





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. Our work has helped to save more than three million acres of farm and ranch land from development and led the way for establishing sound environmental practices on millions more.

ON THE COVER: *Harvest Study*, a recent work by painter Harry Orlyk, who has been documenting American farmland for over thirty years. Orlyk works on site, year round, in the fields and back roads of Washington County, New York.

"Each evening, workers leave the potato harvest near the village of Salem, New York, giving themselves and their machines the night to rest," says Orlyk. "This year I painted the resting machines where they were left, in the light just before darkness. *Harvest Study* is one of 25 made this September and October, 2009."

For more information, visit www.harryorlyk.com.





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FROM THE LEADERSHIP

“I know of no pursuit in which more real and important services can be rendered to any country than by improving its agriculture....” This quote was spoken by our country’s “founding farmer” George Washington, a passionate advocate of the land who recognized the fundamental role farmers play in feeding the nation and protecting our natural resources.

Much has changed since George Washington’s time, but the truth of his words remains. Farmers are responsible for growing and raising the healthy food we need to sustain our own citizens and the world. They steward nearly half the nation’s land, giving shelter to wildlife and watching over rivers, streams, forests and the soil. And current challenges demand even more from farmers—as the need for clean water, renewable energy and greenhouse gas reductions call for farmers to play an even greater role in the nation’s well-being.

Since our start, this knowledge has formed the core of American Farmland Trust’s work. For three decades, we have been the leading national

organization working to protect farmland and farms—because we

know how much the nation depends on them. From launching farmland protection programs across the country to pioneering conservation practices that keep the land healthy, American Farmland Trust has been at the forefront of efforts to make sure we have fresh food, a healthy environment, protected farmland and strong local economies.

For 30 years, supporters like you have helped us make a difference. With your support, we will continue making a difference for the next 30. You can help us realize our vision of a nation where healthy and protected farms and ranches provide critical environmental and “green” services while producing fiber and food for the nation and world.



Jon Scholl



John Winthrop, Jr.


JON SCHOLL
President

JOHN WINTHROP, JR.
Chair

AGRICULTURE & ENVIRONMENT

With 30 years of experience working at the crossroads between agriculture and the environment, American Farmland Trust is a national leader in promoting farm policies that protect the environment while being practical for the nation's farmers. From reducing pesticide use to expanding conservation benefits in the federal farm bill, our work in the field helps farmers adopt environmentally friendly practices, while our advocacy keeps conservation front-and-center in the nation's farm policies.


As a result, the nation's farmers and ranchers are better stewards of the land than ever before. But many challenges remain. The runoff of topsoil, nutrients and chemicals from agricultural lands is still a major source of pollution. And climate change poses both a great threat and a significant opportunity for agriculture, with the potential for farmers and ranchers to play a key role in efforts to reduce the nation's greenhouse gas emissions.

www.farmland.org/environment 

A healthy environment depends upon farmers and ranchers, who manage nearly half the nation's land. Studies have shown that environmentally friendly agricultural practices are among the most cost-effective solutions to both water quality and climate change. That's why American Farmland Trust's *Agriculture & Environment* initiative—backed by solid research and our unique ability to bring divergent interests together—is so important.

From the fragile ecosystems of the Pacific Northwest to the impaired waterways of the Ohio River Basin and the Chesapeake Bay, the *Agriculture & Environment* initiative is forging new paths for farmers and ranchers as they improve the environment and participate in an emerging green economy. Whether piloting “ecosystem markets” that pay farmers and ranchers for their conservation efforts, or engaging farmers and ranchers in the debate over climate change legislation, we are working toward a cleaner environment and a stronger agricultural industry—critical work that is vital to us all.





The Susquehanna River flows past fertile farmland in Danville, Pennsylvania.

Successes

In 2009, American Farmland Trust's *Agriculture & Environment* initiative worked with farmers and ranchers to address major national environmental challenges, including water quality and climate change. Our efforts:

- ◆ *Built support among agriculture leaders and policy makers for a national carbon cap-and-trade program.* We successfully organized a collaborative working relationship among a group of five major agriculture organizations seeking opportunities for farmers and ranchers to play a positive role in

reducing greenhouse gas emissions. The influential alliance represented the most significant counterweight to the many agriculture organizations working against strong climate change policies.

- ◆ *Prepared farmers for the future of renewable energy and carbon trading.* In advance of potential climate change legislation, American Farmland Trust held "Agriculture and Clean Energy" workshops and webinars across the country to educate farmers and rural Americans about opportunities in renewable energy and greenhouse gas mitigation. >>

"Farms and ranches offer many effective solutions to the most pressing environmental challenges we face today, from climate change to water pollution."

