

## Brief Biography of Douglas Tompkins and Kristine McDivitt Tompkins

### Douglas Tompkins

Born on March 20, 1943, Douglas Tompkins was raised in rural Millbrook, in the State of New York. He began climbing at the age of twelve in the nearby Shuwangunk climbing area. He later visited Western North America and Canada to climb in the Rocky Mountains, Wyoming and California. By the time he was seventeen, he had left school to dedicate himself to climbing.

**1960** Tompkins came to Chile for the first time as a ski racer. Thereafter, he came almost yearly to Chile and Argentina, especially to the Patagonia.

**1962** During the summer, he worked as a mountain guide in Lake Tahoe, Nevada, where he met his first wife, Susie Russell. He married her in November 1962 and they had two daughters over the next few years. During this time he spent several months a year in the wilderness, so he soon became an internationally recognized climber and white-water kayaker.

**1963** Tompkins created the **California Climbing Guide Service**, which taught rock climbing and took clients to the high mountains in Canada and the Western United States.

**1966** Tompkins often made improvements to the equipment he was using for his climbing and skiing treks. In 1966, he borrowed US\$ 5,000 to start a company, **The North Face**, in Berkeley, California, to supply clients of the guide service. But soon it became a company selling on its own to the market at large. The North Face was specialized in rock and ice climbing equipment and ski equipment. By that time, Tompkins had also moved to San Francisco. Today, *The North Face* is one of the most famous outdoor and climbing gear companies, with branches all over the world.

**1970** Tompkins sold his interests in *The North Face* for US\$ 50,000 to start the **Plain Jane** dress line with his wife Susie.

In the next few years, *Plain Jane* developed into the clothing company **Esprit de Corps**., which over the next twenty years grew to be a brand sold worldwide, with sales over US\$ 800 million. The name was later simplified to **Esprit**. *Esprit* was not only a leader financially, but also in corporate conduct. The employees enjoyed many privileges such as fitness rooms, a day care-sitter service, and ski weekends instead of a bonus. Esprit received much good press for this conduct and many companies imitated the ideas Tompkins had instilled as employee policy. Tompkins also pushed suppliers to introduce ecological and social standards in order to make the production more lasting and sustainable.

**Patagonia Inc.**, a company owned by Tompkins' long-time climbing partner Yvon Chouinard, had similar company policy ideas and Tompkins and Chouinard thought quite alike.

- 1980** In the eighties, *Esprit's* sales worldwide topped US\$ 1 billion, with branches in about sixty countries all over the world. Tompkins had been taking five-month nature breaks every year since he was in business, traveling the world, climbing in the Himalayas or doing kayaking on rivers in Africa, South America and the United States.
- 1986** Tompkins own thinking began to shift. This brought about a rupture with his wife Susie, who did not share his thinking.
- 1988** In the meantime, flying had become a great passion of Tompkins. In 1988, he flew from San Francisco to the South of Chile, Patagonia, in his Cessna plane. Besides his love for the wilderness and the desire to live a more original and true-to-nature life, Tompkins began to doubt the sense of what he was doing in business. To merchandise goods just for consumption seemed senseless to him. Tompkins was influenced by many thinkers and writers, including Jerry Mander, Ted Roszak, Wendell Berry, William Catton, Arne Naess and others. He thus became an adherent of the **Deep Ecology Philosophy**.
- 1988** Rick Klein, a forest activist at Ancient Forest International, got Tompkins and Yvon Chouinard to help buy a piece of land in Southern Chile, in Region IX. Together with others, they purchased this Araucarian forest land for conservation. This was the beginning of a conservationist relationship with Chile that grew immensely in the years to come.
- 1989** Tompkins` marriage had already fallen apart and there were also disagreements about the design direction of *Esprit*, so he decided to sell his half of the *Esprit* enterprise in 1989. A couple of years later, he sold his shares in *Esprit-Asia*, too.
- 1990** The successful sale of *Esprit* allowed Tompkins to found the **Foundation for Deep Ecology (FDE)** to focus on what had become his prime interest and concern: the environmental crisis. As a grant-making entity, *FDE* began to support leading thinkers, activists and writers who were identifying the root causes of the eco-social crisis. The grant programs were on biodiversity, agro-ecology, technology criticism and publishing. Within five years, the foundation became well known for its support and guidance, especially in the United States. Besides making grants and supplying funding, *FDE* had a book publication division focused on globalization, environmental destruction and the social crisis. *FDE* is currently developing another edition of books that should be complete by 2008.
- 1990** Also in 1990, Rick Klein from **Ancient Forests International** again told Tompkins about a pristine area containing the significantly endangered Alerce tree in the sector of Palena, in Region X of Chile. At that time, there was a lumber concession to cut the native trees on this land. Tompkins decided not to work just theoretically, but to become active, so he bought the **Renihue Farm** in the temperate rain forest of Chile that had an expanse of 17,000 hectares and included the lumber concession.

