

SUMMER 2018

openviews

Saving the Land We Love



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“We do not inherit the earth from our ancestors; we borrow it from our children.”

—Native American Proverb



From the Chair, **Caroline Morton**

This year marks 30 years of work for Lancaster Farmland Trust. August 1988 was the official opening of the Trust, and with it, the birth of a movement in Lancaster County. Those early days of our organization looked very different than how we recognize it today. Landowners were hesitant to get involved and the community didn't quite understand our mission.

Slowly, word of mouth grew and farmers began to contact the Trust. One farm turned to three, then six, and by 1990 we hit our first milestone — 14 farms and over 1,000 acres preserved. Likewise, the Lancaster community rallied and showed their support for local farmers through their contributions to the Trust.

Today, we are approaching 500 farms and 30,000 acres preserved and our waiting list of farmers who want to preserve their land is ever-growing. We are grateful that our community of supporters grows each year. In 30 years, you have helped us turn our founder's dreams into reality and expanded our mission of preserving farms to include long-term land stewardship and water quality improvement. But, our work is far from done.

With 40-plus farmers on our waiting list, the Trust needs to forge ahead. Thirty years into the future, we will continue preserving land and stewarding the resources it encompasses. Our work will be continued by our children, as our passion for the land is passed on to them.

Thank you for your support over our first 30 years. I hope you will help us make our next three decades just as productive and memorable.

With thanks to all,

From the Executive Director, **Karen Martynick**

What could be better than celebrating an anniversary? How about achieving two important milestones at the same time? Lancaster Farmland Trust will mark its 30th anniversary this year. We are excited about celebrating our anniversary but we know that our success is not measured by the number of years we've been preserving farmland but rather by what we've accomplished.

That's why we are looking forward to reaching two significant achievements this year — preserving our 500th farm and surpassing 30,000 acres of preserved farmland. We are proud of our accomplishments and recognize that our success is the result of the collective effort of farmers, donors, volunteers, and community leaders who have made a commitment to protect what is special about the county.

Lancaster County is unique in many ways. There is a land ethic that does not exist in other places. We care about the land. We have made agriculture a priority. We respect our rural heritage and embrace it as part of our future. These shared values have made our success possible and we are deeply grateful to the farm families who have preserved their land and to the community that has provided its support.

As we look forward to the next 30 years, we invite you to continue to share our vision — a vibrant, welcoming community with a mission to protect what is special about our past so that future generations can prosper.

Thank you for your continued commitment to farmland preservation and for taking this important journey with us over the past three decades!

Cordially,

In Memory of Marilyn Ware



[Marilyn] understood what made Lancaster County special and she committed her time, talents and financial support to ensuring it was protected.

Three decades ago, Ambassador Marilyn Ware was approached by Amos Funk with an idea. Amos feared that the beautiful farmland he and Marilyn loved would eventually be lost to development if they didn't do something to protect it. Both had been instrumental in convincing the county commissioners to start the county Agricultural Land Preservation Board but they worried that the Plain Sect community — an important part of the county's agricultural heritage — would not participate in a government preservation program.

Amos and Marilyn put their heads — and their energy — together. They met with community leaders and recruited a group of committed volunteers. They researched options for how to create a private conservation organization and sought legal advice about how easements could be used to preserve land. They talked to farmers and church elders to explain the idea.

In the beginning, there were no farmers interested in preserving their land and no money to support the effort, but Marilyn and Amos were undeterred. They pushed forward with their dream of saving Lancaster County's farmland never imagining that their efforts would result in the most successful farmland preservation program in the country.

Ambassador Ware passed away on December 14, 2017. For more than 30 years, she maintained her unwavering support of Lancaster Farmland Trust and love for Lancaster County's beautiful, productive farmland. Her vision and tenacity launched a farmland preservation movement that would go on to lead the nation. She understood what made Lancaster County special and she committed her time, talents and financial support to ensuring it was protected.

Born in Philadelphia, Marilyn was the daughter of the late Marian Snyder Ware and the Honorable John H. Ware, III of Oxford. Her successful and varied career included working as a journalist and public relationship consultant, owning a newspaper, and serving as Chair of the Board of American Water Works. In 2005, she was selected by President George H.W. Bush to serve as Ambassador to the Republic of Finland.