— Buzz Thompson, Board Chair, AFT's
Agriculture & Environment initiative



*A sunset viewed from rolling hills of orchards
in the Hood River Valley, Oregon*



◆ *Achieved the conservation promise of the 2008 Farm Bill.*

Our legislative advocacy helped secure nearly all the conservation funding promised by the bill—a significant victory for the conservation community.

◆ *Allowed farmers to increase their adoption of conservation practices.*

Our *BMP Challenge* program demonstrated that farmers can reduce fertilizer use and adopt conservation practices while maintaining or improving profits. We expanded the program to California and Maryland, while increasing the acreage enrolled in Pennsylvania and other states. In Pennsylvania, farmers in the program generated nitrogen credits approved by the

state's water quality trading board—a potential new revenue source for participating farmers.

◆ *Laid the groundwork for water credit trading systems that improve water quality and strengthen agriculture.*

We continued our efforts with partners to develop the country's first regional water quality trading system in the 14-state Ohio River Basin—a model for how farmers and factories can work together to reduce pollution. In the Sauk River watershed of Minnesota, we worked with partners to finalize protocols for a trading market that will begin accepting trades in 2010. And in the Chesapeake Bay, we convened agriculture

leaders to advance goals for the restoration effort, which will work region-wide to help farmers reduce pollution that impairs the bay.

◆ *Helped farmers grow more sustainably.*

Our research staff and California office developed performance metrics for fruit, vegetable and nut growers, giving them a practical yardstick for measuring the environmental effects of their management decisions. And grants awarded through our integrated pest management (IPM) program helped growers around the country reduce and eliminate highly toxic pesticides.

◆ *Continued to pioneer the development of innovative conservation markets.* In the Pacific Northwest, American Farmland Trust launched a special effort to identify ways that ecosystem or conservation markets—which compensate farm and forest landowners for providing important environmental services, from wildlife habitat to flood control—can be used to protect agricultural lands. We educated farmers and agriculture groups about the opportunities of environmental markets; as a result of our work, the Washington Farm Bureau made creating ecosystem markets one of its top legislative priorities for the first time.

GROWING LOCAL


For three decades, American Farmland Trust has worked to create a thriving future for our nation's farms. We've developed forward-looking plans for agriculture, smart growth and rural development in communities around the nation. We've helped a multitude of states and communities create and improve programs that protect farmland from sprawling development. And we've pioneered economic and land studies to tell the full story of the cost of farmland loss and highlight the importance of urban-edge agriculture.

Now we're taking our 30 years of work to the logical next step. With our *Growing Local* initiative, we're fostering connections between the farmers and farm fields that grow our local food and the communities and consumers that increasingly depend on them. This is especially critical work today because the urban-edge farms that grow the majority of the nation's fruits, vegetables and dairy products are highly threatened by sprawling

development, difficult market conditions and a host of other challenges.

From the nation's "salad bowl" in California's fertile Central Valley to the rapidly suburbanizing communities of New Jersey's Burlington County, our *Growing Local* initiative is working to sustain local farms while strengthening the nation's food and farming system. We are helping communities meet the demand for local food by planning for local food systems, farmland protection and smart growth. We are boosting the small-scale, direct market farms and farmers markets that provide locally grown food for communities around the country. And we are working to open a new door of opportunity for production agriculture to diversify and participate in local, sustainable food systems.

As consumers and communities increasingly demand the health, taste and environmental benefits of local food, American Farmland Trust's *Growing Local* initiative is more important than ever. Without local farms, there will be no local food.

www.farmland.org/growinglocal 



*Shoppers at
the Chicago
Farmers Market
in Federal Plaza,
Chicago, Illinois*



Successes

In 2009, American Farmland Trust's *Growing Local* initiative helped farmers and communities "grow local" by protecting farmland through smart growth strategies, improving the future for local agriculture and meeting the increasing demand for local food. Our efforts:

