





# *Saving the Land that Sustains Us...*

American Farmland Trust (AFT) is the first and only national nonprofit membership organization dedicated to helping America's farmers and ranchers protect their

land, produce a healthier environment and build successful communities.

Founded in 1980 by a group of farmers and conservationists concerned

about the rapid loss of farmland to development, American Farmland Trust is the nation's leading advocate for healthy farms, healthy food and a healthy environment.

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*INSET: Hiu Newcomb of Potomac Vegetable Farms in Vienna, Virginia*

*BACKGROUND: Cornfield near the mountains in New Mexico*

# From the Leadership

For nearly 30 years, American Farmland Trust has taken a practical approach to helping farmers and ranchers save farmland and protect the environment. At the time of our founding, not many people worried about the loss of farmland, and there were only sporadic efforts to protect working lands. American Farmland Trust led the effort to make farmland conservation an item on every state's agenda and a key element of national farm policy. Our work has helped ensure that more than a million acres of farm and ranch land stay green and productive.

Now, as agriculture evolves to meet the needs of the 21st century, American Farmland Trust is evolving along with it. In addition to our core work saving the land, we have two new programs that help farmers and ranchers solve some of the nation's greatest challenges. *Agriculture & Environment* works to address major environmental challenges like climate change and water quality, while *Growing Local* helps meet the ever-growing demand for local food.

At this critical moment in history, American Farmland Trust

is uniquely positioned to help farmers and ranchers address major agricultural and environmental issues. People call on us for our ability to bring disparate groups together to work out solutions for the common good. Our efforts carve a path to a viable future, a future in which we can enjoy fresh food on our tables, the pleasure of an open country road, the security of clean water and unpolluted habitats.

But we can't succeed without your help. Because of American Farmland Trust's work over the past 30 years, American farmland is safer and healthier. With your continued support, the most important achievements are yet to come. Thank you.



Jon Scholl



John Winthrop, Jr.

JON SCHOLL  
*President*

JOHN WINTHROP, JR.  
*Chair*



*Trout fishing in Bohemian Creek, which passes through farmland near La Crosse, Wisconsin*

## Successes

In 2008, American Farmland Trust's *Agriculture & Environment* program found innovative ways to help farmers and ranchers cost-effectively address the environmental challenges of water quality and climate change.

◆ With the help of American Farmland Trust's "BMP Challenge," corn growers in the Midwest and Mid-Atlantic were able to reduce their fertilizer rates while maintaining profits (applying, on average, 23 percent less nitrogen on their fields). The BMP Challenge helps farmers implement conservation practices that reduce soil erosion, improve water quality and fight climate change.

◆ In Washington state, new American Farmland

Trust-supported legislation will help develop ecosystem markets that allow farmers and forest landowners to "sell" environmental services. We are working in the Pacific Northwest and around the country to implement such markets, which hold immense promise for improving the environment and the profitability of agriculture.

◆ Our *Mid-Atlantic Clean Water Initiative*, launched to improve water quality in the Chesapeake Bay, began work with farmers in Maryland, Pennsylvania and Virginia to reduce nutrient run-off. We also launched efforts to improve water quality and strengthen agriculture in the Ohio River basin (which covers portions of 14 states) and Minnesota's Sauk River watershed, through the creation of regional water quality trading systems.

◆ American Farmland Trust held workshops around the country to successfully engage farmers and ranchers in the federal climate change legislative debate. Through our work on California's Climate Plan consortium and Roundtable on Agriculture & Environment, we advocated for strong climate change policies that save farmland and reduce greenhouse gas emissions.

◆ Grants awarded through our integrated pest management (IPM) program helped growers reduce or eliminate highly toxic pesticides on berry crops in the Pacific Northwest, potatoes in Idaho, horseradish in Illinois, raspberries in Minnesota, tree fruit in Michigan and cucumbers in Wisconsin.

# Agriculture & Environment



American Farmland Trust believes strongly in the power of farmers and ranchers to help solve the nation's environmental challenges. As stewards of nearly half the land in the continental United States, farmers and ranchers are critical partners in addressing environmental issues, from water quality to climate change. Studies demonstrate that farm conservation practices are among the most cost-effective ways to improve degraded waterways and reduce greenhouse gas emissions.

