





American Farmland Trust
40 YEARS FOR FARMERS AND THE LAND



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BOARD AND

PRESIDENT'S COUNCIL

ON THE COVER: Bottom (left to right) Eddie Cotton of Hermanville, Miss. (Robin Nelson/Alamy); Adrianna Morenos of Empowered Flowers Farm, Canby, Ore. (Shawn Linehan); Kelsey Kilgore of True Roots Organics, Marsing, Idaho (Guy Hand); Gilbert Louis III (Acoma Pueblo), Grants, N.M. (Lance Cheung/USDA).

THIS PAGE: Blooming cherry trees with Grand Traverse Bay, Mich., in the background (Kirk Hewlett/Alamy).









from the leadership

The future depends on us.

his year was hard on so many of us. The toll of the COVID-19 pandemic was incalculable—on human life, families, and the economy. Farms and ranches struggled to adjust to the new reality of lockdowns and supply chain disruptions. At the same time, there was a silver lining to the pandemic as appreciation soared for nature, rural landscapes, and local food.

As an organization, American Farmland Trust not only survived but thrived. Staff adapted to working remotely, and our trainings—countless webinars, meetings, and educational sessions—were held online. Despite the challenges, we released a major new report with significant policy implications: "Farms Under Threat: The State of the States."

To benefit the many farmers and ranchers who lost income from their direct markets and needed to adapt to new ways of reaching customers, we also launched a Farmer Relief Fund that supported small farms with over \$1.6 million in direct grant assistance. At the same time, we expanded our program work, recognizing that climate change is the most imperative challenge of our times.

An unprecedented year like 2020 only reminded us how important our mission is to strengthen our nation's resiliency, support our indispensable farms and ranches, and avert future environmental and humanitarian catastrophes.

After the Black Lives Matter demonstrations highlighted how much work remains to be done to address issues of inequality and social justice in America, we embarked on a diversity and inclusion initiative. We reviewed our programs and systems to better reflect diversity in all that we do. We recognize that a resilient agricultural system—and a stronger organization—hinges on equity and inclusion for all groups who have been, and are still, marginalized.

In honor of our 40th anniversary, and all the vital work ahead, we kicked off a new fundraising campaign to significantly boost the movement American Farmland Trust began four decades ago. The Farming Is Our Future campaign will support our work to advance regenerative farming practices that tackle climate change, fortify the next generation of farmers, catalyze the next wave of farmland protection, and ultimately lead to a more resilient environment and food system.

Thank you for standing with us through our 40-year history, and especially now as we undertake work that could not be more pivotal to the future of America and the world.

Sincerely,

Ahn D. Harding.

John Hardin

John Piotti

PRESIDENT AND CEO

the land

hen we lose farmland, we lose an opportunity to heal our planet and our people.

This past year has shown us—perhaps more clearly than ever before—the importance of protecting the farms that supply healthy food to our communities. Well-managed farmland also guards against the extreme effects of climate change by capturing and storing carbon from the atmosphere, recharging aquifers, naturally managing fires and floods, and sheltering plants and wildlife.

Yet despite the many benefits it provides, the nation's farmland is destroyed at an alarming rate. Low-density suburban sprawl consumes valuable farmland and contributes to the increased disconnect between Americans and the sources of their food. Even worse, we are losing our most productive and versatile farmland the fastest—the land best suited to grow food and restore our planet.

After 40 years of leading the national movement to save the land that sustains us, American Farmland Trust continues to pioneer and advance the tools that protect working lands-including agricultural conservation easements, current use taxation, smart land-use planning, and research.

In the last 20 years, more than 11 million acres of U.S. farmland have been converted, fragmented, or paved over by development projects, according to **American Farmland Trust's** "Farms Under Threat" report.

Permanently protecting land with agricultural conservation easements makes farmland more affordable and removes it from the ever-encroaching risk of development. Farmland protection is one of the best tools we have to create a greater inventory of farmland that is accessible to a new generation of farmers

Now is the time to accelerate a new wave of farmland protection. American Farmland Trust provides resources and expertise to countless communities, landowners, and officials across the nation who recognize the extent of the threat we face and undertake vital actions to save America's farmland and ranchland.