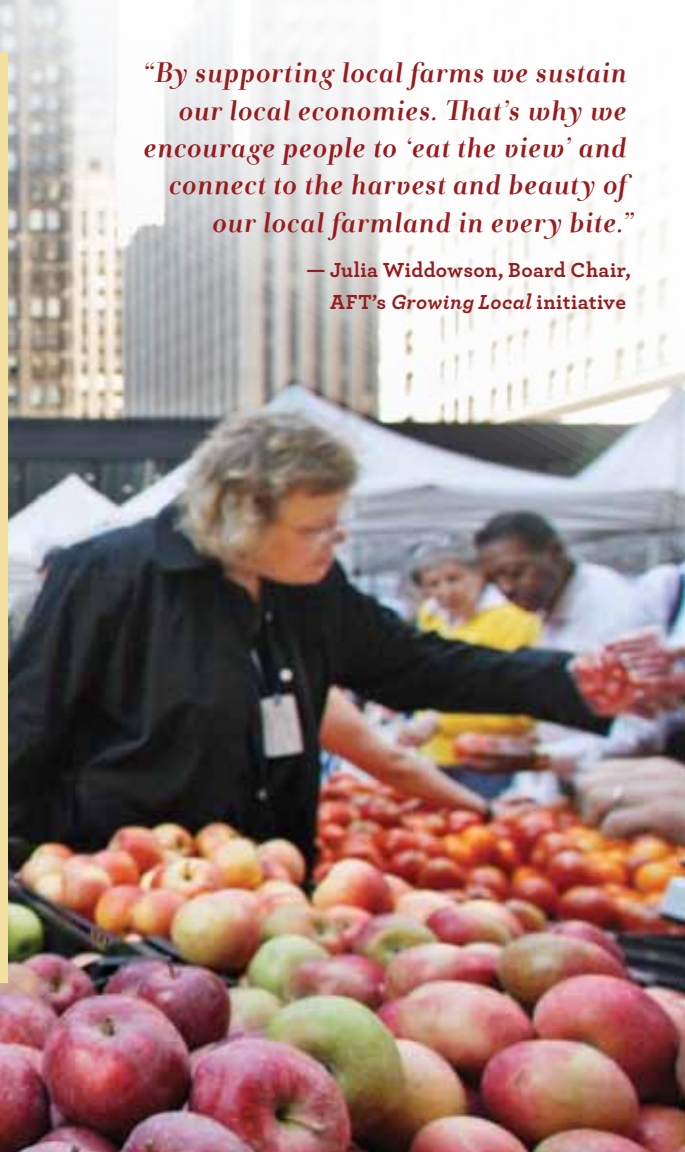
◆ *Connected consumers to the farmers who grow their food.* We boosted support for community farmers markets, applauded the work of market managers and engaged tens of thousands of consumers with our inaugural America's Favorite Farmers Markets contest. And we continued

to recognize the growing grassroots interest in local farms and food through our "No Farms No Food" campaign, which brought local consumer support for farms to the national level and distributed more than one million "No Farms No Food" bumper stickers, in part through our partnership with Stonyfield Yogurt.

◆ *Helped urban and suburban communities create community food systems.* Burlington County, New Jersey, has a nationally recognized farmland preservation program but a local farm and food system that is struggling as rapid suburbanization conflicts with local agriculture. >>

"By supporting local farms we sustain our local economies. That's why we encourage people to 'eat the view' and connect to the harvest and beauty of our local farmland in every bite."

*— Julia Widdowson, Board Chair,
AFT's Growing Local initiative*





Dennis and Sandy
Dierks of Paradise
Valley Produce in
Bolinas, California



American Farmland Trust worked with the county to turn those conflicts into opportunities, resulting in the adoption of a set of model ordinances to support local food production and a new farmers market to take advantage of the suburban light rail line.

◆ *Developed policies and strategies at all levels of government to support local farms and food.* In New England, we worked with governors and state agricultural commissioners to initiate a “Farm and Food Security Plan” that will help protect the region’s agricultural land base and expand the production and consumption of New England-grown

farm and food products. In California, we spearheaded the statewide “California Agriculture Vision” strategic planning process, which will result in a roadmap for managing growth wisely and creating robust regional and local markets for California-grown food. In Massachusetts, we continued efforts with partners to create a Massachusetts Food Policy Council charged with expanding the production and consumption of locally grown food and improving the economic viability of agriculture.

◆ *Helped communities address the economic conditions that threaten many local farmers.* In North East, New York, the

dairy farm community found new ways to keep farms profitable by expanding into direct retail markets. Our New York office worked with the town to create strategies to help local farmers stay in business.

◆ *Planned for the future of local farms, food and smart growth.* In New York, we worked with eight counties and 14 towns to develop agricultural and farmland protection plans that help communities support local farmers, protect farmland and strengthen local food systems. In Connecticut, our free *Conservation Options for Connecticut Farmland* guide advised landowners



and communities on tools to promote land protection, smart growth and farm viability. And in California, our work on the San Francisco Urban-Rural Roundtable—a committee of city and agricultural leaders convened by Mayor Gavin Newsom—outlined strategies to increase local food production and consumption while conserving farmland.

FARM AND RANCH LAND PROTECTION

Thirty years ago, when American Farmland Trust first started, many Americans were just waking up to the rapid loss of farm and ranch land affecting their communities. Few states or communities had taken steps to protect agricultural land from the poorly planned development that was carving up millions of acres of productive soils into housing lots and shopping malls.