Our *Agriculture & Environment* program helps the nation's farmers and ranchers “grow green”—addressing environmental issues in ways that keep our environment healthy and create new opportunities for agriculture. Our work to develop innovative “ecosystem markets,” for instance, compensates farmers and ranchers for providing cleaner water and air, wildlife habitat,


carbon sequestration and other environmental benefits.

For nearly 30 years, American Farmland Trust has promoted farming practices that are environmentally responsible while economically practical. Our efforts have earned the respect of farmers and ranchers, and we have developed strong partnerships with key legislators and organizations, from agricultural to environmental groups. These relationships help us to be effective, whether we're working with farmers in the field or pursuing conservation policies in the corridors of Congress.

With your support, we can continue to lead the way in helping farmers and ranchers address the most pressing environmental and resource challenges of our times.

—JIMMY DAUKAS

*Managing Director, Agriculture & Environment*


[www.farmland.org/environment](http://www.farmland.org/environment) 

# Growing Local

Without local farmland, there is no local food. American Farmland Trust is working with farmers and communities to make fresh food from local farms a reality for everyone.

At farmers markets, restaurants, grocery stores and cafeterias across the country, people are searching for healthy food grown by nearby farms. Farms selling food directly to their customers have reported an increase in sales of nearly 50 percent since 2002. As the demand for local food soars, meeting the demand requires more farmland growing local food.

*Growing Local* is American Farmland Trust's new initiative to sustain local farms and farmland while strengthening America's food and farming system. Our vision is one of U.S. towns and cities surrounded by healthy farms and farmland, with thriving networks and infrastructure in

[www.farmland.org/growinglocal](http://www.farmland.org/growinglocal) 



place to connect farmers with consumers.

To achieve this vision, we are raising awareness about the importance of local farms and food and the threats to urban-edge farmland where most of our fruit and vegetables are grown. We are sharing our knowledge, gained from three decades of planning for agriculture and protecting farmland from urban sprawl. And we are fighting for better food, farm and land use policies, from Washington, D.C., to statehouses and town halls across the country.

As we often say at American Farmland Trust: "No farms, no food." Please join us in our fight to save the land that sustains us! Your support can help us guarantee that our nation has healthy farms, healthy food and healthy communities for generations to come.

— JULIA FREEDGOOD

*Managing Director, Growing Local*

*Elizabeth Keen harvests vegetables at Indian Line Farm, a fruit and vegetable CSA in South Egremont, Massachusetts*





## Successes

American Farmland Trust works with farmers and communities to “grow local” by saving farmland, improving the outlook for agriculture and meeting the burgeoning demand for local food. Here are a few of our successes in 2008.

◆ A report co-authored by American Farmland Trust, *Sustaining Agriculture in Urbanizing Counties*, studied urban-edge counties across the country and uncovered the evolving mix of conditions needed to keep farms near metropolitan areas healthy and viable.

◆ Model ordinances we drafted for New Jersey’s Burlington

County, a historic farming area in the shadows of Philadelphia, helped the county make locally grown food available for citizens who might otherwise not be able to afford it.

◆ In California, our work with San Francisco Mayor Gavin Newsom’s Bay Area Urban Rural Roundtable helped city and agricultural leaders design a plan that expands markets for local farmers and improves the connection between farms and consumers.

◆ American Farmland Trust led tours of officials and conservationists to the east end of Long Island, New York, to demonstrate how an urban-edge farming

area under threat of development can protect farmland and support its source of local food.

◆ Our work in the Lowcountry region of coastal South Carolina explored ways to attract new farmers to the area, where there is a high demand for local food at the same time farms are disappearing due to rising land prices and other growth pressures.

◆ To spread the message about the importance of our nation’s farms, we distributed more than one million “No Farms No Food” bumper stickers online and around the country at farmers markets, state capitols, and the Farm Aid concert.

## Successes

American Farmland Trust leads the charge to help states, local communities and the federal government build and support programs that protect the nation's farm and ranch land. Here are a few of our successes in 2008.

◆ American Farmland Trust launched a new campaign to protect Wisconsin's working lands in 2008, achieving an important early success when Governor James Doyle endorsed a crucial set of farmland protection strategies at the end of the year.