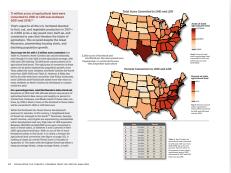
RIGHT: Curious cattle at a Colorado ranch. INSET: Coastal farm fields near Camarillo, California.





2020 SUCCESSES





In May, American
Farmland Trust
released "Farms Under
Threat: The State of the
States," a major report
using cutting-edge

geospatial technology to identify exactly where agricultural land has been paved over or converted to uses that jeopardize farming. We also analyzed how state policymakers have responded and identified the right path forward for public policy at the state level. Following the release of the groundbreaking "Farms Under Threat" report, American Farmland Trust formally launched the National Agricultural Land Network. NALN is a partnership of public agencies, planning

entities, and land trusts working to protect agricultural land.
This first-of-its-kind collaborative will build the capacity and momentum needed to elevate the cause of agricultural land protection across America.



Low-density development is just sprawling across the good farmland that I saw in production as a kid. I think that's a



shame. The worst of it is that this development is disproportionately occurring on good, tillable row-crop land.

JIMMY MARTIN-SORREL
 BLUEGRASS BELTIES, CARLISLE, KENTUCKY



In Ohio, American Farmland Trust helped landowners protect their land as a local sponsor of the Clean Ohio Local Agricultural Easement Purchase Program. The state program provides funding to farmland owners for placing an agricultural conservation easement on their property, which keeps the land permanently available for agricultural use.



Joan Sinclair Petzen and her farm manager.

My greatest aspiration is to have this land remain in agriculture. Farming is important to me. It was important to my family. One of my goals in the long run will be to have the development rights sold or donated so this land remains forever in agriculture.

JOAN SINCLAIR PETZEN
 FARM LANDOWNER, WARSAW, NEW YORK

America needs renewable energy, including dramatic increases in solar and wind energy. This creates opportunities for farmers to earn new income, but also poses threats to farmland. Flat farm fields, often the most productive, are highly desirable for the siting of solar installations. In New England, New York, and other regions, American Farmland Trust is leading collaborative efforts to help communities and farmers achieve the dual goals of expanding solar energy generation and active farming.





The San Joaquin Valley is California's most productive farming region and also one of the state's fastest growing. To address the urgent need to protect working lands and water resources, American Farmland Trust launched the San Joaquin Valley Land and Water Conservation Collaborative, an initiative that partners with farmers and ranchers to protect farmland and promote conservation practices that recharge groundwater.



About 40 percent of U.S. farmland is rented. American Farmland Trust released the "Understanding and Activating Non-Operator Landowners" report to identify opportunities to advance conservation on agricultural lands owned by those who do not farm it. The results provide some of the most comprehensive information available on non-operating landowners, which will help identify areas for future work.





the practices

he land can only give us so much unless we give back. Years of depleting the land of its nutrients are showing up now in increased erosion, fires, and floods. The future of food security depends on helping farmers adopt sound farming practices that conserve water, nourish the soil, and provide low-cost, science-backed ways to provide environmental benefits.

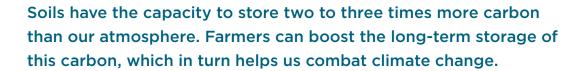
In their work, farmers feel the effects of the changing climate daily. But they also have the power through their practices to heal the land and the planet. Regenerative farming practices like planting cover crops, expanding crop rotations, and reducing soil tillage are

LEFT: Dairy farmer Steve Gould of HaR-Go Farms in a field of cover crops, Genesee County, New York.

proven to improve soil health and, in doing so, naturally sequester atmospheric carbon.

Our 40 years of pioneering and promoting sound farming practices have taught us that farmers and ranchers care deeply about their land and want to steward it well. But many face financial uncertainties that make it a challenge to transition to new, unfamiliar practices. We work to break down the barriers that can prevent farmers from adopting such practices, while developing new financial and institutional systems that support the transition

American Farmland Trust's work demonstrates that regenerative practices can boost long-term farm productivity while simultaneously offering large-scale benefits for the planet.