American Farmland Trust—recognizing the great threat to the nation’s most precious natural resource—stepped in and helped guide the way forward. We pioneered tools and techniques for protecting working lands, such as conservation easements that allow farmers and ranchers to resist the pressure to sell their land to developers. We educated the public on the critical need to save farm and ranch land and led the charge at all levels

of government to develop policies and programs that protect the land and support the farmers who manage it.


Thanks in part to these efforts, farmland protection is now a national conservation movement. Nearly three million acres around the country have been protected, while more than half the states in America have programs in place to protect farm and ranch land. But we can’t stop now. Around the country, America’s farms and ranches are still at risk and development pressure still weighs heavily on the nation’s farmers.

With your support, American Farmland Trust will continue the fight to make sure local communities and farmers have the tools they need to protect the land that feeds America and is one of our most valuable assets in the fight to protect the environment.

www.farmland.org/protection 



A housing development borders farmland in Suisun City, California.



“We have to protect farmland because without it, all the benefits that farms provide—from a clean environment to local food—will be lost.”

— Thomas Gallo, Board Chair,
AFT’s *Farmland Protection* initiative

Successes

American Farmland Trust is active on the federal, state and local levels—building support for programs and policies that protect the nation’s working lands. In 2009, our efforts:

◆ *Galvanized support to strengthen farmland protection at the national level.* American Farmland Trust-led efforts resulted in record-breaking funding for the federal Farm and Ranch Lands Protection Program in the 2010 federal budget. We also worked extensively to organize comments from state and local partners to help strengthen the program, making it work better for farmers and communities.

◆ *Secured greater levels of funding for state-level farmland protection programs.* In New York, despite the bad fiscal environment, we helped secure \$23 million in state funding to protect 27 farms and 9,000 acres. In New England, our Working Lands Alliance project secured a major recommitment of funding for the Connecticut Farmland Protection Program, with an agreement to restore bonding levels to \$10 million per year through 2011. And in Massachusetts, Governor Deval Patrick increased spending for the state’s farmland protection program by more than \$1 million. >>

*A Colorado
ranch at
sunrise*





◆ *Provided cutting-edge research and technical advice for farmers, policy makers and citizens.*

Our *Texas Land Trends* study, co-released with Texas A&M University, and related website shed light on the rapid pace of land development and fragmentation in Texas. In the Midwest, we worked with partners to put on the 4th annual Illinois Farmland Protection Conference and the 10th Ohio Farmland Preservation Summit. And our Farmland Information Center—a partnership between American Farmland Trust and the USDA Natural Resources Conservation Service—served more than 80,000 people through our



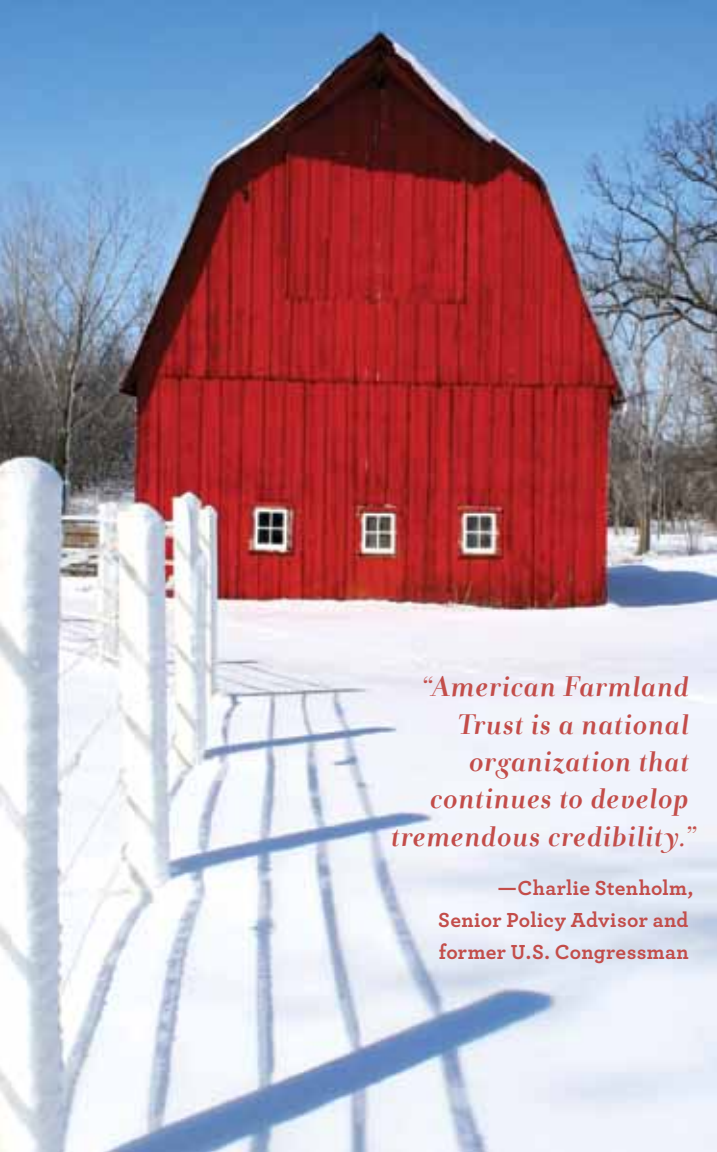
online library of farmland protection information and staffed answer service.