◆ Years of work strengthening farmland protection efforts in New York paid off when the state's Farmland Protection Program received \$35

million, the largest amount ever dedicated to farmland protection in the state, which will help protect the largest single amount of acreage in the program's 11-year history.

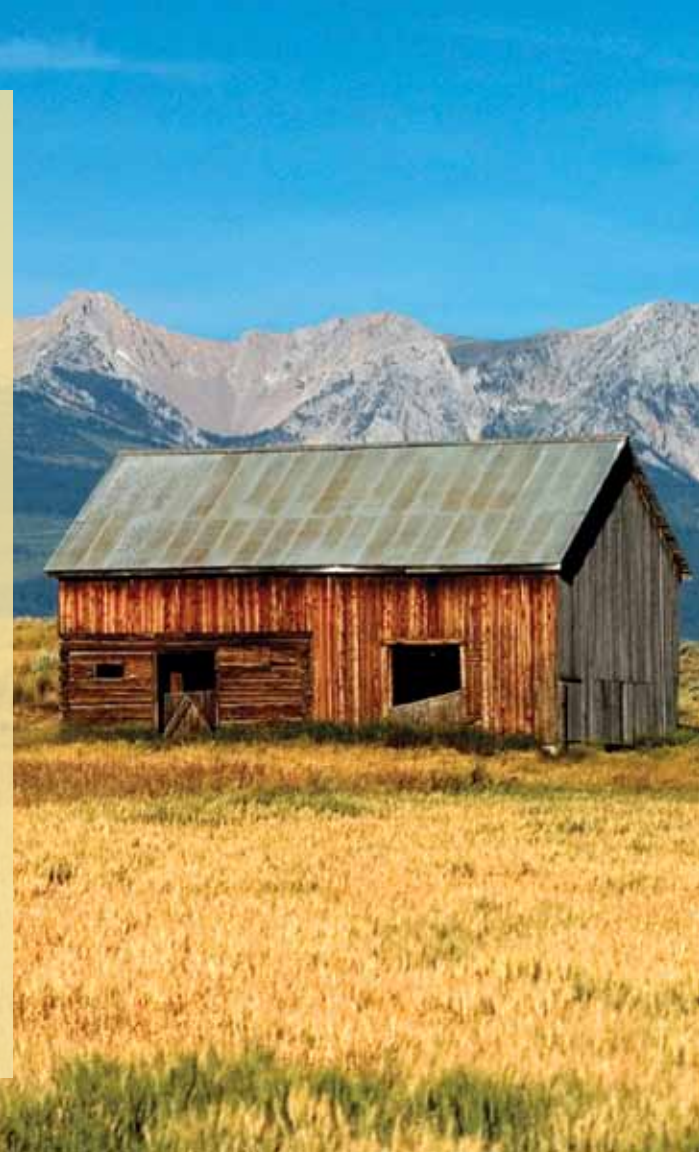
◆ Great news for farmland and the environment in Ohio: the American Farmland Trust-backed campaign to pass the Clean Ohio Bond Fund succeeded when nearly 70 percent of Ohio voters approved the bond, which pays for farmland preservation, brownfields cleanup, green space projects and recreational trails.

◆ The Texas Agricultural Land Trust, established with critical support and technical advice from American Farmland Trust, received its official charitable non-profit status

and began protecting properties, including a 5,000-acre ranch in the Texas Panhandle.

◆ In California, the passage of Senate Bill 375—backed by American Farmland Trust—fundamentally changed the rules for land development in favor of smarter growth. By encouraging more efficient urban development, the law cuts down on greenhouse gas emissions from auto travel while reducing the loss of farmland.

◆ In New England, key legislative priorities of American Farmland Trust were enacted, including increased funding for farmland protection in Massachusetts and improvements to Connecticut's farmland preservation program.



# Farm and Ranch Land Protection

The loss of farm and ranch land is one of the nation's most pressing conservation challenges. More than one million acres of farmland are developed each year, with the nation's best agricultural soils typically developed the fastest. As true stewards of the land, many farmers and ranchers want to protect their land but don't have the resources to resist the pressures of development and urban sprawl.

