

**AGRICULTURAL
STEWARDSHIP
ASSOCIATION**
FOR GOOD. FOREVER.

THE POWER OF WORKING TOGETHER

2018 - 2019 DONOR APPRECIATION REPORT

2018 - 2019

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visit us online
agstewardship.org

The Agricultural Stewardship Association (ASA) protects our community's working farms and forests, connects people to the land, and promotes a vibrant future for agriculture and forestry in the region.

As of March 31, 2019, we had assisted landowners with the conservation of 22,000 acres of productive land in Washington and Rensselaer counties.



FOR INFORMATION:
518-692-7285
2531 State Route 40
Greenwich, NY 12834
www.agstewardship.org



What we do together

Your giving to ASA adds up to these priceless results



3,522
Acres of farmland
and forests protected
in 2018-2019



22,000
Acres stewarded
on foot and by air



172
Miles walked to monitor
conserved properties

- ▶ **500 community members** attended the Richview Farms/Bunker Hill Organic Creamery Open House
- ▶ **\$55,430 raised by 374 ASA supporters** who celebrated with us at our annual Forever Farmland Supper
- ▶ **596 pieces of art** were exhibited by 58 artists at the Landscapes for Landsake Art Sale, generating **\$53,350** for ASA
- ▶ **55 children took 4,197 photographs** through our Farm Photography for Kids program
- ▶ **310 hours devoted by staff and board members** to develop a new 5-year strategic plan to be rolled out in 2020
- ▶ **84 new donors** welcomed to our ranks
- ▶ **\$12,000 donated and \$50,000 in pledges** resulted from a Forever Farmland Campaign event held at the Brooklyn Historical Society DUMBO
- ▶ **\$15,000** generated for the Forever Farmland Campaign through a \$7,500 match provided by Salem Farm Supply

“We must have farms to have food. We believe in the natural beauty and culture of farming responsibly. We believe that supporting small, family businesses is supporting America.”

**- Diana and David Britton, Granville, NY
first-time donors in 2019**

*Photos (top to bottom)
Richview Farms, Greenwich
Wagner Farms, Brunswick
Simply Grazin', Hartford and Fort Ann*



CAMBRIDGE COMMUNITY FOREST

“Taking students to the forest provides an excellent opportunity for interdisciplinary and experiential learning. The outcome will be students who are enthusiastic and engaged in their learning. This leads to increased academic achievement in all disciplines. Outdoor education also builds the problem solving and decision-making skills that are necessary to address complex environmental issues.”

- Beth O’Grady, Cambridge Central School



Soon a reality

ASA reached a major milestone in 2018-19. Through contributions from individuals and grants from the Open Space Institute (OSI) and Fields Pond, ASA purchased forested land just outside the Village of Cambridge. The property will be owned by ASA and managed for public use. The 140 acres of forest will offer hiking, mountain biking, bird watching, fishing in White Creek, picnic spots and demonstration sites for sustainable forestry management.

The property is within easy walking and biking distance of downtown Cambridge and the Cambridge Central School. It will be a recreation place for the community, providing children a place to explore nature and educators an outdoor classroom.

With community participation, ASA will create a Land Management Plan during the coming year to address improvements, trail design, forest management and the long-term stewardship of the property.

Additional fundraising to repair the existing bridge, create a small parking area and install informational signage is needed to prepare the site for public use. Community conservation changes lives and transforms communities. We need your involvement, your ideas and your gifts. Together, we will make it a reality!



“I have been painting in Washington County for a good third of a century and more than half of the places I have grown to love and cherish have been lost to private development.”