◆ *Helped states and local communities plan for farmland protection and smart growth.* In California, we helped convince regional officials

to adopt a smart growth “blueprint” plan that would save 175,000 acres of farmland by 2050; in 2010, we plan to work to persuade cities and counties to carry the blueprint through. In Guilford County, North Carolina, we completed an Agricultural Development and Farmland Preservation Plan that recommends strategies for linking farmland protection with economic opportunities for local agriculture. And we served on the Maine Farmland Protection Commission, which saw four of its recommendations, including a pilot agricultural districts

program, enacted into law.

◆ *Achieved success enacting a package of farmland protection tools for Wisconsin.* In June, Governor Jim Doyle signed a budget creating a comprehensive set of working lands tools in Wisconsin. The American Farmland Trust-led Campaign for Wisconsin’s Farm and Forest Lands will modernize Wisconsin’s 30-year-old Farmland Preservation Program, help farmers protect their land through a new purchase of agricultural conservation easement program, and support the creation of agricultural enterprise areas.



“American Farmland Trust is a national organization that continues to develop tremendous credibility.”

—Charlie Stenholm,
Senior Policy Advisor and
former U.S. Congressman

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 2009 (October 1, 2008-September 30, 2009).

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.

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Project Profile

Ecosystem Markets: Pioneering Solutions for Farms and the Environment

In the fragile ecosystems of the Pacific Northwest and around the country, farmers and ranchers are supplying critical environmental services—from flood control and water quality to preferred habitat for endangered species of plants and animals.

In Washington state, for instance, more than 17,000 Trumpeter Swans migrate from summer breeding grounds in Alaska to warmer winter climates in the Pacific Northwest. The swans prefer to roost on farm fields with water. Farmers like Jay Gordon, a dairy farmer in Elma, Washington, provide

critical feeding habitat for the rare birds.

“We need to keep the farmland. There’s a reason the frogs and birds are there,” Gordon says. Working with American Farmland Trust and partners, Gordon placed an easement on his farmland, sheltering swans displaced from an area further north along the Olympic Peninsula.

Gordon is just one of many farmers and ranchers participating in emerging “ecosystem markets” that compensate them for ecological benefits provided by farmland, from biodiversity to water

quality improvement to carbon sequestration.

American Farmland Trust is working to establish such ecosystem markets through pilot projects around the country, from California and the Pacific Northwest to the Midwest and the Chesapeake Bay. “If we don’t get ecosystem markets in place, regulation will become inevitable,” says Don Stuart, AFT’s Pacific Northwest director. “But if farms are regulated out of business, we lose all the environmental benefits they provide.”

In the Pacific Northwest, American



Washington dairy farmer Jay Gordon

Farmland Trust’s efforts to develop ecosystem markets that protect sensitive waterways, wildlife and working lands are supported in part with generous funding from the Boeing Company Charitable Trust.

“Boeing is pleased to support American Farmland Trust’s efforts to create markets for ecosystem services

provided by agriculture,” says Neelima Shah. “We believe these markets will engage farmers and ranchers in reducing greenhouse gases and protecting and restoring natural resources. We commend American Farmland Trust for forging new partnerships between the agriculture community, business and government.”

