



**OREGON
AGRICULTURAL
TRUST**



A LETTER FROM OAT'S PRESIDENT AND EXECUTIVE DIRECTOR

When you build a barn, you start with the foundation. The structure that houses animals, tractors, and tools is only as good as the cement that it's rooted in.

2022 was a year of foundation building for Oregon Agricultural Trust (OAT). **We grew our Board** — adding representation from the North Coast and the estate planning community. And we grew our staff, adding our **Education Program Director** Andrea Kraemer, who has found tremendous demand for information on succession planning and working land easements.

We also laid the groundwork for **our first easement**, Forest Edge Vineyard in Oregon City, signed on Valentine's Day 2023. With our first easement completed and five more expected in 2023, we will be applying for accreditation with the Land Trust Accreditation Commission. The practices we employ will help us complete and steward easements into the future — **including 28 projects** in the hopper that would protect **76,742 acres** of farm and ranch land across Oregon.

From the North Coast to Southeast Oregon, with the Willamette Valley and Mid-Columbia in between, we are committed to providing Oregon farmers and ranchers with an important tool for protecting their land and making it easier to pass it on to future generations.

We are grateful to everyone who has joined us in our mission: from landowners whose land we're protecting to agencies, foundations, corporate sponsors, members, Barnraisers, and monthly donors who make our work possible. We are honored to be in community with you, and excited to share what we accomplished last year with your help.

