

2008 Annual Report

Saving local organic
farmland forever



CELEBRATING 10 YEARS



PCC FARMLAND TRUST

PCC Farmland Trust
secures, preserves, and
stewards threatened
farmland in the
Northwest, to ensure
that generations of local
farmers productively
farm it using sustainable,
organic growing methods.

Dear friends,

At PCC Farmland Trust, 2008 proved to be a year of extensive and intentional planning, and a year in which we planted many “seeds” that we anticipate harvesting in 2009. As we all know, 2008 also proved to be a vastly different financial landscape than in the past. Land owners and sellers have had to make adjustments in expectations and finances, while the Trust has made changes in our strategies as well.

This year we’ve developed deeper reserves of patience, staying vigilant and focused on the thorough due diligence, research and long-term planning required of every land transaction. With each potential farm that we endeavor to save, a complex web of timing, research, funding, insurance, geography, real estate, assorted legalities, and the interests of multiple stakeholders must be in place in order to support a deal that will keep that land producing food — and in particular, organic food — in perpetuity.

And while saving as much viable, organic farmland as possible is certainly our driving force, we also consider building the foundation for a sustainable farming future a matter of equal importance. Who, after all, will farm the land that is saved — and how? Currently, the average age of a farmer in the United States is 54; we live in an area of the country where purchasing land is out of reach for most young farmers who might step in.

It has become more apparent that we are not only in the business of simply buying land, but of facilitating solid livelihoods for farmers, pursuing beneficial collaborations with project partners, providing public outreach, and more than ever, laying the necessary groundwork for the long-term stewardship required of every piece of land we save.

We are hopeful that we’ll be able to announce the completion of our largest and most ambitious project to date in 2009, with other projects following shortly thereafter. Our donors, an uncommonly generous and loyal group, have propelled us into the New Year with a successful Annual Campaign that will allow us to be in the best possible position to use our financial resources to preserve, steward, and save local organic farmland forever — on a whole new level.

Thank you for all of your support, and here’s to the future of farming!

Randy Lee — Board President

Kathryn Gardow — Executive Director

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2008 Accomplishments

This past year brought discussions of food sustainability and security to a wider audience than ever before in our community. There were almost daily news reports on contaminated food from China and within the U.S., the national rise in popularity of farmers markets, world-wide food riots, and even talk of a new “locavore” movement. Throughout 2008, many people couldn’t help but become increasingly aware of where their food comes from, and why it is so critical that we preserve healthy and sustainable sources of food.

With this greater awareness, the demand for organic food has grown exponentially — an encouraging fact, until you consider that only one-half of one percent of farmland in Washington State is currently organic. The other 99.5% is industrial agriculture, which relies on heavy petroleum inputs and dangerous chemicals, and results in a dangerous lack of crop diversity and poisoned soil. It is fair to say that our continued, nearly-entire dependence on industrial agriculture might be dubbed the “sub-prime loan of food systems”. Can we continue these current methods of growing food — or are we headed for a collapse even more devastating than the economic one we’ve all experienced this past year?

To capitalize on the mounting awareness of these issues that are at the heart of our mission, the PCC Farmland Trust spent the past year building organizational capacity, enabling preservation of local farmland more quickly, efficiently and effectively. We hired two new staff to focus on stewardship, land and farmer research, and some much-needed technology updates. 2008 marked the beginning of our Farmland Stewardship Program and we also continued our Board of Trustees expansion — adding three new members who bring a wide variety of required expertise.



Pictured left to right: Roxanne Scott, WWF member; Dave Lamont, PCCFT Board member; Goldie Caughlan, PCCFT Board member; Kelly Sanderbeck, PCCFT Communications & Development Director; Colleen Willoughby, WWF Board member and WWF President 1995-2008

With a stronger staff and community-inspired urgency behind us, we pursued projects with the passion and dedication of a new “movement.” Unfortunately, real estate deals don’t move as quickly as we’d like! Although we didn’t close on any new farms during the calendar year, extensive progress was made on projects in Kittitas, Pierce, and Thurston Counties.

Our concentration is on acquiring conservation easements that remove development rights and permit only organic agriculture on the property. In these cases, farmers either purchase the property or continue to own it, with the conservation easement attached. This approach has many layers of complexity, and adds more players to the mix, as in our first-time collaborations with governmental organizations such as Pierce County Planning and the Washington Recreation & Conservation Office. Ultimately, however, a greater focus on conservation easements will enable us to save far more acreage than in the past.

