



FarmSavers Trust™ Fact Sheet

- Overview:** FarmSavers Trust™ (www.farmsaverstrust.com) offers a revolutionary development model to preserve America's farmland. It is land development that ensures that the land remains working farmland, maintaining its health through certified organic farming practices—and helping to continue to fund the farming through the sale of premium homesteads.
- The Cause:** In America, every minute of every day we lose two acres of American farmland to urban expansion—highways, shopping malls and housing. Farmers can no longer operate economically, and America's source of local food is set to dwindle.
- FarmSavers' Index:**
- **US farmland lost:** 2 acres per minute
 - **US farmland lost:** 3,400,000 acres per year
 - **US farmland under threat:** 57%
 - **1" fertile topsoil:** 1 million years to create
 - **US farmland taken out of production, 1960–1990:** The size of Texas
 - **US agricultural imports from China:** Quadrupled since 1997
 - **US food imports:** Doubled since 1997
 - **Food imports not inspected by USDA:** 99%
 - **Average imported food eaten per person:** 260 pounds per year
- The Rationale:** FarmSavers Trust™ exists to reverse the loss of farmland through a market-driven model that provides value for all through the profitable integration of homes and farms.
- Non-profit models represent a terminal revenue stream. Once the donation is made, the opportunity to save more farms ends there. In contrast, the FarmSavers Trust™ model is regenerative. The output of each program is gathered towards preservation of the next farm, enabling a symbiotic relationship between landowner and farmer to generate revenue from property appreciation.
- The Approach:**
1. Farming families can now capitalize on the equity they own at fair market value in a responsible way that retains the farm's integrity.
 2. FarmSavers Trust™ buys an at-risk farm and sells a small portion as integrated homesteads.

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3. The majority of the farm is deeded to farmland preservation, which provides a tax benefit that along with the proceeds from homestead sales funds necessary improvements to enable an unprofitable farm to return to a thriving operation. It also funds the next farm venture.
4. Without the burden of the property cost, the farm becomes profitable and sustainable
5. The farmer works the land through certified organic farming practices, which results in healthy land, and an appealing environment to live in.
6. The farmer secures diverse and steady income streams from Community Supported Agriculture and services to both the homeowner's association and private homes.
7. As farm revenue increases, the services and amenities grow, and the property values rise.

Key Executive Bios: Bruce H. Poor, Founder

The founder of FarmSavers Trust,™ Bruce H. Poor (www.brucepoor.com) is a land developer with a singular vision to preserve American farmland. Poor fell in love with land as a surveyor at the age of 16, and his reverence for land has been the touchstone to guide all his future developments. After successes in Nantucket with innovative residential ventures, Poor purchased the 320-acre Konkapot Farm (www.konkapotfarm.com) in 2000. Living on the farm, he had an epiphany of the potential to inspire a new model of luxury agroforest living that would attract like-minded people who wish to share in the stewardship of Berkshire County farmland. Poor is passionate about organic practices, heritage breeds, the plight of the American farmer and the cultivation of land that works.

Bryan Petrucci, Partner

Bryan Petrucci is the former director of the American Farmland Trust Resource Conservation Programs (www.farmland.org) and has more than two decades of broad-based experience in agriculture and natural resources conservation. His background includes the development and management of grass-based farms, and he has special expertise in sustainable and alternative farming systems.

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