*A bald eagle soars over
farmland near the Chesapeake
Bay, Maryland.*

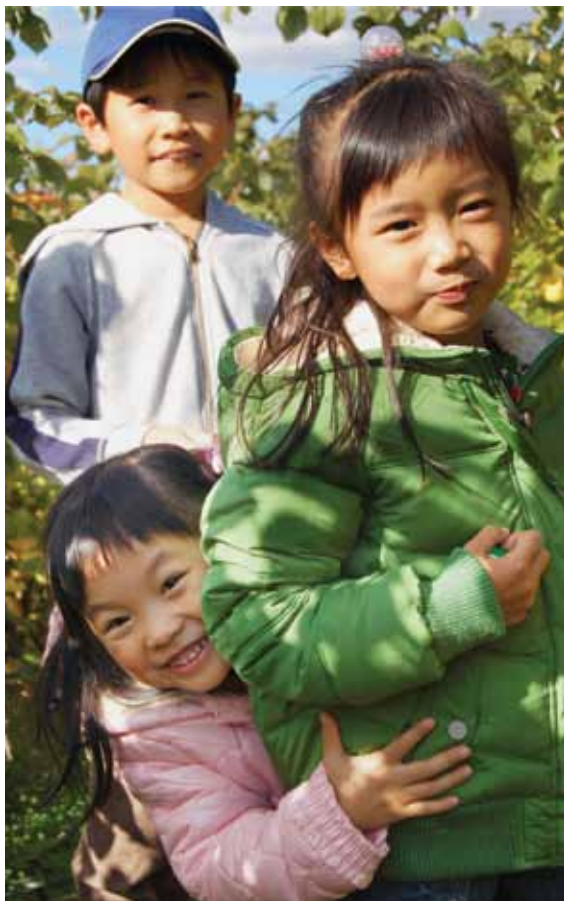
American Farmland Trust's work to create innovative ecosystem markets around the country would also not be possible without the generous support of the David and Lucile Packard Foundation. "We are grateful for the foundation's support," says Jimmy Daukas, director of AFT's *Agriculture & Environment* initiative. "The Packard Foundation recognizes the important role that farmers and ranchers play in improving the nation's environment through its support for agricultural conservation programs and farmers' adoption of environmental practices, including those that reduce greenhouse gas emissions and combat climate change."

.....



*"We commend American
Farmland Trust for forging
new partnerships between the
agriculture community, business
and government."*

— Neelima Shah, Boeing Company



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Project Profile

Wisconsin: A Model Farmland Protection Campaign Takes Flight

Shortly after taking office in 2003, Wisconsin's secretary of agriculture Rod Nilsestuen asked Tom Lyon, the retired CEO of a cattle breeding cooperative, what should be done to protect the state's agricultural industry. Lyon, who had served on the board of American Farmland Trust in the 1980s, had an answer: better protect the state's beleaguered farmland.

"I told him we needed to strengthen our farmland preservation laws," Lyon says. Although Wisconsin's agricultural industry generates \$50 to 60 billion a year, the state

had done little to help farmers protect their land from sprawl. "We were getting dotted with houses out in the country next to farmland, and we had some poor development occurring around urban areas like Milwaukee and the Twin Cities."

Nilsestuen—whom Lyon lauds as a dedicated conservationist—put together a task force and spent a year developing a set of recommendations to protect the state's farmland. The conclusion: revise the state's farmland protection law and create two important new programs. The first program would establish

"agricultural enterprise areas" where farmers would agree to not develop their land for 15 to 20 years in exchange for tax incentives. The second—Wisconsin's first statewide purchase of agricultural conservation easement program—would provide grants to help farmers permanently protect their land.

The next step was to get this package of reforms—known as the Working Lands Initiative—signed into law. "Because of my familiarity with AFT, I told Rod what we needed was a knowledgeable force to do what government could not do—lobby legislators and



Wisconsin Agriculture Secretary Rod Nilsestuen (left) and farmland protection advocate Tom Lyon (right)

build external support," Lyon says.

To back the initiative, American Farmland Trust and project partners launched the Campaign for Wisconsin's Farm and Forest Lands. Bob Wagner, AFT's senior policy advisor for farmland protection, and campaign manager Vicki Elkin blanketed the state, conducting meetings