Wherever her travels took her, Ambassador Ware never forgot her "roots" — often checking in to get updates on the Trust's efforts to preserve her beloved Lancaster County farmland and offering her counsel and insight. Conversations with her always ended with her expressing how proud she was of the Trust's success and prompting us to "keep up the fight."

The Board of Trustees and staff of Lancaster Farmland Trust will miss Ambassador Ware. Her commitment and vision laid the foundation for our work and her unwavering support was instrumental in our success. We are forever indebted to her vision and commitment to our mission.

Article taken in part from the Washington Post obituary section, December 22, 2017.



A Closer Look at the Dairy Decline

By: Jayne Sebright, Center for Dairy Excellence

Weather, livestock, and markets have always been fickle. This unpredictability creates the innovative, resourceful, hardy personality that characterizes farmers. The dairy industry is dealing with more than its usual share of these challenges today.

Dairy farmers today operate on a world market. The dairy products made from one day of each week's milk production in the United States are exported. Mexico, Southeast Asia, China, Canada are the top four markets. Skim milk powder, dried whey, and lactose are the primary foodstuffs leaving this country.

Events in Europe or Australia or China affect the price of milk in Lancaster County, Pennsylvania. Much of the oversupply currently weighing down the market is coming from the European Union. The termination of dairy quotas in that region resulted in increased milk production by dairymen in these countries. This led to the enormous inventories of milk powder that burden world markets today and pressure milk prices in Lancaster County.

Dairy quotas were used in the European Union to bring rising milk production under control. Dairy quotas represented a cap on the amount of milk that a farmer could sell every year without paying a fine.

Customer preferences are also affecting local milk prices. **The average consumer in this country drinks 37 percent less fluid milk per person today than they did in 1970.** Population growth has diminished this effect, but total fluid milk consumption is

decreasing while consumers are eating more cheese and other dairy products. Total demand for dairy has grown, but not for fluid milk.

This decline in fluid milk consumption has changed where the milk from neighborhood farms goes to be processed and that affects the milk price on the farm. Pennsylvania and Northeastern dairy farms traditionally served the fluid milk market provided by the population centers on the East coast. Twenty years ago, one half of their milk went into the fluid market, which is the most valuable component of a dairy farm's milk check. Today about one-third of their milk goes into "the bottle."

Farm milk prices are built from the "end product" prices of the dairy products that the farm milk is processed into. Different products have different values. Monthly average U.S. prices for cheese, butter, nonfat dry milk, and dried whey construct the base for the farm milk check. The extremely low world-price for milk powder is currently pulling down the local farm milk price.

In addition, the local farm milk price is built from the way milk is processed within a geographic region. Fluid milk contributes the highest value to the farm milk check price, while butter and powder usually contribute a lower value to the milk check price. Lancaster County dairy farms are dealing with both issues at the same time. World dairy prices are soft, lowering the foundation of the milk check price. Regionally the higher value fluid portion of the milk check is smaller than in the past, lowering the price

“With a nearly \$14,000 dairy cow and every ninth Pennsylvania job, dairy is part of our agricultural





advantage compared to the national average that this region has enjoyed for a long time.

The dairy industry is becoming accustomed to cyclical markets around the world. Trade agreements between the U.S. and other countries have a dramatic impact on domestic and local prices as they open additional markets for milk. Incidents in China, Mexico, or anywhere else can influence Lancaster County.

Southeast Pennsylvania has a long history in the dairy industry with a strong group of businesses supporting dairy farms. These farms and their support systems have adapted to past challenges and they will continue to innovate as we move through this price valley, and in the future when the delicate balance between supply and demand moves off center.

economic impact per
ne cows supporting one
/ farms are an essential
landscape. ” —RUSSELL REDDING, PA SEC OF AG

PA Dairy Statistics

- ◆ PA ranks **5th in nation** for total milk production.
- ◆ Lancaster Ranks **1st in the state** and **8th in the country** for total milk production.
- ◆ There are approximately **525,000 cows in PA**. (as of 1/1/2018)
- ◆ A gallon of skim milk weighs roughly **8.6 pounds**.
- ◆ Sales from milk generate **\$2 billion** annually for the PA economy.
- ◆ Milk from Lancaster County cows contributes **\$4.25 million** to the economy.
- ◆ Roughly **50% of the retail cost** of a gallon of milk goes to the farmer.
- ◆ Between 2007 and 2012, average production costs for US dairy farmers **increased 31%**.