- Harry Orlyk, Salem, NY Landscape painter and 15-year donor



FOREVER FARMLAND CAMPAIGN

2018-19 Forever Farmland Campaign Committee Members

David Horn, *Greenwich* - CHAIR

George Allen, *Schaghticoke*

Deb Balliet, *Burnt Hills*

Richard Bump, *Cambridge*

Lynn Caponera, *Cambridge*

Philip Gitlen, *Greenwich*

Liz Gordon, *Valley Falls*

Noel Hanf, *Cambridge*

Annie Jennings Weber, *Brooklyn*

Jill Nadolski, *Salem*

Annie Paulsen, *Brooklyn*

Katherine Roome, *Cambridge*

Jennifer Small, *Wilton*

Mary Ellen Williams, *Greenwich*

Alexander Zagoreos, *Eagle Bridge*

Jessica Ziehm, *Buskirk*

Teri Ptacek
Executive Director

Donna Dodd-Thomas
Development Manager

“Protecting farmland is more important now than ever before.”

- Fern Bradley and Thomas Cole, Greenwich, NY supporters since 2009

“Farms need to remain farms, period!”

- Marion Lipton, Brooklyn, NY donor since 2018

Our goal is in sight

We’re almost there! When ASA launched the Forever Farmland Campaign in 2016, our goal of raising \$1.9 million seemed staggering. We’re thrilled to share that the campaign has raised more than \$1.6 million thanks to our committee members and generous donors.

The campaign has funded the conservation of 41 farms which represent nearly 10,600 acres of farmland. Twenty of the projects have been completed and another 21 are in process. We have spent or committed a total of \$1,253,182 on project costs including stewardship, transaction and easement acquisition expenses.

The remaining funds to be raised will help leverage public farmland protection funds as well as incentivize landowners to donate easements. We need the help of people like you to reach our goal.

-Dave Horn, Forever Farmland Committee Chair



LAND CONSERVATION

Historic number of properties conserved in 2018-19

This year has been a banner year for farmland and forest conservation. Donor support enabled ASA to close on 14 conservation easements and complete an easement transfer of 897 acres from the Open Space Institute.

In August 2018, ASA submitted eight applications to New York State's farmland protection program for eight local farms. Every one of our applications was successful. New York State will provide ASA with \$4.5 million to conserve 2,811 acres in Washington and Rensselaer counties as a result.

There was more good news. New York State made \$30 million additional dollars available to help struggling dairy farmers across our state. ASA applied for seven awards. Again, all seven applications were successful. ASA was awarded more than \$3.6 million to protect 2,028 acres of land owned by dairy farmers in FY 2018-2019. These farmers will use the funding to diversify their operations or transition ownership to either the next generation or a new owner while ensuring the land remains forever available for agricultural use.

Protecting farmland and forests forever

ASA accepts easement transfer

In early 2019, the Open Space Institute (OSI) transferred the easement on 879 acres of conserved farmland owned by George, Eric and Leslie Allen to ASA. The property, which is located on the Hudson River in Easton, was considered as the site for a nuclear power reactor in the 1970s. OSI conserved the farm before selling it to the Allen family.

Stewarding the land

As the number of conserved properties grows, so does ASA's commitment to steward the easements and protect

these working landscapes forever. Our stewardship team collaborated with landowners to conduct site visits to all 131 conserved properties. Farmland and woodlots were monitored on foot and in small aircraft through the assistance of our conservation partners at LightHawk. As part of ongoing landowner relationship building, ASA hosted workshops geared toward our easement landowners on topics such as pond management, agroforestry and silvopasture practices; chainsaw safety training; farm viability and land assessment. ASA thanked our landowners with a Johnny Cash Tribute featuring great music from a Rockabilly Hall of Fame artist and delicious local food.

Rensselaer County Properties Conserved as Forever Farmland

1. Schmidt Farm*

David Schmidt
214 acres – Pittstown
Sale of the development rights will allow 87-year-old David Schmidt to retire and sell the operation to his farm assistant.

2. Tilldale Farm*

Dany and Joanne Tilley
266 acres – Hoosick
This organic farm raises beef cattle and pigs and sells their meat at three area farmers' markets. The Tilleys conserved their land to ensure it will be affordable for a new farmer when they retire.

3. Wagner Farms*

Louise, Pete and Robert Wagner
300 acres – Brunswick and Poestenkill
Thanks to the Wagner family, some of the most productive land on the outskirts of Troy has been protected forever.

4. SherMar Farm*

Marjorie Herrington
92 acres – Hoosick
This farmland is used as support land for Tilldale Farm.