That's where American Farmland Trust comes in. For nearly 30 years, we have mobilized local, state and federal resources to protect the nation's strategic agricultural land resources—making sure the land stays private while continuing to provide important public benefits, from local food and thriving local economies to a clean environment.

American Farmland Trust is the only national organization dedicated to saving farm and

ranch land at every level of government. Through a strategically located network of regional offices, we work on the ground in some of the most threatened areas of the country. Technical experts at our Farmland Information Center translate research into concrete advice for policymakers and farmland protection advocates across the nation. Our staff understands how to help communities take control of their futures.

But we can't do it without your support. With your help, we can continue to give our children and grandchildren what Americans have enjoyed for centuries: the benefits of bountiful and beautiful farm and ranch land.



—BOB WAGNER

*Senior Director, Farmland Protection Programs*

[www.farmland.org/protection](http://www.farmland.org/protection) 

# National Leadership



National farm policy influences everything from the cost of our food to the protection of our natural resources. That's why American Farmland Trust embarked on a campaign several years ago to transform the nation's farm and food policies. We sought to revamp federal programs and policies in order to advance conservation and working lands protection, make local foods more available, and strengthen the nation's farms and rural communities.

Much of our work to create a new direction for U.S. farm and food policy came to fruition when Congress passed the Food, Conservation and Energy Act of 2008 (also known as the farm bill). While the final bill did not include all of the reforms we were after, American Farmland Trust and our partners achieved many of the goals we envisioned at the start of our campaign. The bill provided much-needed funding to improve the

environment, protect farm and ranch land and support local foods, while sowing the seeds for a better and more cost-effective farm safety net.

American Farmland Trust was recognized during the 2008 Farm Bill process not only for our input and policy proposals but also for the leadership role we played in bringing diverse groups together, including farm organizations, environmentalists and healthy food advocates. Changing the direction of long-entrenched farm policies was never going to be an easy task, but our work on the 2008 Farm Bill shifted the political landscape forever, laying the groundwork for future reform. With your support, American Farmland Trust will be working to build off these successes—in new programs, better policies and increased funding—for years to come.

—DENNIS NUXOLL

*Senior Director, Government Relations*

[www.farmland.org/farmpolicy](http://www.farmland.org/farmpolicy) 



## Successes

Working tirelessly on federal farm policy in 2008, American Farmland Trust delivered important victories for conservation and the environment; local food and nutrition; renewable energy and rural development; and the farm safety net.

◆ Conservation funding in the 2008 Farm Bill increased by over \$4 billion, supporting farmland protection and environmental stewardship on farms, along with cleaner water, reduced soil erosion and greater wildlife habitat across America.

◆ For the first time, the farm bill provided more than \$1 billion in new funding for farmers who grow specialty crops (fruits, vegetables and nuts), while increasing programs that support local farmers, farmers markets,

fresh fruits and vegetables in schools, and access to healthy foods for seniors and low-income citizens.

◆ A new pilot program developed and championed by American Farmland Trust called Average Crop Revenue Election, or ACRE, better protects farmers from risk, reduces market distortions and uses taxpayer dollars more efficiently, while paving the way for more reform in the future.

◆ The energy title of the farm bill created new clean energy programs and made a greater commitment to renewable energy. The bill mandated over \$1 billion in funding for research and development into biofuels, renewable energy projects on farms and ranches, and other important clean energy programs.



*Dominic Palumbo of Moon in the Pond Farm, a heritage breed livestock farm in Sheffield, Massachusetts*

# Supporters

## MAKING OUR MISSION POSSIBLE

With great appreciation, American Farmland Trust salutes the following individuals, foundations and corporations for their generous support during fiscal year 2008 (October 1, 2007–September 30, 2008).

### *The Barnraisers Society*

Our greatest hope for preserving farm and ranch land rests in our ability to work together from the ground up, board-by-board, like a sturdy Amish barn. The Barnraisers Society is a distinguished and dedicated group of supporters providing American Farmland Trust with a higher level of financial and political support to promote our mission. Through the society, we acknowledge and honor the Amish ethic of community cooperation and recognize the importance of our community of supporters who do the heavy lifting that enables American Farmland Trust to be bold and effective—keeping America bountiful and beautiful.



