Growth and Acceleration in 2017

2017 ANNUAL REPORT
By protecting our most threatened farmland, increasing land access for farmers, and deepening our community partnerships, we are shaping the future of this region for the better.
Dear Friends,

With summer in full swing, it is with great pleasure that I pause and reflect on all that we accomplished together in 2017. **Last year was a record year of growth and acceleration for PCC Farmland Trust.** By protecting our most threatened farmland, increasing land access for farmers, and deepening our community partnerships, we are shaping the future of this region for the better.

While our conservation team worked creatively with farmers, government officials, and Tribal leaders to preserve farmland, our fundraisers leveraged critical dollars to make it happen. From community engagement to farmland stewardship, **our staff connected with food growers across the state to support their land management and land access needs.** Whether on the farm or off, we educated the local community about the importance of farmland preservation through our events and restoration efforts.

All along the way, supporters like you showed up with steadfast enthusiasm. **Over 564 of you attended our events throughout the year, and 23,400 of you engaged with our stories online.** By purchasing certain products at PCC Community Markets, you helped us raise $125,434 for farmland. One hundred and fifteen of you created almost five acres of pollinator habitat by planting 2,015 native trees on five farms.

**In 2017, we deepened the ways that we are working to support the next generation of farmers.** To start off the year, you helped us raise $45,000 for Viva Farms, enabling them to purchase 40 additional acres to expand their farm business incubator program in the Skagit Valley. Today, farmers are out on the new property enhancing the soil with cover crops and rotational grazing. In addition, we laid the groundwork to launch Farm to Farmer, a new land-matching project, by hiring local farmer and project coordinator Amy Moreno-Sills.

**Through our conservation of Ford Farm in Orting and Wild Hare Organic Farm outside of Tacoma, our total number of conserved acres soared past 2,000.** This acceleration and growth has been possible thanks to the great momentum we are building with the Our Farms, Our Future campaign to protect farmland in the Puget Sound region. Last year, we passed the halfway mark on our $26 million campaign goal, thanks to private donations, public grants, and impact investments from supporters like you.

I continue to be amazed by the impact we are able to have when we come together around a shared vision. **Thank you for your long-standing commitment to our farming future.**

With gratitude,

Rebecca Sadinsky  
Executive Director
“It’s really exciting to know that the farm we are all harvesting from and visiting today will remain a farm. We owe that to PCC Farmland Trust.”

—Katie Green, Organic Farmer
Key Accomplishments

Together, we preserved Ford Farm in Orting, propelling our total protected acres past the 2,000 acre mark.

With your help, we preserved Wild Hare Organic Farm near Tacoma, transferring the farm to a new generation of food growers.

We launched the Farmland Impact Note, our first-ever impact investment vehicle, laying the groundwork to preserve a threatened, 260-acre farm in Monroe.

115 volunteers created nearly 5 acres of pollinator habitat by planting 2,015 native trees.

215 donors gave to us for the first time, totaling over $75,000.

We welcomed one new board member, Robert Farrell a senior real property agent at the City of Seattle.

Our long-term partnership with Powers Winery hit $168,924 in donations from wine sold at PCC Community Market stores.

PCC Markets shoppers supported our work to the tune of $125,434 by purchasing products from 81 vendors.

We continued our successful track record of recycling capital by retiring a $591,000 bridge loan for Ford Farm.

We hired a new staff member to begin developing a new land-matching project to connect farmers with land.

We provided 6 grants to farmers totaling $17,500 to support them in their pursuit of sustainable practices on their conserved land.

378 donors gave over $96,000 through online giving days, GiveBIG and Giving Tuesday.

We collaborated with community partners to secure $3 million in government funding for conservation.

We deepened our partnerships with government officials, Tribal leaders, and local farmers through our leadership of the Snohomish Farmland Conservation Strategy.

THANK YOU! These accomplishments would not have been possible without the support of our donors, investors, corporate sponsors, grantors, partners, and friends. Your commitment is making a difference today, and for future generations.
Looking Ahead

We have a full pipeline of highly valuable, highly threatened farms to protect across the Puget Sound region.

Our land-matching tool, Farm to Farmer, is now live, and we plan to begin making matches between startup and retiring farmers in 2018.

We have raised over $18 million of our $26 million goal for the Our Farms, Our Future campaign. Thanks to you, momentum is building.

We will continue to provide our supporters with fun ways to engage with our work – stay tuned for more farm tours and another Barn Raiser in 2019!

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Financial Report

JANUARY 1 - DECEMBER 31, 2017

OPERATING EXPENSES

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Fund Development</td>
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<tr>
<td>Management</td>
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<tr>
<td>All Programs</td>
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<td>Farmland Conservation</td>
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<td>TOTAL</td>
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CONSERVATION CAPITAL EXPENSES

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<tr>
<td>Land Acquisition</td>
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<tr>
<td>Easement Acquisition</td>
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<td>Reduction in Land Value</td>
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COMBINED EXPENSE TOTAL

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<tr>
<th>Amount</th>
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<tr>
<td>$2,967,930</td>
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OPERATING SUPPORT

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<tr>
<td>Donations &amp; Foundation Grants</td>
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<td>Special Events</td>
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<tr>
<td>Public Grants</td>
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<td>Earned Income</td>
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<td>Investment Income</td>
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CONSERVATION CAPITAL SUPPORT

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<td>Conservation Acquisition</td>
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COMBINED SUPPORT TOTAL

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<th>Amount</th>
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<tbody>
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<td>$3,646,982</td>
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EXPENSES

- Farmland Acquisition: 33%
- All Programs: 17%
- Fund Development: 40%
- Management: 10%

SUPPORT

- Donations & Fdn. Grants: 42%
- Conservation Acquisition: 48%
- Public Grants: 4%
- Land Lease, Earned Income, Investment Income & Special Events: 6%
2017 BOARD
Beth Mondzac, President
Rick VanderKnyff, Immediate Past President
Mark Kantor, Vice President
Elizabeth Pontefract, Secretary/Treasurer
Brad Harrison
Bailey Hinckley
Dr. Stephen Jones
Betsy Lieberman
Randy Lee
Kate Rogers
Robert Farrell
Sylvia See
Sandra Wood

IN-KIND & EVENT THANKS
Adele Maruo & John Lowrance
Alison Leber
Annie Salafsky & Susan Ujcic
Audra Mulkern
Badger Mountain Vineyard & Powers Winery
Bailey Farm
Becky Selengut
Betsy Robblee
Bill Thorness
Bodyceuticals Calendula Skincare
Chaco Canyon
Chinook Book
Chipotle Mexican Grill
Chocolopolis
Choice Organic Teas
Cliff Bar
Don Moody & Teresa Patton, CBRE
DRY Soda
Early Bird Farm
Easton Richmond
Elk Run Farm
Environmental Science Associates
Essential Baking Company
Ford Farm
Four Elements Farm
Frankie & Jo’s
Heyday
Homegrown Sustainable Sandwich Shop
Hot Cakes Molten Chocolate Cakery
Inch Acres
Janelle Maiocco
Juicebox Café
Kashi
Laquinitas Brewing Co.
Local Roots Farm
Maria Hines
Marlys Erickson & Christine Hurley
Mithun
Mountaineers Books
Mountain View Dairy
Oregon Country Beef
Patagonia Provisions
PCC Community Markets
Pike Brewing Company
Shelstad Farm
Sizzle Pie
Tacoma Green Drinks
The Pantry
Tom Douglas Seattle Kitchen
Tony’s Coffee
Top Ten Toys
Van Ness Feldman
Westland Distillery
Zestful Gardens Farm

Photos: Molly Goren