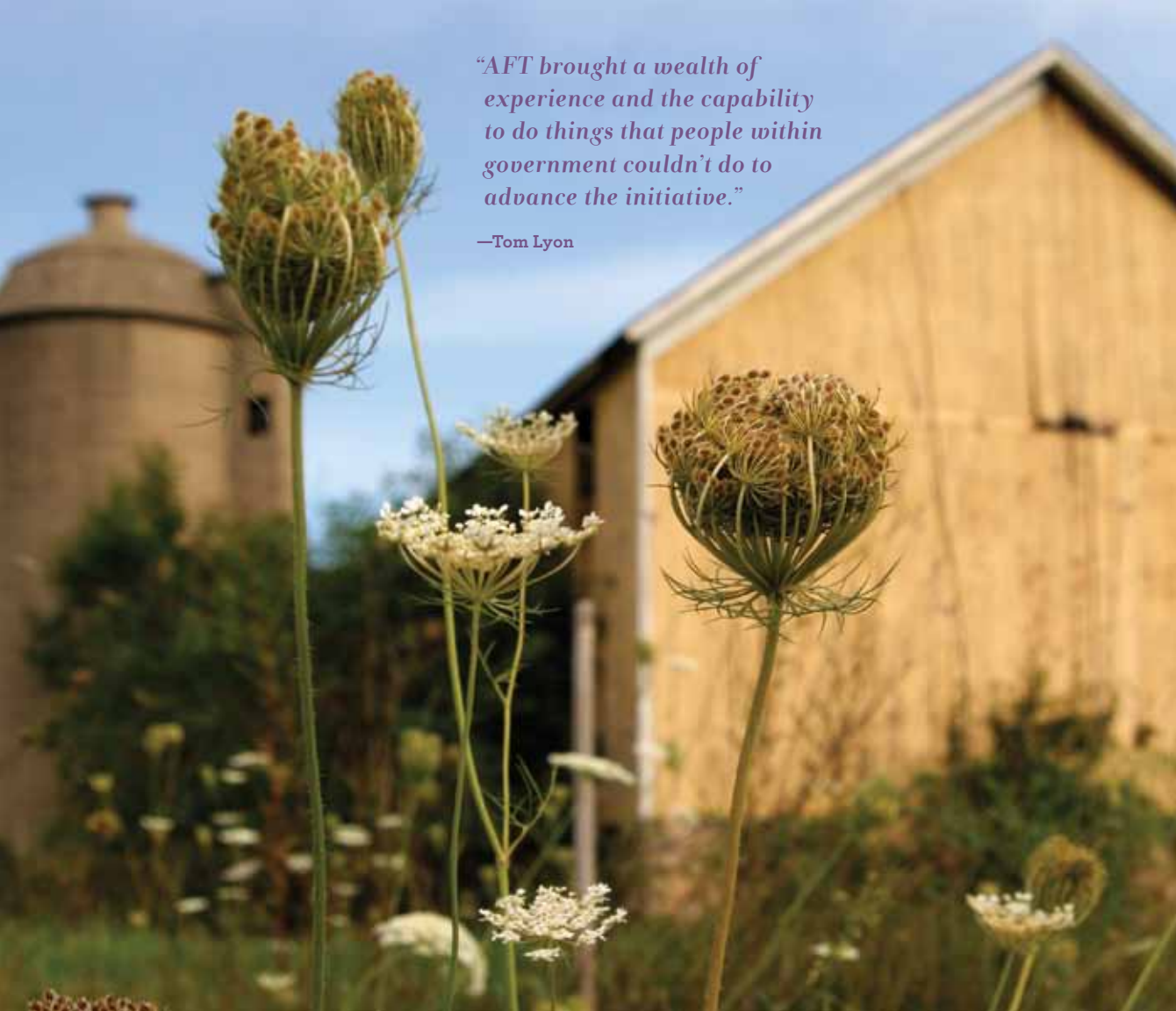
and generating grassroots support. "AFT brought a wealth of experience and the capability to do things that people within government couldn't do to advance the initiative," Lyon says.

Months of hard work paid off: in early 2009, Governor James Doyle put the Working Lands Initiative in his

budget message, and the legislature adopted it in July. Now signed by the governor, and funded with \$12 million in state bonding to buttress local and federal farmland protection money, Wisconsin's Working Lands Initiative is being implemented—and not a moment too soon for the state's hard-hit farmers.

“AFT made a tremendous contribution in getting the legislation passed,” Lyon says. “Some people would say this proposal moved along faster than most policies in state government. We started at the grassroots and we brought in AFT as an external force. The result serves as a model for how state policy can work.”

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“AFT brought a wealth of experience and the capability to do things that people within government couldn't do to advance the initiative.”

—Tom Lyon



CONTINUED FROM PAGE 19

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American Farmland Trust gratefully acknowledges the following bequests and planned gifts received during fiscal year 2009. It is our hope that the land we save for future generations will be a fitting tribute to these generous supporters.

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LIFE INCOME GIFTS

The following members supported American Farmland Trust generously in fiscal year 2009 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.

Helen L. Knopp

FARMLAND FOREVER SOCIETY

This special group of farsighted American Farmland Trust supporters has included us in their wills or other estate plans. We are indebted to these individuals for protecting working lands for future generations.

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Supporter Profile

Two Farms, Four Friends: Growing Local in Kentucky

In Kentucky, four farm friends have saved two farms. For Lois Mateus, Tim Peters, Laura Lee Brown and Steve Wilson, their friendship is bonded by a passion to keep farms productive and slow down urban sprawl.

“There’s definitely a movement,” says farmer Lois Mateus, talking about the growing appreciation for locally grown food in her home state of Kentucky. Mateus and her husband Tim Peters are partners in a project to raise awareness of year-round local food in the up-and-coming NuLu arts district near downtown Louisville.

Inspired by Kentucky author and conservationist Wendell Berry, their Jefferson Public Marketplace will champion Kentucky-grown farm products. “We are

interested in good fresh food,” says Mateus.

“Our farmers markets here usually sell out. There are usually lines. The consumer demand is real.”