Kimberlee Chambers
President



Nellie McAdams
Executive Director

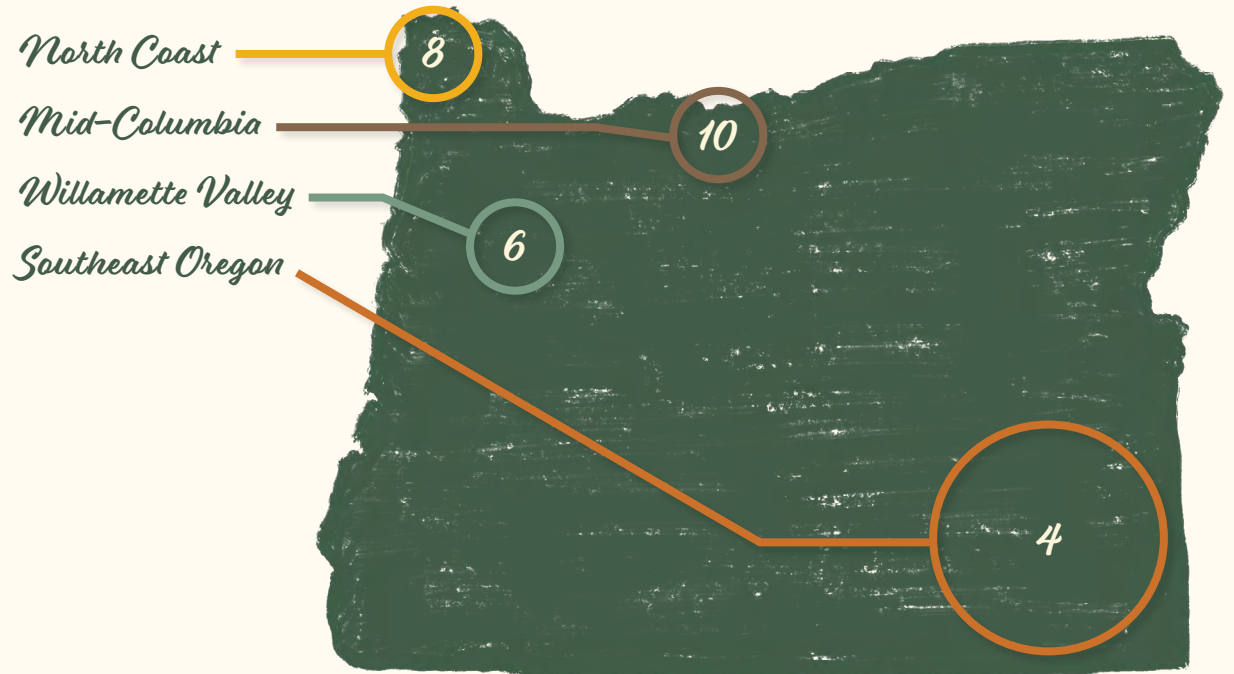


Kimberlee Chambers

Nellie McAdams

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Southeast Oregon



“Yes, agricultural land feeds the population, whether it’s Union County or the State of Oregon or the United States or the world. But almost more importantly in this day and age, this is ground that sinks carbon, that cleans the air. And if that gets developed over that’s never coming back.”

Zach Wilson

OAT Board | General Manager of
Wilson Cattle Company in North
Powder, Oregon

Major Ag Products

Livestock, alfalfa, hay, onions, potatoes

Land Protection

In this region, OAT has **16 easement projects** in the pipeline that would protect 63,926 acres of range and pastureland. We hope to close on 5 of these projects by the end of 2023.

Education

In 2022, OAT held **6 events** in the region to educate landowners about succession planning and working land easements.

Community

Cheers to the Land participant Barley Brown’s Beer held a pint night event to benefit OAT.

Funding

Oregon Watershed Enhancement Board and Natural Resources Conservation Service funded work to do outreach and project development in the region in 2022.

Willamette Valley



"I think the other issue that was also always important is not just protecting the land and keeping it in farm and forest, but making it financially accessible to the next generation. We bought it at a time when you could afford it. Land these days is tremendously expensive and most young farmers can't afford land. Having an easement restricts development options, makes land less a commodity and hopefully can keep it more affordable."

— Jan Wallinder

who, along with her husband Ron Webb, conveyed OAT's first easement on their property, Forest Edge Vineyard in Oregon City, OR

Major Ag Products

Hazelnuts, wine grapes, grass seed, hops, Christmas trees, vegetables

Land Protection

In February 2023, OAT closed on its first easement, Forest Edge Vineyard. OAT has **7 more projects** in the pipeline in the region that would protect **2,697 acres**.

Education

OAT organized or presented about easements, succession planning, and policy at **10 events** in 2022.

Community

As part of our Cheers to the Land campaign, 3 breweries and 2 tap rooms held events to benefit OAT.

Funding

United States Department of Agriculture's Beginning Farmer and Rancher Development Program and Harbourton Foundation funded our work in partnership with Rogue Farm Corps and Friends of Family Farmers (FoFF) to support intergenerational transitions of farm land and businesses. These two grants launched a pilot Land Access Navigator position at FoFF., which we hope will be replicated elsewhere.

North Coast



"Farming is both my career and my passion, and I want to ensure that there are generations of farmers after me that find an easier path to land access, training, and economic stability than I have walked along."

Teresa Retzlaff

OAT Board | Farmer at 46 North Farm in Astoria, OR

Major Ag Products

Dairy, mint, blueberries

Growing the Board

OAT welcomed Teresa Retzlaff to our board, owner and farmer of 46 North Farm in Astoria.

Land Protection

OAT plans to complete **1 easement** in the region this year that will protect **814 acres**.

Education

OAT held or presented about easements, succession planning, and policy at **2 events** in 2022.

Community

OAT held events with Fort George Brewing and Pelican Brewing as part of Cheers to the Land.

Funding

Tillamook County Creamery Association, Jubitz Family Foundation, and Natural Resources Conservation Service helped fund OAT's work in the region.

Mid-Columbia



“Unfortunately, acknowledging that this is good farmland doesn’t stop developers from wanting to build on it. This is a beautiful area, demand is high for affordable housing, and it’s even more profitable to build fancy second homes for folks who don’t live here. But once the land is paved over, it’s lost.”

Jana Castañares

Parkdale, OR resident and monthly donor

Major Ag Products

Pears, cherries, wheat

Growing the Board

In 2023, OAT’s Board welcomed Megan Thompson, cherry grower, President of Cascade Cherry Growers and Field Representative of Sage Fruit Company, based in The Dalles.