*A farm in the shadow of Long's Peak, Colorado*

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*Nash Huber:  
Our 2008 Steward of the Land*

Nash Huber, an organic vegetable farmer on Washington's Olympic Peninsula, received American Farmland Trust's 2008 Steward of the Land Award. The prestigious \$10,000 award recognizes leadership in farmland protection and environmental stewardship. Huber grows organic food year-round in the Dungeness River Valley, selling vegetables directly to the public at Nash's Farm Store, local restaurants, farmers markets and through his CSA. His work with local conservation organizations has saved hundreds of acres of farmland in his community. Huber's farm is certified "salmon safe" thanks in part to his work with the American Farmland Trust-led Pioneers in Conservation program, which supports farm projects that improve rivers and save salmon habitat.





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 Evelyn C. Lundstrom  
 Deanna Macek  
 William MacLean





*Coon Brothers dairy farm  
in North East, New York*

## Ralph Grossi: 23 Years of Saving the Land that Sustains Us

In 2008, American Farmland Trust welcomed new president Jon Scholl and said goodbye to Ralph Grossi, who stepped down after more than two decades to return to his family's ranch in California. During Grossi's tenure, American Farmland Trust:

- ◆ Helped 27 states and hundreds of local communities create and improve programs to protect farmland from development.

- ◆ Played a critical role in integrating conservation policy with federal farm

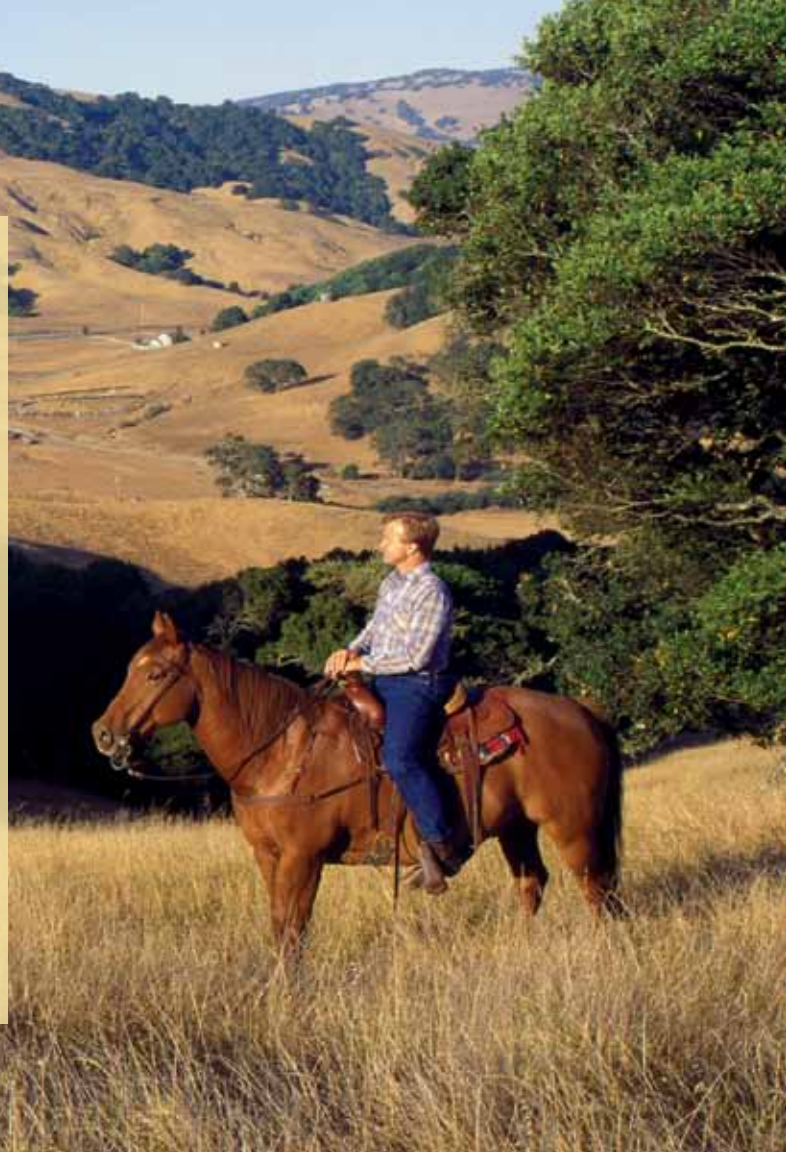
policy in every federal farm bill since 1981. An afterthought in 1980, conservation is now a key component of federal farm policy, in part, due to American Farmland Trust's work.