Another new venture this year was finding and vetting farmers to purchase a 100-acre property in Pierce County. This presented a new learning curve for the Trust, as all of our past farms have come with farmers already on the property. So instead of just a buyer and seller, we now have a seller, up to five potential buyers

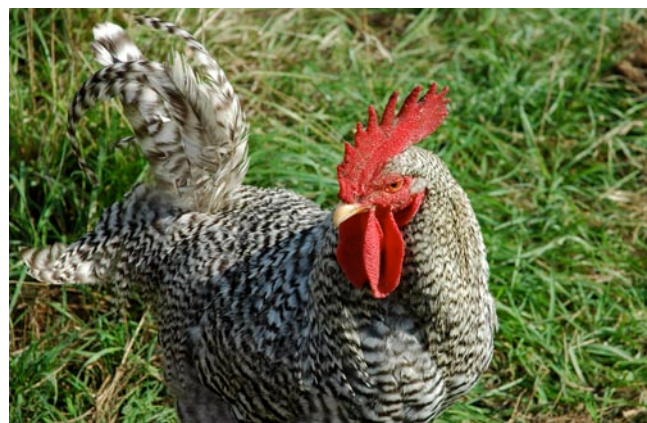
for the title, the county, the state, and banks, lawyers and appraisers on all sides! Even with the reduction in cost to the farmer (because of the conservation easement) we’ve learned that the cost of land is still the most limiting factor for small farmers in the Pacific Northwest.

The Trust held two public farm tours this year: a tour and dinner at Delta Farm in Sequim with 100 people in attendance; and a free tour at Ames Creek Farm in Carnation, where over 600 people joined us to celebrate the harvest. We also held our first annual Farmland Sustaining Circle event at Ames Creek Farm, which was attended by 80 people.

Also a great success was fundraising in 2008: We raised an historic total of \$900,000 during the year, much of which is conservatively invested for our next farm. This included a \$100,000 grant from Washington Women’s Foundation, which brought valuable public attention to the Farmland Trust and opened the door to an entire new community of donors. In addition, we raised \$150,000 during a challenge to our donors, restricted to the Future Farm Fund. We also started the Farmland Sustaining Circle for donors who commit a minimum of \$1,000 per year. In total, we raised about \$425,000 from individuals — who are truly the backbone of the Trust.

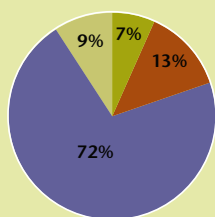
Looking Ahead — Projects for 2009

- Celebrate the Trust’s 10th Anniversary with a “Chautauqua” called ‘Follow us to the Farms!’ “Chautauqua” was an adult education movement popular in the United States in the late 19th and early 20th centuries. Entertainment and culture were brought to rural communities with speakers, teachers, entertainers, preachers and specialists of the day. Ours is a reverse on the theme, as we’ll take city folks to visit the sources of their food. We’ll travel from Walla Walla in June, to Carnation in September, to Sequim in January, with a stop on the way (hopefully!) at a new farm. Donors and volunteers will also host house parties to celebrate the occasion, inviting a new generation of supporters to help save local organic farmland forever.
- Continue work on purchasing conservation easements for: Orting Valley Farms in Pierce County, a 100-acre project in partnership with Pierce County and Washington State Recreation & Conservation Office; Black River Ranch in Thurston County, a 730-acre project in partnership with The Nature Conservancy and South of the Sound Farm Land Trust; a project in Chelan County, in partnership with the Chelan-Douglas Land Trust; a project in Whatcom County; Goldenstone Farm in Kittitas County, and various Snohomish County Farms — several projects in partnership with the County, WSU and Cascade Land Conservancy.
- Develop more collaborations with local land trusts and partners across the state to access new communities and donors who may have specialized knowledge of the politics and resources of different regions in Washington. To this end, we’ll continue to build a database of farmers and properties who may be interested in working on future projects.



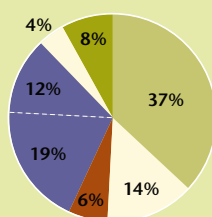
- Continue building stewardship plans and baseline documentation for each current farm parcel, plus any new farms. Complete annual monitoring for all properties.
- Continue work towards our goal of achieving accreditation through the Land Trust Alliance by 2012. The LTA is an independent national accreditation program that recognizes land conservation organizations that meet national standards for excellence, uphold the public trust, and ensure that conservation efforts are permanent. Accreditation gives the Trust an opportunity to implement comprehensive monitoring policy procedures that will lead to a more effective Farmland Stewardship Program.
- Complete customization and training for our new database, enabling us to keep in touch with donors in a more personal and meaningful way. Launch a new website, expand participation in social networking, and continue developing Farmland Trust marketing and outreach initiatives.