That same year, Tompkins left San Francisco to live in the wilder, more rural area on his Renihue Farm in Chile. First without electricity and telephone, accessible only by plane or boat, Tompkins began to purchase land in the same area to set up the **Pumalin Park**. He

established his central office for the Pumalin Park and upcoming projects in Puerto Montt, 120 km north of the Renihue Fjord.

**1992** Tompkins created the foundation **The Conservation Land Trust (CLT)** in the United States. Its main objective was to purchase land to protect wilderness areas.

**1994** Tompkins married his present wife, Kris McDivitt, who had been assisting Yvon Chouinard and his wife Malinda since 1972 with the start-up of *Patagonia Inc.* Kris had been the Chief Executive Officer (CEO) of *Patagonia Inc.* since 1976. Douglas and Kris knew each other since the 1960's from climbing, but their relationship did not develop until 1992. Kristine retired from *Patagonia Inc.* and moved to southern Chile to live with Douglas.

Through 1994, the Tompkins' gradually purchased almost 300,000 hectares of land adjoining their Renihue Farm through *The Conservation Land Trust (CLT)*. This land, comprising the *Pumalin Park*, protects over 25% of the remaining Alerce trees and temperate Valdivian rain forest. The Pumalin Park is recognized as the largest private conservation project in the world.

Since 1991, the Tompkins have been designing and constructing all of the necessary infrastructure to create a world-class private park, open to the public. Today the *Pumalin Park* includes campgrounds, trails, a café and two small hotels, a visitor information center, a nursery for native trees, especially Alerces, and several small farms for the cultivation of organic fruits, vegetables and honey. The Pumalin Park has become the biggest private employer in this region (about 250 jobs throughout Chile). Tompkins is trying to demonstrate that environmental protection and economic production can go hand-in-hand. But his main goal is to purchase lands, turn them into official national parks and donate these areas to the government in order to protect them for the coming generations.

**2004** Tompkins founded the Chilean foundation **Fundación Pumalin**. In 2005, the Chilean government finally granted this foundation legal capacity, thus enabling the American foundation (CLT) to transfer its conservational holdings to the new Chilean foundation.

**2004** One huge wildlife conservation success was announced this year, when the **Monte Leon National Park** in Argentina was proclaimed and inaugurated by the government. Most of the land was part of the **Monte León Ranch** in the Santa Cruz region. The ranch had been purchased in 2001 by **Conservación Patagónica (CP)**, a foundation created by Kristine Tompkins.

**2005** Another success was achieved in Chile. The **Corcovado National Park** was proclaimed and inaugurated this year along the Pacific coast in Region X, by former president Ricardo Lagos. The central area of this park, measuring around 84,500 hectares, was purchased by *The Conservation Land Trust (CLT)* in 1994.

**2007** The headquarters of the *Pumalin Park*, *CLT* and *CP* were moved from Puerto Montt 20 km further north to Puerto Varas on Lake Llanquihue.

Since 1992, many different projects and land purchases in Chile and Argentina have been added to the most advanced and developed project, the *Pumalin Park*. These are listed in the appendix. The responsible entities are either *The Conservation Land Trust (CLT)* of Doug Tompkins or the *Conservación Patagónica (CP)* of Kris Tompkins, some of them even in close cooperation.

The biggest challenge for *CP* will be the creation and development of the future **Patagonia National Park** in the coming years. The *Patagonia National Park* will measure around 280,000 hectares. At its center will be the **Chacabuco Valley Ranch** in Aysen, in Region XI of Chile. This ranch was purchased by *CP* in 2004.

For *CLT*, the restoration and development of the former **Esteros del Iberá** ranch in Argentina, in the region of Corrientes, will be the biggest project. The ranch was purchased by *CLT* in 1998. It measures approximately 179,000 hectares.

### **Kristine McDivitt Tompkins**

Born on June 30, 1950, Kristine was raised on the family farm in Santa Paula, California. During college in Idaho, she was a ski racer and outdoor enthusiast. In the summer months, home from college, she began to work for Yvon Chouinard, the owner of **Chouinard Equipment**. Chouinard's company in California was a manufacturer of technical rock and ice equipment. In 1972, Kristine McDivitt graduated from college and became an employee of Yvon Chouinard.

**1973** *Chouinard Equipment* began to make climber's clothes. This was the birth of the **Patagonia Inc.** clothing company.

**1976** Kristine became the general manager of the company and in 1979, one of the first female Chief Executive Officers (CEO) in the United States. During the partnership of Yvon, Kristine and Malinda, Yvon's wife, *Patagonia Inc.* grew into an internationally successful company. The equipment it produced was known to be the best throughout the world.

**1978** An activist encouraged the company to protect a river. This was the beginning of on-going support for environmental projects at *Patagonia Inc.*

**1984** *Patagonia Inc.* began the first corporate environmental program in the United States by allocating 10% of its profits directly to environmental issues.