2020 SUCCESSES

American Farmland Trust launched a major new \$2.6-million national initiative. "Conquering Cover Crop Challenges Coast to Coast." Through on-farm demonstration trials across the nation, and a comprehensive soil, economic, and social evaluation system. American Farmland Trust is testing innovative solutions that help overcome barriers to the adoption of cover crops, which benefit soil health and biodiversity.

LANCE CHEUNG/USDA

A new program that
American Farmland
Trust supported in
Illinois, "Fall Cover for
Spring Savings," shows
tremendous potential as
a model to encourage
more farmers to plant
cover crops, which benefit

soil quality and help to prevent soil erosion. Within the first week of its launch, the program reached its cap of 50,000 acres. Of those acres, over 70 percent of the 212 applicants are first-time cover crop users.

A new American Farmland Trust resource quantifies the climate change benefits of cropland and grazing land management practices. Our online CaRPE Tool™ (farmland.org/carpetool) allows users to calculate the net greenhouse gas reductions from regenerative farming practices and estimate the potential of expanding the practices, giving farmers a powerful new tool in the fight against climate change.

We want to make the world a better place, and we believe that starts with taking care of the planet. We treat all life with respect, from soil microbes to bird species.

- ROSIE BURROUGHS,
BURROUGHS FAMILY
FARMS, winner of the Leopold
Conservation Award for dedication to
water quality, soil health, and wildlife
habitat at her farm in California.
The award is presented annually in
multiple states by the Sand County
Foundation in partnership with
American Farmland Trust.





One unique opportunity that farmers have to capture carbon is the planting of our crops. Each crop that I plant brings in carbon and puts it back in the soil. I am pulling more carbon out of the air with all of the crops I'm planting than I am emitting in the atmosphere.

JEFF JARBOE
 CORN AND SOYBEAN FARMER, LODA, ILLINOIS



American Farmland Trust and partners developed a new and innovative model to reduce nutrient and soil sediment runoff on leased farmland in the Great Lakes region. By engaging women landowners and farm managers, the team is expanding the use of conservation practices. A pilot program took place in the Portage and Toussaint River basins in northwestern Ohio and the Genesee River Basin in western New York.

ABOVE: Cover crops at McCauley Farms, N.Y. INSET: Landowner Debbie Zielonka.



In Ohio, Illinois, California, and New York, American Farmland Trust released case studies and farmer profiles adding to our growing evidence that soil health practices—such as cover crops, no-till planting, mulching,

and compost—provide economic benefits for farmers and essential environmental benefits. The case studies reassure farmers who believe in the science of conservation practices but may be hesitant to take the financial risk.



Mark Lyon (left), Eco Terreno Wines & Vineyards, Calif.



In Ohio and Kansas, American Farmland Trust joined with public and private partners in launching a new initiative that helps farmers in the dairy supply chain build holistic soil health management systems. And in Illinois and Ohio, several new projects are helping farmers accelerate the adoption of regenerative farming practices that are proven to provide climate and water quality benefits.

the people

ow will we feed a growing population long into the future? This is a profound question with the potential to fundamentally transform farming. The average age of the American farmer now surpasses the typical retirement age, which makes the future of our farm communities uncertain.

American Farmland Trust estimates that 371 million acres of farmland and ranchland could be in flux in the next 15 years, given the age of the owners. Much of that land could succumb to development pressure and be lost to agriculture forever—unless we can get it into the hands of the next generation of farmers.

At the same time, the COVID-19 pandemic has placed unprecedented pressure on our farmers and ranchers, many of whom were forced to adjust rapidly to disrupted markets and supply chains. To help, American Farmland Trust assisted thousands through our Farmer Relief Fund, awarding over \$1.6 million in grants to recipients doing the vital job of providing healthy food to our nation while doing right by the land.

Many young and beginning farmers—including veterans, immigrants, women, and farmers from racial or ethnic groups who have been historically marginalized—are eager to get involved in farming. But the biggest barrier to entry is the price of land, with rising real

The problem of how to bring a young, diverse group of people back to the land is one that American Farmland Trust is tackling head on. There is only a short window of time to help these farms pass on to a new generation.

estate values putting property out of reach for many.

American Farmland Trust works to find new opportunities for farmers—including young people, immigrants, and women—to enter into agriculture by helping them connect with available land and access the resources they need to be good stewards of the land.