5. GEM Farms (3 easements) *

David, George, John and Samuel Mesick;
Olga Swartz and Resa Ostrander
555 acres – Schodack
Ten generations of Mesicks have worked GEM Farms. Now it's protected for the next 10 generations. The Mesick family raises buffalo, beef cattle, hay, soybeans and vegetables. ASA's partnership with Scenic Hudson made the protection of GEM Farms possible.

Washington County Properties Conserved as Forever Farmland

6. Richview Farms (2 easements) *

Dan and Erin Richards
167 acres – Greenwich
The Richards diversified their dairy operation and opened Bunker Hill Creamery to bottle their own organic milk.

7. Manx Station (easement donation)

Glenwood Rowse
174 acres – Cambridge
This farm raises grass-fed Belted Galloway beef that is sold directly to customers through the Lewis Waite Farm CSA.

8. Simply Grazin' (2 easements) *

Mark and Lynne Faille
505 acres – Hartford and Fort Ann
Simply Grazin' raises organic grass-fed beef and pork sold through Whole Foods, Wegmans and Fresh Direct. This property was ASA's first conservation easement in the Town of Hartford.

9. Roome Property (easement donation)

Hugh and Kathy Roome
275 acres – Jackson
A local dairy farmer currently leases this acreage for support land.

10. Hepatica Farm

Arthur Kraamwinkel and Melanie Seserman
95 acres – Greenwich
Working with Equity Trust, this farm was protected and then transferred at an affordable price to young farmers who are creating a diversified, biodynamic farm with poultry, pork, lamb, vegetables and dairy.

* Funding for these projects was provided by the New York State Environmental Protection Fund administered by the Department of Agriculture and Markets

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1,427 acres in Rensselaer County!

1,216 acres in Washington County!



"Each year I feel moved as I stand out back looking at the flats as they are turned over. It would be a shame for them to be developed. It's the best land we own and it's the best land in Rensselaer County."

- Louise Wagner of Wagner Farms, Poestenkill, NY conserved 300 acres of farmland in December 2018

"Holy cow - 15 projects in one year! Two conservation easements in a year used to be a lot. Great work Teri and team."

- Stephenie and Will Randles, Randles Fairview Farm, Argyle, NY supporting ASA since 2005



FINANCIAL SUMMARY

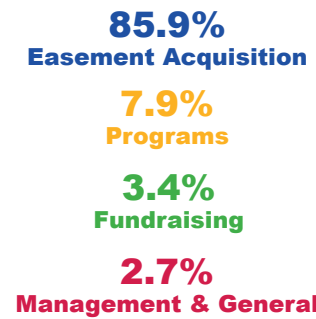
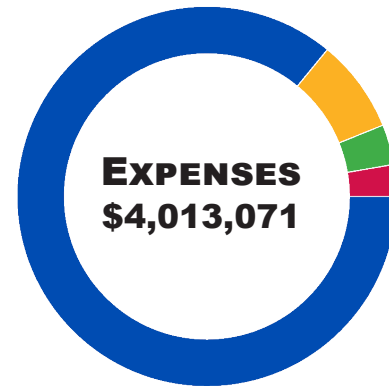
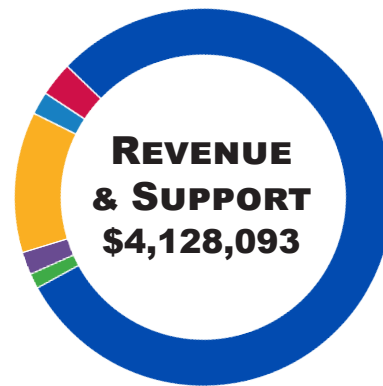
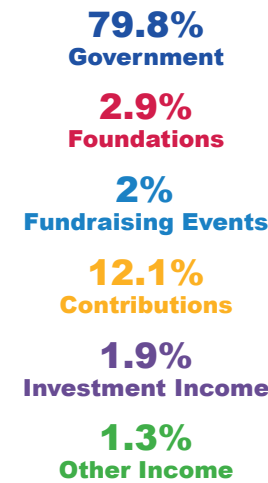
Your generosity has allowed ASA to move forward conserving land, supporting our farmers and engaging our community.