Land Protection

OAT is currently working on **1 easement** in the region that would protect **1,461 acres**.

Education

OAT organized or presented about easements, succession planning, and policy at **2 events** in 2022.

Community

OAT held events with Gorges Beer Co. and Ferment Brewing as part of Cheers to the Land.

Funding

Outreach and project development in this region is funded by Jubitz Family Foundation and Natural Resources Conservation Service.

2022 At a Glance

Land Protection

We finished our **Farm and Ranch Protection Plan**, which helps OAT prioritize our work across our 4 focal regions, and expanded our pipeline to include **28 projects** that would protect **76,742 acres**.*

Fun Fact: Our Rangeland Program Manager, Marc Hudson, drove a total of 21,960 miles to meet with ranchers last year: equivalent to driving across the US seven times!

*3 strategic projects protecting 7,844 acres are outside our core focal regions.



Education

In 2022, we provided one-on-one assistance to 60 farmers, ranchers, and service providers, and provided education for over **500 people** including 214 farmers and ranchers and 172 service providers (e.g. attorneys, accountants, and appraisers).

Advocacy

Executive Director Nellie McAdams advocated alongside other organizations to fund the Oregon Agricultural Heritage Program at **\$5 million**. Oregon used this state funding to leverage **\$6 million** in additional federal ACEP-ALE funding.

Development

Our Cheers to the Land campaign included 9 breweries, 11 in-person events, and raised over \$10,000 for OAT.



What's Ahead in 2023

Strategic Planning

Our 2024-2026 strategic plan will incorporate our Farm and Ranch Protection Plan and DEIJ Lens.

Accreditation

OAT is preparing to apply this August to the Land Trust Accreditation Commission to become an accredited land trust.

Education

We will educate **500 farmers and ranchers** and **200 service providers**. OAT will also produce a series of videos, a comprehensive manual, and a PowerPoint presentation to educate farmers, ranchers, and service providers about the business applications of working land easements.

Cheers to the Land

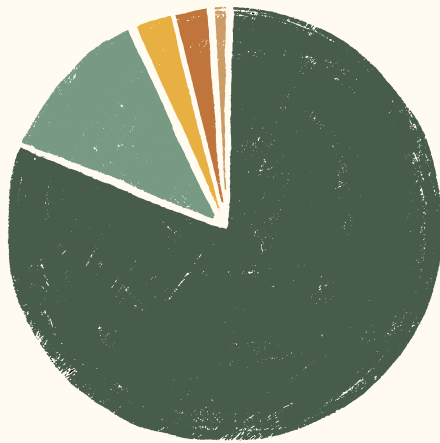
Our Cheers to the Land campaign returns in October 2023! Stay tuned for information about participating breweries and events.



CHEERS TO THE LAND.

Financials

Revenue Categories YTD



- *Foundation Grants: 81%*
- *Government Grants: 12%*
- *Corporate: 3%*
- *Individual: 3%*
- *Other: 1%*

Leveraging Funding

OAT's **advocacy budget** of \$32,502 helped to leverage \$11 million of state and federal funding: in other words, a return of 338 times our investment.

OAT's **education budget** of \$67,406 helped support over 1,000 people, including 430 farmers and ranchers across the state.

OR: For every \$3,000, OAT can host an additional educational workshop for local producers (actual \$2,930).

Donors

Become an **OAT member** with a \$50 donation: receive access to OAT's members-only webpage and invitations to member events.

Join our **Barnraiser's Circle** with a gift of \$1,000 or more. Membership ensures personal updates on OAT's work from Nellie McAdams.

37% of OAT's donors in 2022 were farmers or ranchers.

Corporate Donors

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BLOCK 15 BREWING
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GORGES BEER CO.
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TILLAMOOK COUNTY CREAMERY ASSOCIATION
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