The problem of how to bring a young, diverse group of people back to the land is one that American Farmland Trust is tackling head on. There is only a short window of time to help these farms pass on to a new generation.

RIGHT: Originally from Oaxaca, Mexico, Virginia Herrera and Zenon Ramirez made their dream of organic farm ownership a reality on Eloisa Organic Farm in Alabany, Ore.

INSET: Sofia Icgoren, Urban Sprout Farms, Lakewood Heights, Ga.





2020 SUCCESSES



American Farmland Trust launched the Brighter Future Microgrants Program with dairy cooperative Tillamook to help farmers improve farm viability, land access, and climate change resilience. One hundred and twentyfive farmers were selected as recipients, with nearly 80 percent of the funds supporting underserved and underrepresented farmers, including farmers of color and those identifying as LGBTQIA+. Watching
my son open his
creamery business
in the midst of
COVID-19 has been a
challenge for sure. But it is also a
joy to watch young people pour their
heart and soul into an agriculture
business. With the kind of passion
and commitment I see, I'm sure they
will be a success.

 LUSSIER BROWN, LUSSIER DAIRY INC., HAWTHORNE, FLORIDA

Nearly
one million
women operate
farms nationwide
and an additional
half million
own land
they lease



to farmers. American Farmland Trust's Women for the Land initiative provides women landowners with the connections and resources to be successful. Despite the pandemic, our women's learning circles continued online, and we hosted virtual circles throughout the year, from California to Oregon to Connecticut.



American Farmland Trust's New England Farmer Microgrants
Program awarded its first-ever suite of small grants to 41 farmers across New England, totaling \$180,000. The new program addresses three areas identified as presenting some of the greatest barriers to farmer success in New England: financial challenges associated with land access, expanding production on new land, and farm succession planning.

LEFT: Farmer Maddie Morley.

The pandemic strengthened our relationships to our new community and accelerated the trust-building process. Everyone has really come together to be supportive of each other. We are a small area out here, so the success of one farm is the success of all the farms.

ELIZABETH PEEPLES, LITTLE RAM OYSTER COMPANY, NORTH FORK, NEW YORK,
 A RECIPIENT OF AFT'S FARMER RELIEF FUND

Farm-to-school programs create new market opportunities for farmers. American Farmland Trust released a comprehensive report revealing how farm-to-school programs provide economic returns for New York farmers and increased access to healthy local food for children. Continued state commitment could bring high-quality food to nearly one million students while generating nearly \$360 million in total economic impact by 2025.



More than 40 percent of American farmland is owned by seniors aged 65 and older. To help transition this land as farmers retire, American Farmland Trust launched Transitioning Land to a New Generation: Preparing Trainers to Help Facilitate Transfer, which developed a skills-based curriculum to help a new generation of producers and agricultural landowners as they confront the complex issues related to agricultural land and business transfer.





American Farmland Trust launched new initiatives to reach underserved farmers in California. Our Farms for a New Generation in California program engages new farmers, socially and economically disadvantaged farmers, and farmers whose primary language is not English. The workshops present knowledge to support farm operations in ways that protect soil and water resources.



2020 by the numbers



Farmers, landowners, and professionals

TRAINED on

farmland protection, regenerative farming, accessing farmland, and other topics

more than

16,000



Underserved farmers and women landowners who

RECEIVED

specially tailored training

700



Publications, reports, and fact sheets

RELEASED

to educate the public

more than 110



Letters and emails **SENT** by AFT and our supporters to state and federal policymakers

nearly

7.000



State and federal policymakers **EDUCATED**

in meetings about American Farmland Trust priorities

400



Program staff

GREW

to more than 80 experts across the country

up **33%** from 2019



Member organizations and professionals

CONVENED

by our National Agricultural Land Network to elevate efforts to protect agricultural land

more than 200

farmer relief fund

Emergency grants help more than 1,000 farmers.

he COVID-19 pandemic placed unprecedented pressure on American farmers and ranchers. To help, American Farmland Trust assisted thousands of small and mid-sized farmers through our Farmer Relief Fund. At a critical time, the fund awarded over \$1.6 million in grants to farmers struggling with pandemic-related closures of restaurants, schools, and other markets. Recipients used the grants to modify their businesses until normal markets resume.



