ALL KINDS OF PEOPLE... AND EVERY ONE A LEADER

Every two years, 24-30 men and women from varying backgrounds are brought together to form a new LEAD New York class. They quickly become immersed in the latest trends, issues, perceptions and technological advancements in food, agriculture and natural resources, and get hands-on experience through facility tours, seminars, out-of-state and international programs and face-to-face meetings with industry leaders.

Upon completion, participants are well-qualified to serve in a variety of leadership roles that address many of today’s complex and challenging issues. By so thoroughly preparing these individuals and instilling a commitment to the overall advancement of the industry, LEAD New York is able to consistently turn out graduates who can, and do make a difference.

Of the more than 400 LEAD New York alumni:
- 90% are involved in state or local agricultural/community organizations
- Many are corporate officers or board directors
- Dozens serve in public positions, from local governments to the NY State Assembly
- Many others have applied their knowledge to entrepreneurial enterprises, consultant services or government agencies.

Clearly, LEAD New York graduates are making meaningful contributions in virtually every segment of the food, agriculture and natural resource industries.

“We incorporate the LEAD New York program into our training and development strategy and view it as one of the key leadership development opportunities for employees with high potential.”
—William J. Lipinski, President & CEO, First Pioneer Farm Credit, ACA

“LEAD broadened my perspective of the agricultural industry beyond my own niche, and allowed me to realize other business opportunities.”
—John Noble, Partner, Noblehurst Farms

“LEAD New York is the best investment New York agriculture can make. The time and money spent was inconsequential compared to the everlasting experiences, contacts, and confidence I gained. These assets will benefit me personally and professionally long after graduation from the program. LEAD New York gave me the skill set, along with the mindset, to be a leader and passionate advocate for New York’s farmers.”
—Jessica Chittenden-Ziehm, Executive Director, NY Animal Ag. Coalition

Help keep New York’s food and agricultural industry growing strong.

LEAD New York
Cornell University
275 Warren Hall, Ithaca, NY 14853
(607) 255-7907
www.leadny.org
THE PROVEN WAY to cultivate new leaders

Across New York State, few industries touch more lives every day than the food and agricultural system. Encompassing a broad spectrum of agribusinesses, manufacturers, lenders, retailers, growers, shippers, educators, marketers and others, the industry represents a crucial element in the ongoing success and quality-of-life for millions of people. Such an important, complex web requires strong, skilled leadership—the kind of leaders who have been graduating from the LEAD New York Program for the past three decades.

Your help is needed to keep this successful program growing strong. Any contribution you make will directly benefit LEAD New York participants, which in turn benefits us all.

LEAD New York Needs Your Help

As shown in this budget chart, tuition covers only a small portion of our actual operating expenses. Your contribution is essential to keep the program—and the food and agricultural industry—growing strong. Please send your contribution or pledge today!

A growing program with growing expenses

As a not-for-profit organization, LEAD New York must continually seek out new sources for funding. Participant tuition is kept as low as possible as 80% of the cost of participation is offset by private donations and funding from the College of Agriculture and Life Sciences at Cornell University.

The support of alumni, friends, foundations and corporations is essential for the program to maintain its presence as a cost-effective, career-enhancing opportunity for tomorrow’s leaders. Over $100,000 in additional funding is needed annually to underwrite the various workshops and classes which are so fundamental to the LEAD New York experience.

Every gift is important, as the accompanying table shows. We would be happy to discuss with you planned giving, endowment contributions, and other ways we may be able to better facilitate your contribution. Major corporate donations ($10,000 and up) may also be designated for specific session sponsorships.

When you make a tax-deductible contribution to LEAD New York, you are making an invaluable investment in people, communities, and the future of the entire food, agriculture and natural resource industries.

Endowment Opportunities

Some donors prefer not to revisit the issue each year, and have opted to establish endowment funds in their name instead. Please contact the LEAD New York office for more information or to discuss this high-return option. Regardless of whether you have benefited directly or indirectly from LEAD New York, we need your support to continue to offer the highest-quality training to our participants. Contributions are tax-deductible, and Cornell alumni receive class credit for donations made to LEAD New York. We accept checks (payable to LEAD New York) and donations by credit card. Please complete the attached donation form and mail your contribution today, or call the LEAD New York office to discuss a sponsorship or an endowment.

“My LEAD NY experience was more valuable to me than my four-year college degree.” —Meg Schader, Co-Owner, Wake Robin Farm

YOUR DONATION...HOW IT HELPS...

Donation What it typically covers
$100 Meals for one class member for a typical 3-day session
$250 Lodging for two class members for a typical 3-day session
$500 Charter bus tour of various local agribusinesses
$1,000 Half-day workshop
$2,500 Full-day facilitated workshop or A keynote speaker – OR – A major bus charter (e.g. Long Island tour)
$5,000 Group travel to an out-of-state destination (such as Ottawa or Washington, D.C.)
$10,000 Full sponsorship for a typical 3-day session
$25,000 Full sponsorship for a major out-of-state session
$50,000 Sponsorship for a major study trip

YES, I recognize the tremendous value of the LEAD New York Program and wish to support it with a gift of...

☐ $100 ☐ $250 ☐ $500 ☐ $1,000
☐ Other $ ___________

I have enclosed a check.
Please charge my ☐ YES ☐ NO
Acct. # ____________________________
Expires ______/_______

This is a ☐ personal gift ☐ corporate gift
Does your employer match gifts? ☐ Yes ☐ No
We are interested in sponsoring a LEAD NY workshop session or event.
I pledge to make future payments: ☐ Yes ☐ No
$______ on ______/_______ (date)
$______ on ______/_______ (date)

Name ____________________________
Company ____________________________
Address ____________________________
City ____________________________
State __________ Zip __________
Phone ____________________________
Email ____________________________

Please call (607)255-7907 for details on planned giving to our endowment fund, or to discuss any other ways we may better facilitate your donation. For details on tax-deductibility and guidance on the contribution of real estate, annuities, etc., please consult your financial planner.

Detach and mail this completed form along with your contribution to: LEAD New York, Cornell University, 275B Warren Hall, 137 Reservoir Ave., Ithaca, NY 14853