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- https://www.nass.usda.gov/Quick_Stats/Ag_Overview/stateOverview.php?state=PENNSYLVANIA
- https://www.agcensus.usda.gov/Publications/2012/Online_Resources/Highlights/Dairy_Cattle_Milk_Prod/Dairy_Cattle_and_Milk_Production_Highlights.pdf
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Innovation and Aviation

The question was so characteristically ‘Lancaster’ at heart — how can we do more with less? Less staff, less resources, less time. Thousands of miles from Hollywood and the imaginative minds of movie directors, the staff at the Trust sat around our conference table with one thought on our minds — **drones**.

The answer, even to us, sounded more like the plot of a Sci-Fi movie than a solution for a farmland preservation nonprofit. And yet, one pilot’s license and a year later, we are excited to announce that Lancaster Farmland Trust is the proud owner of a drone.

Before you don your aluminum foil hats and duck for cover, let us explain.

Farmland is preserved through a legal document called a conservation easement. Every easement that the Trust writes includes a section about the ongoing relationship the Trust will have with the landowner and the farm. The Trust staff visits each of our 480+ preserved farms once every 12-15 months to walk the property perimeter, collecting a visual and photographic record. With many of our farms exceeding 60 acres,



this is a time consuming process. Which is what prompted our tech-savvy Land Preservation Coordinator, Jeb Musser, to dig into the idea.

“Using this technology to make our process more efficient and effective means our staff will have more time to dedicate to the 42 farm families on our waiting list,” explains Jeb.

To ensure proper use of the technology, Jeb volunteered to become an FAA certified pilot, undergoing hours of flight training and classroom learning. In fact, his expertise on the subject has really made Jeb a resource to our own staff, as well as fielding questions from land trusts around the state and region who are interested in the idea.

We look forward to showcasing the new technology at a field demonstration this summer. Look for more information coming soon.

Rural Road Safety, A Priority for Everyone

No destination is more important than a human life.

Take your time, enjoy the local scenery, and everyone will return home safely to their families.

The clip, clop of horse hooves on local roads can be a major draw for many tourists who stare in awe of the ‘spectacle’ of horse-and-buggies commuting alongside modern vehicles. However, to most Lancaster County locals, this scene is commonplace as we wait for our chance to pass and continue on with our drive.

Last year, more than a dozen headlines reported vehicle collisions with Amish buggies or farm vehicles. We, as modern drivers, are usually in a rush and don’t like being held-up by slow moving vehicles. But as we move into spring and summer, we are more likely to encounter buggies, and other slow moving farm equipment, alongside them on rural roads.

Pennsylvania Farm Bureau, a state-wide organization for farmers, hosts an annual Rural Road Safety event every April to underscore the importance of sharing the roadway with all slow moving vehicles. They offer some important reminders to drivers:

- ◆ **Don’t Rush**— Allow plenty of time to reach your destination safely. This is especially important while traveling during the months between April and November, when you are more likely to encounter slow moving farm vehicles.
- ◆ **Be Patient**— Farmers and the Amish are not driving slow moving vehicles on rural roads to slow you down intentionally, instead they are working to provide a safe food supply. Whenever possible, farmers will pull off the road at the first safe opportunity so you can pass.
- ◆ **Pass with Care**— And never pass when curves or hills may block your view of oncoming vehicles, you are in a ‘No Passing Zone’ or within 100 feet of any intersection, railroad grade crossing, bridge, elevated structure or tunnel.
- ◆ **Slow Moving Vehicle, Brake Immediately**— The orange triangular emblem warns drivers of a slow vehicle speed. Once you see it, slow down immediately.