**1988** After some years, all of this success did not seem to be enough for Yvon Chouinard and Kristine McDivitt. They realized that if they were going to be a real role model for corporations, they needed to get away from evaluating their environmental fund solely based on profit as it is well known that it is easy for corporations to hide their profitability. So they began to base all of their environmental funding on 1% of sales, no matter how profitable or unprofitable the company might be. This was a revolutionary corporate decision in its day. *Patagonia Inc.* risked its reputation on many environmental decisions and many competitors imagined that they would fail, except, of course, Douglas Tompkins from *Esprit*. Contrary to all doubt, *Patagonia Inc.* became more successful than ever. In addition, it became a model for corporate behavior as well because Yvon and

Malinda Chouinard and Kristine McDivitt felt responsible not only for their employees, but also for the Planet Earth.

- 1992** Kristine McDivitt and Douglas Tompkins met again and their relationship began to develop. They married in 1994, Kristine McDivitt Tompkins retired from *Patagonia Inc.* and moved to Chile to live with Douglas and build up the **Pumalin Park** with him.
- 2000** Kristine Tompkins sold her stock in *Patagonia Inc.* back to the Chouinards. Her money was used not only to support the *Pumalin Park*, but, above all, to found and endow her own foundation, the Patagonian Land Trust. In 2003, the name was changed to **Conservación Patagónica (CP)**. Its goal is the protection and restoration of critical habitats in the Patagonia region of the Southern Cone in South America.
- 2001** For its first project, *Conservación Patagónica (CP)* purchased the **Monte León Ranch**, located in the province of Santa Cruz in Argentina, along the southern Atlantic coastline of Patagonia. This was a former sheep ranch comprised of about 62,000 hectares and an important habitat for sea lions, elephant seals, Magellanic penguins and several steppe mammals.
- 2001** *Conservación Patagónica (CP)* purchased the **Dor-Aike Ranch** in Argentina next to the Monte León Ranch. The ranch encompasses 33,000 hectares and is a critical access to the Santa Cruz River, the largest river in Patagonia.
- 2004** *Conservación Patagónica (CP)* donated the *Monte León Ranch* to the Argentine National Parks Administration, complete with a fully developed management plan for the park. This property became the new **Monte León National Park**.
- 2004** *Conservación Patagónica (CP)* embarked on what is by far the largest conservation project yet, the purchase of the **Chacabuco Valley Ranch**, located in the Chilean Patagonia, comprised of 69,000 hectares on the border with Argentina. The Chacabuco Valley is the core of what will one day become the **Patagonia National Park**, a new park of over 280,000 hectares, including two national nature reserves.

The Tompkins work together with a growing number of employees on twelve conservation projects, which are listed in the appendix. They also sell their organic products on national and international markets.

## **Projects and land purchases in Chile and Argentina:**

**1989 El Cañi Sanctuary of Nature**, Region IX, Chile, 480 hectares, owned by: Fundación Lahuen (Pucón);

**1991 Pumalin Park Sanctuary of Nature**, Province of Palena, Region X, Chile, 298,800 hectares, owned by: Fundación Pumalin (Puerto Varas);

**1992 El Piñalito Provincial Park**, Province of Misiones, Argentina, 3,764 hectares, owned by: The Conservation Land Trust (Puerto Varas), Cat Survival Trust (England);

**1992 El Rincón**, Province of Santa Cruz, Argentina, 14,170 hectares, owned by: Conservación Patagonica (Puerto Varas), Argentina National Park System;

**1994 Corcovado/Tic Toc National Park**, Province of Palena, Region X, 84,700 hectares, 2005 Donation to the Chilean National Parks Administration. A new national park was inaugurated: Corcovado National Park (including national properties), total size: 280,000 hectares;

**1994 Melimoyu / Isla Magdalena**, Region XI, Chile, 15,537 hectares, owned by: The Conservation Land Trust (Puerto Varas);

**1998 Yendegaia**, Feuerland, Region XII, Chile, 38,780 hectares, owned by: Fundación Yendegaia (Punta Arenas);

**1998 Esteros del Iberá**, Province of Corrientes, Argentina, 179,000 hectares, owned by: The Conservation Land Trust (Puerto Varas);

**2001 Cape León**, Isla Riesco, Region XII, Chile, 26,455 hectares, owned by: The Conservation Land Trust (Puerto Varas);

**2001 Dor–Aike**, Province of Santa Cruz, Argentina, 33,000 hectares, owned by: Conservación Patagonica (Puerto Varas);

**2001 Monte León National Park**, Province of Santa Cruz, Argentina, 62,700 hectares, owned by: Conservación Patagonica in cooperation with Fundación Vida Silvestre de Argentina and Parques Nacionales Argentina;

**2004 Chacabuco Valley Ranch**, Region XII, Chile, 69,000 hectares, owned by: Conservación Patagonica (Puerto Varas).

**Overall Protected Areas: 826,386 hectares**