THANK YOU for granting us money to help our operations expenses during this time. We are one of the Hmong flower farmers of the iconic Pike Place Public Market in Seattle, Washington. We used the grant to pay for seeds, bulbs, fertilizer, soil, and to fix two tractors.

SUA YANGYANG FARM, BOTHELL,
WASHINGTON



THE PANDEMIC led many people to see problems with our food chain, and they felt it was safer to buy direct from a farmer. We are grateful about that. The grant from American Farmland Trust was so integral to us last spring. We used the funds for materials to build a walk-in cooler

LESLIE WISER
RADICAL FAMILY
FARMS, SEBASTOPOL,
CALIFORNIA



we applied our grant directly towards the purchase of animal feed. My wife and I would like to thank American Farmland Trust for the generous donations at a time when no other lifelines presented themselves. Local farms are the backbone of our community. It is imperative to prepare for the next crisis by bolstering support for local farmers.

MARKO ALEXANDROU MOTLEY CREW RANCH, SANTA RITA HILLS, CALIFORNIA



support of our farm and family during this difficult time! Your help means a lot to us. We will surely use the grant to purchase a load of local cow manure compost and continue to stay strong farming.

ANTHONY VU ANTONIO RANCH, JOSHUA, TEXAS



I RAISE pigs entirely on vegetarian food scraps I collect from restaurants and sell the pork back to the restaurants I collect from. I used the grant to buy grain and hay to feed my pigs because the restaurants were not open. Being on an island, the hog feed must be ferried in, which adds about 20% to the cost of feed.

JOHANNA DOUGLAS FORK TO PORK, VINEYARD HAVEN, MASSACHUSETTS



SAVING THE LAN





ID FOR 40 YEARS





Our job is to get the people of this nation, particularly urban interests, to understand how farmers and ranchers contribute to the environmental well-being of us all.

-NORM BERG. FORMER SENIOR ADVISOR TO AMERICAN FARMLAND TRUST





1980 A group of

farmers and conservationists, including Peggy Rockefeller, launch AFT.

1984

An AFT report lays the groundwork for the first ever "Conservation Title" in the 1985 Farm Bill.





1990

AFT secures key victories in the 1990 Farm Bill, including the new Wetlands Reserve Act and the Farms for the Future Act.

1994

AFT creates the Farmland Information Center in partnership with USDA to provide access to resources about agricultural land.





1997 AFT's FRESHFARM program launches the Dupont Circle farmers market in Washington, D.C.





1998

1982

National Agricultural

1983

1985

1986

1988

1989

1990

1991

1992

1992

1995

1996

1997

1999

1981 The

Lands Study National Agricultural Lands Study raises the alarm about the loss of American farmland.

1987

AFT publishes its first "Farming on demonstrating the threat to the nation's most productive farmland.





1992 AFT helps craft New York's sweeping Agriculture Preservation Act to address the state's farmland issues.

1996

AFT achieves a top priority for the 1996 Farm Bill with the new Farmland Protection Program.





AFT is instrumental in securing the first-ever federal farmland protection program dollars for Texas.





the Edge" report,





I take a lot of pride in the number of organizations across the country that have used American Farmland Trust's work to protect land in their own communities, whether through policies we fought for or our work to convince people that farmland is worth protecting.

-RALPH GROSSI, CALIFORNIA RANCHER AND FORMER AMERICAN FARMLAND TRUST PRESIDENT



2008 Congress passes the 2008 Farm Bill with many improvements championed by AFT.



and farming in

the region.



2014 AFT co-sponsors California's Sustainable Agricultural Lands Conservation program.







2017 AFT boosts efforts to help women landowners by launching a national Women for the Land initiative.





2000

2002

2003

2004

2005

2018



2009 AFT holds the first national Farmers Market Celebration.

2012

AFT helps secure over \$20 million for farmland protection in Pennsylvania through the Save Our Farms campaign.