Mateus and Peters operate Tallgrass Farm near Mayo, Kentucky, where they raise grass-fed goats, Angus cattle and heritage-breed turkeys. They are longtime supporters of American Farmland Trust. “AFT has such a presence in Washington—networking, communicating and mobilizing when we need it,” Mateus says.

Avid preservationists, the couple bought Tallgrass Farm shortly after their marriage in 1992 so Mateus—who grew up on a dairy and tobacco farm in the area—could return to farming in her childhood community. Nine miles from the county seat of Harrodsburg, the scenic farm is surrounded on all sides by sprawl. The couple protected the land with a conservation easement, began the long process of restoring overgrown fields, and now open up the farm to inner city children for farm field day classes and workshops.



Tim Peters and Lois Mateus of Kentucky’s Tallgrass Farm

“I spent my first 50 years trying to get off the farm,” says Mateus, who retired in 2008 from the spirits and wine company Brown-Forman. “After age 50, I spent all my time trying to get back to the farm. Like they say, first you own the land and then the land owns you. It’s what I want to do.”

Part of a circle of local food advocates working

to support Kentucky-grown food, Mateus and Peters are partners in the marketplace project with friends and fellow farmers Laura Lee Brown and Steve Wilson (and two of Laura Lee’s children). Wilson and Mateus are old friends who both honed their farming skills in the youth agricultural program 4-H.

“We’re both farm kids who went to the big city

to make our way before deciding to return to our roots,” says Wilson, who grew up on a corn and cattle farm in western Kentucky.

Brown, a great-granddaughter of Brown-Forman founder George Garvin Brown, also grew up on a livestock farm. She and Wilson now own a downtown Louisville hotel (21c Museum Hotel) and restaurant, Proof on Main, serving locally grown farm products. The restaurant menu often features items grown on the couple’s own bison and vegetable farm in Oldham County.

“We’ve been raising bison ever since we bought the farm in 1996, and we’ve been serving the meat from our farm in the restaurant since it opened,” says Wilson. >>

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“AFT has such a presence in Washington—networking, communicating and mobilizing when we need it.”

—Lois Mateus



“We discovered that people were interested in eating locally, especially from our farm. Because of the popularity, we doubled the size of our garden last season and are continuing to diversify by adding heritage-breed pigs, chickens for eggs and by planting an orchard.”

“Locally more small farms are cropping up and farmers are developing more special products on their farms, such as duck eggs,” says Brown. “There’s beginning to be more of a base of small farms bringing different things to market.”

Also avid conservationists, the couple protected Woodland Farm with a conservation easement from the state’s Purchase of Agricultural Conservation Easement (PACE) program. “When we

bought the farm, it was in danger of becoming a golf course,” Wilson says. “We didn’t want to see that happen.”

They view their downtown projects as part of an effort to encourage more compact city living. “Before we opened the restaurant and hotel, we’d come to realize there are two sides to the preservation of farmland,” Brown says. “The other side is to develop the downtown city centers to make them more attractive to live in. If more people lived downtown, there would be less farmland developed for housing.”

The four friends are collaborating on an upcoming book with the working title, *Two Farms, Four Friends*. The book will feature Brown’s farm photographs along with notes and essays from



*Steve Wilson and
Laura Lee Brown*

Mateus and Brown on a year of farm life. “Laura Lee has a wonderful way of writing about waking up on the farm,” Wilson says.

“It really is a special place to spend time and regain strength that you’ve lost in other ways,” says Brown. Wilson adds, “We don’t think of ourselves as land-owners, rather we are caretakers for a period of time, and we want to make sure the farms are here to be cared for by the next generation of caretakers.”

SUMMARY OF ACTIVITIES

For the fiscal year ending September 30, 2009

SUPPORT AND REVENUE	FY 2009
Contributions from	
Members and Donors	2,863,000
Foundations (<i>See Note 1</i>)	1,144,000
Corporations	154,000
Governments	1,151,000
Nonprofits and Other Organizations	375,000
Bequests	950,000
Interest and Other Income	680,000
Net Unrealized Gains (Losses) (<i>See Note 2</i>)	(407,000)
Total Revenue and Other Income	6,910,000

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 FY09.

Additional financial statements are available upon request.

EXPENSES	FY 2009
State and Local Programs	4,947,000
Research and Technical Education	81,000
Federal and Public Policy	67,000
Public Education	735,000
Communication and Media Outreach	591,000
Other Programs	155,000
Total Programs	6,576,000
Management & General	361,000
Fundraising	1,213,000
Membership	456,000
Total Expenses	8,606,000

NET ASSETS

Beginning of Year	19,077,000
End of Year	17,381,000
Change in Net Assets	(1,696,000)

The mission of American Farmland Trust is to help farmers and ranchers protect their land, produce a healthier environment and build successful communities.



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