Financial Report January 1, 2008 to December 31, 2008



OUTFLOW

Outreach & Development	\$24,499	(7%)
Administrative Costs	\$45,334	(13%)
Programs & Stewardship	\$258,681	(72%)
Capital Payments	\$33,053	(9%)
TOTAL	\$361,566	(100%)



INFLOW

Individual Contributions	\$370,885	(37%)
Corporate Contributions	\$139,740	(14%)
Foundation Grants	\$59,070	(6%)
Restricted Income	\$307,500	(31%)
<i>Future Farm Fund (\$190,000)</i>		(19%)
<i>Other Programs (\$117,500)</i>		(12%)
Lease Income, Investments & Other	\$35,891	(4%)
Donated Services	\$82,033	(8%)
TOTAL	\$995,119	(100%)



PCC FARMLAND TRUST

“For over 40 years as a real estate lawyer, I have seen our community surrender our sources of local, healthy food, and become more dependent on distant energy-expensive food. The Trust is a way to participate in the recapture and preservation of what once was ours: local farms growing healthy, organic food.”

— William Appel, PCC Farmland Trust Board Member



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 Community Alliance for Global Justice
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 Growing Things Farm
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 National Sustainable Agriculture Coalition
 The Nature Conservancy
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 Tilth Producers of Washington
 Washington Association of Land Trusts
 Washington Environmental Council
 Washington Sustainable Food & Farming Network
 Washington Wildlife & Recreation Coalition
 WSU King County Extension

Foundations & Donor-Advised Funds

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 Seattle Foundation
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 Shortlidge Charitable Trust
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 Washington Women’s Foundation



Corporate, Matching Gifts & Vendor Donors

Adobe Matching	Flora	Newman's Own Organics (in-kind)	Sound Physical Therapy
Amgen Matching	Fran's Chocolates (in-kind)	Odyssey Enterprises	Springfield Creamery, Inc.
Bank of America Matching	Full Circle Farm (in-kind)	Organic Valley Family of Farms	Starbucks Matching
Bill & Melinda Gates Foundation Matching	Gaia's Temple	Organically Grown Co.	Stewardship Partners
Big Sky Brewing	Great Harvest Bread Co. (in-kind)	Paladino & Company	Stiebrs Farms
Blue Star Electric	Growing Things Farm (in-kind)	Paulaner-Merchant du Vin	Stonyfield Farm
The Boeing Company	Alicia Guy (in-kind)	PCC Natural Markets (in-kind)	Symetra Matching
Boeing Matching	Heineken USA-Bohemia	Peterson Fruit Company	Talking Rain Beverage Co.
Boeing Employee's Community Fund	IBM Matching	Pike Brewing Company (in-kind)	Tony's Coffees & Teas, Inc.
Case Design + Project Management	Lynn Johnson Videography (in-kind)	Powers Winery	United Natural Foods West, Inc.
CB Richard Ellis/Don Moody & Teresa Patton (in-kind)	Key Foundation Matching	Puget Sound Energy Matching	United Way Donor Designations
Phong Cha (in-kind)	King County Employee Giving Program	Pyramid Breweries	Verizon Matching
Chateau Ste. Michelle Wine	Kingfish	Regence Employee Giving Campaign	Warp Graphics/George Guy (in-kind)
Choice Organic Teas	Kohl Construction & Remodeling	REI Charitable Campaign Matching	Washington Combined Fund Drive
Cingular Matching	Lindemans-Merchant du Vin	Valerie Reuther Consulting (in-kind)	Washington Mutual Matching
City of Seattle Combined Charities	Dawn Lucrisia Johnson Photography (in-kind)	Rogue Ales	Wellspring Group P.S. CPAs
Clif Bar	Mark Funk Public Affairs (in-kind)	Russell Matching	Zymogenetics Matching
Cline Cellars	Martha Rose Construction, Inc.	Safeco Matching	
Cougar Mountain Baking Company	Microsoft Matching	Safeco Employee Giving	
Diageo	Microsoft Giving Campaign	Sagelands	
DRY Soda Co. (in-kind)	Monterey Gourmet Foods	Sam Smith Brewing-Merchant du Vin	
Falling Star Winery	Moveable Feast	Scottish & Newcastle	
Fish Brewing Company	Natural Factors	Session Lagers-Full Sail Brewing	
	New Belgium Brewing Co.	Sierra Nevada Brewing Co.	
		Small Changes	

Saving
Northwest
farmland is a
community
effort.

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