Our purchase of the 140-acre Cambridge Community Forest will make it possible for us to engage more of our community and protect this forest land for future generations. Your support also made possible additional conservation projects. We are well on our way to conserving 24,000 acres by 2020 and protecting the way of life that is so important to our region.

Thank you for your generous donation of time and treasure. It is greatly appreciated.



Mary MacKrell, CPA, Treasurer



Consolidated Statement of Financial Position for the year ended March 31, 2019

ASSETS	
Current Assets	\$ 1,121,969
Investments	832,301
Land	90,000
Other assets	671,857
TOTAL ASSETS	\$ 2,716,127
LIABILITIES	
Accounts payable	\$ 23,240
Accrued expenses	36,707
Deferred revenue	462,534
TOTAL LIABILITIES	\$ 522,481
NET ASSETS	
Without donor restrictions	\$ 933,969
With donor restrictions	1,259,677
TOTAL NET ASSETS	\$ 2,193,646
TOTAL LIABILITIES & NET ASSETS	\$ 2,716,127

Statement of Activities and Changes in Net Assets for the year ended March 31, 2019

REVENUE AND SUPPORT	
Contributions	\$ 497,447
Fundraising Events	80,715
Foundations	120,714
Government	3,259,787
Other Income	53,376
Investment Income	80,054
TOTAL REVENUE AND SUPPORT	\$ 4,128,093
EXPENSES	
Easement Acquisition	\$ 3,449,225
Programs	318,437
Fundraising	137,413
Management and General	107,996
TOTAL EXPENSES	\$ 4,013,071
CHANGE IN NET ASSETS	\$ 115,022

ASA's financial records have been audited by PKHB, CPAs, P.C. A complete copy of the financial statements for this period may be obtained by contacting ASA or the New York Department of State, Office of the Attorney General's Charities Bureau, The Capitol, Albany, NY 12231.

YOU ARE KEY TO ASA'S SUCCESS!

Conserving local farms and forests is a forever mission that we accomplish together. Everything ASA does is powered by you – our passionate supporters. We are honored to recognize the following donors for your generous contributions to ASA's Annual Fund from April 1, 2018 through March 31, 2019. Thank you for making the vital work of ASA possible.

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American Farmland Trust *
Community/Land Preservation and Planning Fund of The Community Foundation for the Greater Capital Region
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Diane and Mike Morency
Dolores R. Muhligh
Eileen and Frank Musso
Jill Nadolski

29 Years

131 Farms

22,000 Acres



“We are making this family donation instead of doing our usual family holiday gift exchange at Christmas.”

- Mapleland Farms, The Campbell Families, Salem, NY, proudly supporting ASA since 2007

Nolan CPA Services
The Noxon Family
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Owl Wood Farm, Mark Bascom
and Lindsay Fisk
Patricia and John Paduano
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Pleasant Valley Farm, Sandra and Paul Arnold
Penelope Poor
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Sharon and Lewis Zankel

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Suzanne Carreker-Voigt
Marika Contompasis and
Thomas Lopez
Mary and Jim Dean
Carole and James Dilley
Anne Finch and
Robert Fakundiny
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Marjorie Geiger
Shelly and Mark Hachenski
Patti and Greg Hansen
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Andrea Grom
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Flo and Tom Heeder
Marjorie Herrington
Hi Brow Farms, Kim, Jay and
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Ghetta Hirsch
Helen Hooker
Katie Jilek
Jane Johnston
Charlie Joseph and Beth Hill
Jane Kana
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J. Kinsley
Joanna and Rick Lederer-Barnes
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Cathy Stewart
Barbara Sutherland
Jonathan Tenney and
Bethene Trexel
Ann and David Townsend
David Vigoda
Mia Westerlund
Rae and David Whitehead
Don and Sherry Wise
Jeremy and Nekenasoa Wyble

