent to
legislators
by members

\$105 million
in farm environmental programs
in the State Budget from our
lobbying efforts



YF&R Committee member Christain Lewis at the State Annual Meeting



NYFB President David Fisher and AFBF President Zippy Duvall



Distinguished Service to Agriculture Award winner Eric Ooms

State Annual Convention

A Growing Legacy of Leadership and Engagement

New York Farm Bureau's State Annual Convention (StaCon) has evolved into a flagship event that educates, engages and empowers members while strengthening the organization's grassroots foundation. Once focused primarily on conducting official Farm Bureau business, StaCon has been transformed through strategic planning, member feedback and a commitment to innovation into a dynamic professional development and networking experience that helps cultivate future leaders.

The creation of a Director of Events and Development role brought professional structure, year-round strategy and a clear vision for growth. New elements, including a formal workshop Request for Proposals process, dynamic keynote sessions and the launch of the Mini-



Keynote speaker Maureen Ballatori

Grant Challenge, have strengthened engagement and delivered practical, member-driven outcomes that support farms and communities.

Growth in both sponsorship support and attendance over the past two years reflects how strategic vision and collaboration

have successfully revitalized StaCon and reinvigorated this long-standing tradition.

In recognition of this transformation, New York Farm Bureau was named the winner of the American Farm Bureau Federation's New Horizon Award, a national honor celebrating innovative state programs that drive member engagement and organizational growth. We are proud of StaCon's continued momentum and look forward to its ongoing success.

First Annual Mini-Grant Challenge a Major Success

In 2025, NYFB members were invited to submit a project idea that would improve the resilience or profitability of their ag business.

The NYFB Mini Grant Challenge gave members a chance to win \$2,500 or \$5,000, to support improvements that boost resilience or profitability to their operations.

Finalists pitched their ideas live at the NYFB State Annual Convention.

The first place winner, David Campbell, won \$5,000 for Pioneering sap-chilling technology to support climate-resilient maple production.

The second place winner was Mary Jeanne Packer. She will use her \$2,500 prize to expand the fine wool processing capacity of her business, Battenkill Fibers. Runners up were Patrick Barczys, Connor Alan Howley and Austin Fargnoli.



NYFB Members Volunteer for Ag in the Classroom

In March, NYFB members brought agriculture into the classroom during Ag Literacy Week. Katie Hill, Cattaraugus County Farm Bureau Promotion & Education Committee chair, and Tess McKinley, Steuben County Farm Bureau Promotion & Education Committee chair read "The Pie that Molly Grew" by Sue Heavenrich. The book helped students understand where their food comes from. Steuben County Farm Bureau also supported Ag Literacy by donating books to local schools.



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linkedin.com/company/new-york-farm-bureau