2014 Congress passes the 2014 Farm Bill with landmark reforms advocated by AFT.



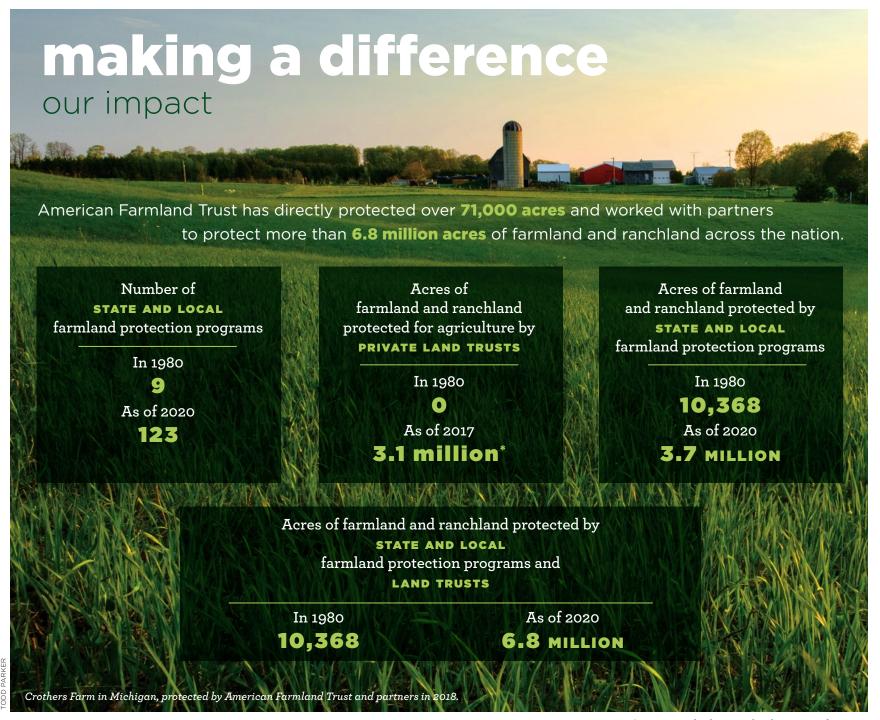


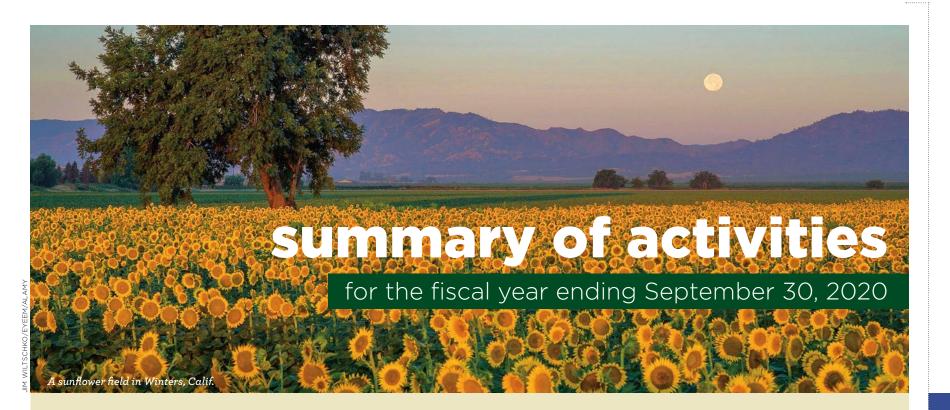


2018 AFT achieves a major victory in the 2018 Farm Bill, increasing federal funding for the Agricultural Conservation Easement Program.









SUPPORT AND REVENUE	2020
Individual Contributions	\$11,057,314
Foundation Grants	5,505,527
Government Grants	13,794,592
Operating Investment Return	766,896
Non-Operating Investment Gain & Other	548,025
Farm Legacy Contribution	501
Other Income, Gains, and Losses	101,935
Total Revenue and Support	\$31,774,790

 $Complete\ financial\ statements\ are\ available\ upon\ request.$

EXPENSES	2020
National and Regional Programming	\$17,546,914
Public Education	2,764,997
Outreach and Communications	586,812
Other Programs	2,319,913
Total Program Services	\$23,218,636
Management and General	582,518
Fundraising	2,527,936
Total Expenses	\$26,329,090
NET ASSETS	
Beginning of Year	\$32,173,023
End of Year	37,618,723
Change in Net Assets	\$5,445,700

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