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Dottie Halligan
KC Consulting, Erich Kranz and
Martha Culliton
Diane Kennedy
Long Days Farm, Deborah Jaffe
and Edwin Schiele
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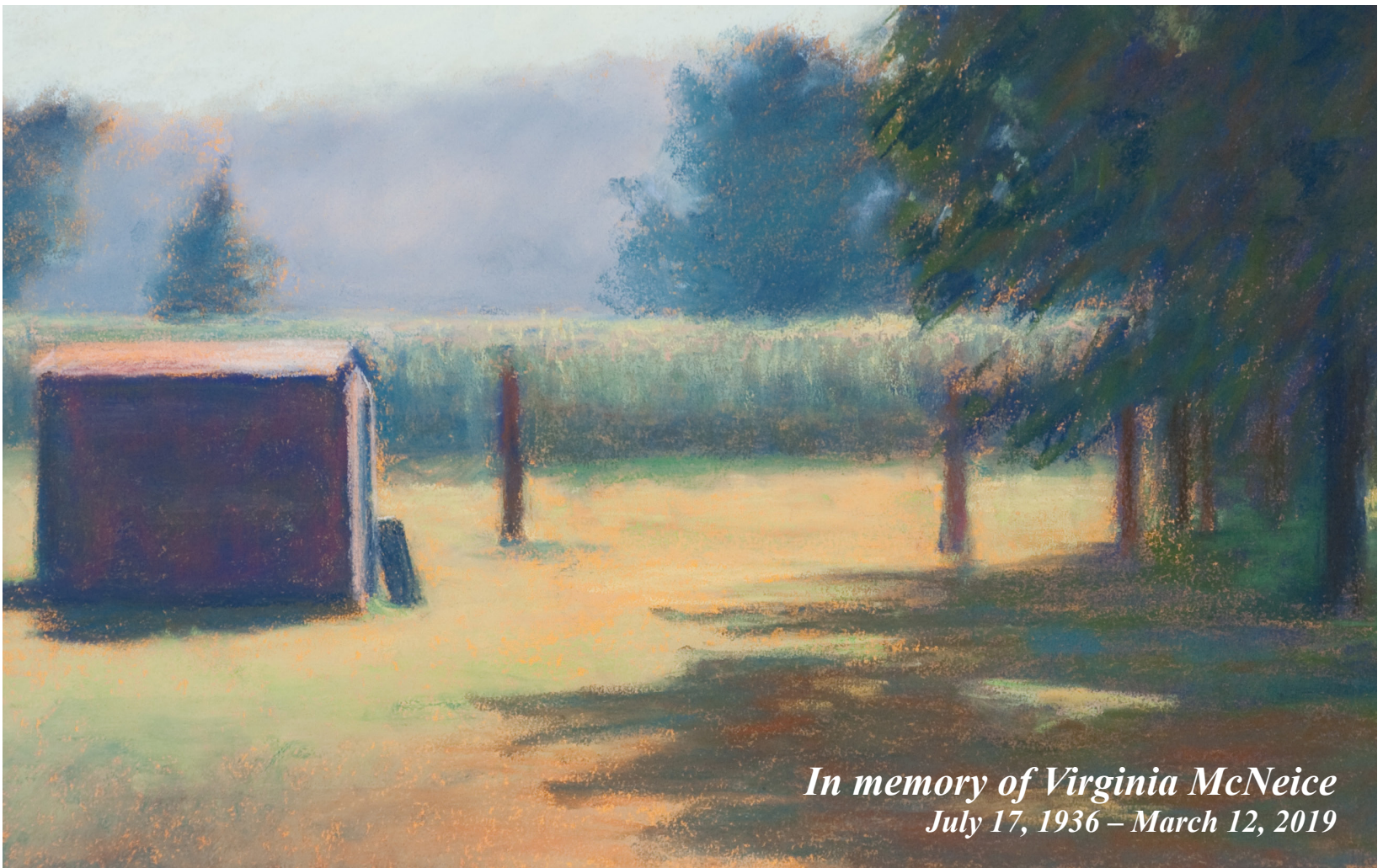
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