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 and agriculture, and get hands-on experience through facility tours, seminars, out-of-state and international programs and face-to-face meetings with influential figures.

Upon completion, participants are well qualified to pro-actively take on today’s complex economic, political and social systems. 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 370 LEAD New York alumni:

- 90% are involved in state or local agricultural/community organizations
- 140 are corporate officers or board directors
- Over 50 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 can be found making meaningful contributions in virtually every segment of the food and agricultural industry.

“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. Those assets will benefit me personally and professionally long after graduation from the program. LEAD New York gave me the skill set, along with the mind set, to be a leader and passionate advocate for New York’s farmers.”

Jessica Chittenden-Ziehm
Director of Communications
NYS Dept. of Agriculture & Markets

“My LEAD contacts are invaluable as we develop our legislative agenda for the good of New York’s Agricultural Industry.”

Julie Suarez
Director of Public Policy
New York Farm Bureau

“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

“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

“Cornell Cooperative Extension enjoys a close working relationship with LEAD New York. The excellent curriculum in this educational program provides participants with a local-to-global perspective of leadership opportunities in the New York agricultural community.”

Helene B. Dillard, Ph. D.
Director
Cornell Cooperative Extension

Endowment Opportunities

Some donors prefer not to revisit the issue each year, and have opted to establish endowment funds in their name instead. A minimum contribution of $10,000 can establish an endowment in your organization’s name and the income from that endowment will benefit the program and your business - in perpetuity. 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.

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

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!

Questions?

Call (607)255-7907 or visit www.leadny.org

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 ______

A CHECK IS ENCLOSED

PLEASE CHARGE MY

- VISA
- MASTERCARD

ACCT. NO. __________________________

EXP. __/____

SIGNATURE __________________________

I PLEDGE TO MAKE FUTURE PAYMENTS $ ________ ON ________ (DATE)

WE ARE INTERESTED IN SPONSORING AN EVENT.

THIS IS A

- CORPORATE GIFT
- PERSONAL GIFT

DOES YOUR EMPLOYER MATCH GIFTS?

- YES
- NO

NAME _______________________________________

COMPANY _________________________________

ADDRESS ________________________________

CITY _________________  STATE ____________

ZIP ____________  PHONE __________________

EMAIL __________________________________

SIGNATURE ______________________________

DATE __________________

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, Academic Surge B – 182, 220 Tower Rd., Ithaca, NY 14853