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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).
American agriculture is at a critical juncture. The pandemic exposed many problems with our food system. Development pressure, climate change, and inequities and barriers for beginning farmers are growing threats. Farming ‘done right’ is the only way to guarantee a sustainable planet and food supply.

— American Farmland Trust President and CEO John Piotti
The mission of American Farmland Trust is to save the land that sustains us by protecting farmland, promoting sound farming practices, and keeping farmers on the land.
The future depends on us.

This 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,

John Hardin
Board Chair

John Piotti
President and CEO
the land

When 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.
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
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.

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.

"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
The 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 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.

Soils have the capacity to store two to three times more carbon than our atmosphere. Farmers can boost the long-term storage of this carbon, which in turn helps us combat climate change.
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.

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.

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.
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.

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

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.
How 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 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.
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 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 twenty-five 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+.

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.

“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
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.
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.

The 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 Yang**
Yang 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

**Thank you** for your 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
An aerial view of Bowles Farming Company, a sixth-generation family farm operation near Los Banos in California’s Central Valley (Shawn Linehan).
AND 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
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
American Farmland Trust has directly protected over **71,000 acres** and worked with partners to protect more than **6.8 million acres** of farmland and ranchland across the nation.

**Number of STATE AND LOCAL farmland protection programs**
- In 1980: **9**
- As of 2020: **123**

**Acres of farmland and ranchland protected for agriculture by PRIVATE LAND TRUSTS**
- In 1980: **0**
- As of 2017: **3.1 million**
- As of 2020: **3.7 MILLION**

**Acres of farmland and ranchland protected by STATE AND LOCAL farmland protection programs and LAND TRUSTS**
- In 1980: **10,368**
- As of 2020: **6.8 MILLION**

*Crothers Farm in Michigan, protected by American Farmland Trust and partners in 2018.

*Not counting land protected with assistance from state and local easement acquisition programs.
# Summary of Activities

For the fiscal year ending September 30, 2020

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## Support and Revenue

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<th>2020</th>
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<tbody>
<tr>
<td>Individual Contributions</td>
<td>$11,057,314</td>
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<tr>
<td>Foundation Grants</td>
<td>5,595,527</td>
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<td>Government Grants</td>
<td>13,794,592</td>
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<tr>
<td>Operating Investment Return</td>
<td>766,896</td>
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<tr>
<td>Non-Operating Investment Gain &amp; Other</td>
<td>548,025</td>
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<tr>
<td>Farm Legacy Contribution</td>
<td>501</td>
</tr>
<tr>
<td>Other Income, Gains, and Losses</td>
<td>101,935</td>
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<tr>
<td><strong>Total Revenue and Support</strong></td>
<td><strong>$31,774,790</strong></td>
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## Expenses

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<tr>
<td>National and Regional Programming</td>
<td>$17,546,914</td>
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<tr>
<td>Public Education</td>
<td>2,764,997</td>
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<tr>
<td>Outreach and Communications</td>
<td>586,812</td>
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<td>Other Programs</td>
<td>2,319,913</td>
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<tr>
<td><strong>Total Program Services</strong></td>
<td><strong>$23,218,636</strong></td>
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<tr>
<td>Management and General</td>
<td>582,518</td>
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<tr>
<td>Fundraising</td>
<td>2,527,936</td>
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<td><strong>Total Expenses</strong></td>
<td><strong>$26,329,090</strong></td>
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## Net Assets

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<td>Beginning of Year</td>
<td>$32,173,023</td>
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<tr>
<td>End of Year</td>
<td>37,618,723</td>
</tr>
<tr>
<td><strong>Change in Net Assets</strong></td>
<td><strong>$5,445,700</strong></td>
</tr>
</tbody>
</table>

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*Complete financial statements are available upon request.*
contact us

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1150 Connecticut Avenue NW, Suite 600
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(800) 431-1499
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farmlandinfo.org

REGIONS

<table>
<thead>
<tr>
<th>Name</th>
<th>Region</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Addie Candib</td>
<td>Pacific Northwest</td>
<td><a href="mailto:acandib@farmland.org">acandib@farmland.org</a></td>
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<tr>
<td>Erica Goodman</td>
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<tr>
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</tr>
<tr>
<td>Jamie Mierau</td>
<td>Mid-Atlantic</td>
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<tr>
<td>Kris Reynolds</td>
<td>Midwest</td>
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<tr>
<td>Billy Van Pelt II</td>
<td>Southeast, Director of External Relations</td>
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</tr>
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</table>

NATIONAL INITIATIVES

<table>
<thead>
<tr>
<th>Name</th>
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<tr>
<td>Brian Brandt</td>
<td>Agriculture Conservation Innovations</td>
<td><a href="mailto:bbrandt@farmland.org">bbrandt@farmland.org</a></td>
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<tr>
<td>Cris Coffin</td>
<td>National Agricultural Land Network</td>
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<tr>
<td>Jerry Cosgrove</td>
<td>Farm Legacy</td>
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</tr>
<tr>
<td>Jennifer Dempsey</td>
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<tr>
<td>Tim Fink</td>
<td>Policy</td>
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</tr>
<tr>
<td>Julia Freedgood</td>
<td>Farms for a New Generation</td>
<td><a href="mailto:jfreedgood@farmland.org">jfreedgood@farmland.org</a></td>
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<tr>
<td>Julie Ann Grant</td>
<td>Director of Philanthropy</td>
<td><a href="mailto:jagrant@farmland.org">jagrant@farmland.org</a></td>
</tr>
<tr>
<td>Mitch Hunter</td>
<td>Research Director (contact for Climate Initiative and Farms Under Threat)</td>
<td><a href="mailto:mhunter@farmland.org">mhunter@farmland.org</a></td>
</tr>
<tr>
<td>Ben Kurtzman</td>
<td>Director of Land Protection Projects</td>
<td><a href="mailto:bkurtzman@farmland.org">bkurtzman@farmland.org</a></td>
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<tr>
<td>Gabrielle McNally</td>
<td>Women for the Land</td>
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<tr>
<td>Michelle Perez</td>
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</tr>
</tbody>
</table>
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York County, Pa.
Join us in the fight to save the land that sustains us. Visit farmland.org