- ◆ Undertook pioneering studies such as *Farming on the Edge* to tell the full story of farmland loss and highlight the importance of agriculture near cities, where much of our food is grown.

- ◆ Created the nation's first national information clearinghouse, The Farmland Information

Center, to raise awareness about what we lose when farm and ranch land disappears and to offer assistance to farmers, land trusts and local and state officials around the country.

- ◆ Established the highly regarded Center for Agriculture in the Environment in DeKalb, Illinois, as the nation's leading private-sector center for research into improved public policies and practices that help farmers protect their land and the environment.



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 Jennifer Reed

*LEFT: Ralph Grossi on his family's ranch in Marin County, California*

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 Audrey S. Yingling  
 Richard A. Zgodava  
 Anonymous (13)

## REALIZED BEQUESTS

*American Farmland Trust gratefully acknowledges the following bequests and planned gifts received during fiscal year 2008. It is our hope that the land we save for future generations will be a fitting tribute to these generous supporters.*

Charles Banner  
 Christopher Canino, M.D.  
 Ray Hotka  
 Virginia B. Lloyd  
 Jane E. Perry  
 Robert B. Ryan  
 Wendy Joan Shadwell  
 Estelle Smucker  
 Dr. Violet Thomas  
 Frances A. Velay  
 Iva M. Warner  
 Glenn M. Williams  
 Anonymous (1)



## LIFE INCOME GIFTS

*The following members supported American Farmland Trust generously in fiscal year 2008 through an AFT charitable gift annuity or charitable trust. These plans allow supporters to make generous gifts to protect working lands and receive annual income in return.*

Eva S. Moseley



# Summary of Activities

For the fiscal year ending September 30, 2008 (with comparative totals for the fiscal year ending September 30, 2007)

SUPPORT AND REVENUE	FY 2008	FY 2007
Contributions from		
Members and Donors	2,948,000	3,029,000
Foundations ( <i>See Note 1</i> )	1,945,000	2,735,000
Corporations	149,000	87,000
Governments	875,000	1,632,000
Nonprofits and Other Organizations	670,000	658,000
Bequests	729,000	235,000
Interest and Other Income	1,680,000	1,976,000
Net Unrealized Gains (Losses) ( <i>See Note 2</i> )	-3,824,000	703,000
Total Revenue and Other Income	5,172,000	11,055,000

Notes:

1. In compliance with FASB Statement No. 116 and 117, all written unconditional promises to give in the current and future years must be fully recognized in the year of notification.
2. In compliance with FASB Statement No. 124, all investments in equity securities with readily determinable fair value are reported at their fair value. The net unrealized gains (losses) reflect the increase (decrease) in fair value in FY07 and FY08.

Additional financial statements are available upon request.

EXPENSES	FY 2008	FY 2007
State and Local Programs	3,737,000	3,026,000
Research and Technical Education	675,000	859,000
Federal and Public Policy	1,373,000	2,646,000
Public Education	829,000	573,000
Communication and Media Outreach	919,000	562,000
Other Programs	211,000	791,000
Total Programs	7,744,000	8,457,000
Management & General	307,000	245,000
Fundraising	974,000	922,000
Membership	575,000	714,000
Total Expenses	9,600,000	10,338,000

NET ASSETS

Beginning of Year	23,505,000	22,788,000
End of Year	19,077,000	23,505,000
Change in Net Assets	-4,428,000	717,000



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DESIGN: Cutting Edge Design,  
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## American Farmland Trust

SAVING THE LAND THAT SUSTAINS US

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**Center for Agriculture  
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**Agriculture Conservation  
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*Find out what you can do to save the land that sustains us.  
Visit [www.farmland.org](http://www.farmland.org).*