Trust Announces 2018 Board of Trustees Officers and New Members

Lancaster Farmland Trust is pleased to announce the following officers for its 2018 Board of Trustees:

Chair: **Caroline S. Morton**

Vice Chair: **Larry Shirk**

Treasurer:

Dara C. Bachman, Esq.

Secretary: **David Breniser**

The Trust also welcomes the following new members to the Board of Trustees:

Emmanuel "Manny" Beiler

Sam Clement

Mark Sauder

Bob Shoemaker



Board of Trustees New Members

Manny Beiler (not pictured) is an Amish farmer in East Lampeter Township. Manny preserved his farm in 2015 as part of the East Lampeter Township 300 acre "greenway" of protected farmland and owns Blue Gate Bakery and Produce along Lincoln Highway.

Sam Clement is the Financial Operations Manager at The Wenger Group and the part time Controller at Lancaster Parts & Equipment. He also serves on the Zoning Hearing Board for Upper Leacock Township. Sam is a lifelong Lancaster County resident and enjoys the quality of life that this area supports. In his spare time, Sam maintains a small goat herd and restores John Deere Tractors.

Mark Sauder returned to Lititz in 2007 to join his father as the 4th generation in the family business at R.W. Sauder. On July 1st, 2015, Mark became President of R.W. Sauder. Prior to returning home, Mark lived and worked in Colorado for seven years. Mark resides in Lititz with his wife and two children.

Bob Shoemaker serves as Project Executive for the Lancaster City Alliance (LCA). A lifetime Lancaster County resident, Bob previously was a community banker with PNC Bank and Bank of Lancaster County. Bob and his wife Felicia currently reside outside Strasburg and are the parents of three grown children, one grandson and three granddogs.

Trust Staff Updates

Lancaster Farmland Trust is pleased to announce the promotion of **Jeb Musser** to Land Preservation Coordinator and the addition of **Laura Brenner** as Communications Coordinator.



In his new position, **Jeb Musser** will be responsible for coordinating and overseeing land preservation projects, assisting with land stewardship, and managing field technology. Jeb has worked for the Trust for five years and had previously served as GIS Technician/Land Preservation Specialist.

The Trust also welcomes **Laura Brenner**. Laura joins the Trust as Communications Coordinator. She will be responsible for internal and external communications, education and outreach, event and volunteer management, and other activities that further the mission of the organization. Laura has extensive agricultural experience working in both the public and private sectors.



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Continuous Improvement *is Key to Lancaster Farmland Trust and Farmers*



In 2013, Lancaster Farmland Trust was awarded a grant from the National Fish and Wildlife Foundation's (NFWF) Chesapeake Bay Stewardship Fund focused on projects to improve the long-term health of the Pequea Creek Watershed. Specifically, the goal of the grant is to reduce the amount of nutrient and sediment entering the Pequea Creek from six farms. The farm families involved volunteered to participate in this grant, which positions them to improve their facilities and land to keep nutrients and soil in place, while simultaneously improving the economic viability of their farms.

With the \$328,744 Innovative Nutrient and Sediment Reduction grant from NFWF and a matching \$482,592 Growing Greener grant from DEP, the Trust is spearheading the effort to help these six farm families within the watershed implement 'continuous improvement programs' (CIPs) on their farms. These CIPs, the first implemented in Lancaster County, allow farmers to look beyond one season and prepares them to meet and exceed long-term regulatory compliance goals for the local watershed and for the Chesapeake Bay.

Three projects were completed in 2017 with the remaining three projects slated to begin this spring which will include manure storage improvements, stabilized access lanes, grassed waterways, and roofing and curbing of heavy use areas.

Work on all six projects is expected to be completed by the end of 2018. As part of the continuous nature of this grant, Lancaster Farmland Trust staff will monitor the project's effectiveness for the next six years. Extended monitoring will ensure these practices are effective long-term solutions to keeping the land and water healthy.

Before and after photos from one project demonstrate the dramatic impact this program is having on farms. A new concrete slab, curbs, and roof spouting over the barnyard will help to reduce nutrient runoff and sediment erosion.