



# ANNUAL REPORT

2019

# YEAR IN REVIEW

Dear Friends,

As we present California Farmland Trust's (CFT) 2019 Annual Report, I am pleased to share that it was a progressive year of growth.

In 2019, CFT permanently protected nine properties, totaling 705 acres throughout the Central Valley, bringing our combined total to 16,643 acres. To celebrate, we held an event in the fall on a sweet potato farm, right in the middle of harvest. A true celebration with landowners, supporters, dignitaries, and partners, to witness firsthand the reason we are committed to protecting this valuable natural resource. At the end of 2019, we were awarded funds to protect an additional 645 acres on four properties. We look forward to sharing more about these projects as they progress.



Our board and staff also grew and evolved. We bid farewell to board member Tim Byrd. Tim was a founding board member and past president of the land trust that is now CFT. Tim brought extensive expertise and dedication to the organization and will be missed. Joining the board, was Sam Zanutto and Tom Rogers. Sam is the Associate General Counsel for American AgCredit and grew up on a farm in Atwater. Tom is a third-generation farmer and farms almonds in Madera County. Both, Sam and Tom bring valuable experience and commitment to CFT's mission. We also welcomed two new staff members to the team. Chelsea Molina joined CFT in the spring and is serving as the Conservation Director. Katie Otto joined us in December as the Development and Operations Director. Both bring significant professional expertise and a strong passion for agriculture that will be instrumental in moving CFT's mission forward. Finally, joining our Trustee Council was Ann Veneman. As former United States Secretary of Agriculture, she brings experience that will help guide the organization to the next level.



The importance of protecting farmland was captured in a wonderful and telling documentary featuring one of our easement holders and Merced County farmer, Jean Okuye. **Concrete California** emphasizes that development on farmland is truly a one-time harvest. In addition, we continued to grow our educational and outreach efforts. Thanks to a partnership with Raley's, our Field Trips to the Farm program hosted eight classes of fourth and fifth grade students. Students learned about farming practices, vermicompost, livestock, planting, produce preparation and more. Each class was also treated to lunch and a behind-the-scenes tour of a Raley's supermarket.

2019 was a rewarding year and we are grateful to everyone who has helped our mission grow and thrive. That said, it is important to acknowledge our reality at this time of the publication. I could have never anticipated how 2020 would evolve as it pertains to COVID-19. It is still too soon to tell the lasting impact this will have. Empty supermarket shelves maybe a glimpse into the future of the supply and demand challenges we will face if the population grows and farmland is not protected. Through it all, our staff, board members, landowners and our supporters have rallied to ensure our work continues. Our current easement projects and prospect list continues to grow, as does the scope of our efforts. **We are essential every day and appreciate your support.**

Thank you,

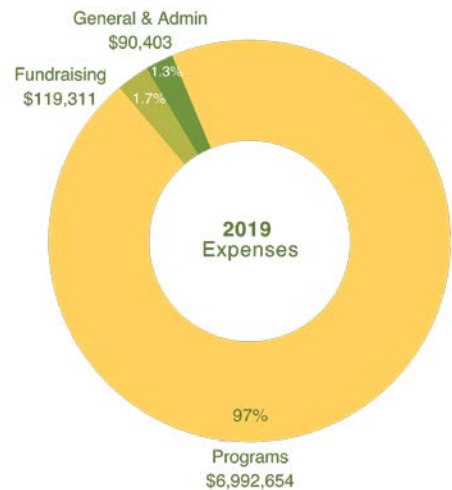
Charlotte Mitchell  
Executive Director

## OUR IMPACT



**\$3.5 MILLION**

Through our partnership with the Department of Conservation and the Natural Resources Conservation Service, CFT received \$3.5 million in grant funding for easement projects.



### AGRICULTURAL CONSERVATION EASEMENT (ACE) BY COUNTY

Contra Costa County	Sacramento County	San Joaquin County	Stanislaus County	Merced County	Madera County
14 ACE's	4 ACE's	14 ACE's	4 ACE's	33 ACE's	6 ACE's
1,341 Acres Protected	709 Acres Protected	2,872 Acres Protected	307 Acres Protected	11,024 Acres Protected	390 Acres Protected

# FINANCIALS

We are pleased to report that our auditor issued an unqualified opinion on our financial statements. This means that our financial records were fairly and appropriately stated in accordance with Generally Accepted Accounting Principles (GAAP).

## BALANCE SHEET

<b>Assets</b>		<b>Liabilities</b>	
Cash and Cash Equivalents	\$609,431	Accounts Payable	\$11,082
Accounts Receivable	28,291	Salaries & Benefits Payable	20,728
Prepaid Expenses	<u>24,685</u>	Other Deferred Revenue	22,250
Total Current Assets	662,407	Mitigation Advances Deferred	<u>7,289,103</u>
		Total Liabilities	7,343,163
Furniture and Equipment, Net Acc. Depreciation	523	Net Assets without Donor Restrictions	4,046,568
Investments	10,726,801	Net Assets with Donor Restrictions	<u>356,660</u>
Endowment	<u>356,660</u>	Total Net Assets	4,403,228
Total Assets	<u>11,746,391</u>	Total Liabilities and Net Assets	<u>11,746,391</u>

## STATEMENT OF ACTIVITIES

<b>Revenue and Support</b>		<b>Expenses</b>	
Mitigation Fees	\$165,409	Program Services	\$526,584
Landowner Donations	264,809	Fundraising	119,311
Investment Loss, Net	935,984	Management and General	<u>90,403</u>
Service Fees and Other Income	285,215	Total Expenses	736,298
Grant Income	165,160		
Sponsorships, Donations, and Memberships	<u>156,916</u>		
Total Revenue and Support	1,973,493		
Change in Net Assets	\$1,237,195		
Net Assets, Beginning of Period	<u>3,166,033</u>		
Net Assets, End of Period	4,403,228		

**We are pleased to report that, for every dollar spent by CFT, \$0.97 goes directly to farmland conservation.\***

\*California Farmland Trust's program activities include costs related to the acquisition of agricultural conservation easements (ACE). During the 2019 year, CFT protected 705 acres of farmland with an easement value of approximately \$6,500,000. The functional percentage considers the inclusion of the conservation easement value acquired during the year.

## PROTECTING THE FARMS THAT FEED YOUR FAMILY

### LEGACY SPONSOR



### VISIONARY SPONSOR



E&J Gallo Winery

### HERITAGE SPONSOR



**FARM CREDIT**

American AgCredit | Farm Credit West  
CoBank | Golden State Farm Credit

### SUSTAINING SPONSORS

Diane Norton Insurance  
Cooks Company  
Fluetsch and Busby Insurance

### GUARDIAN SPONSORS

Allworth Financial  
Mid Valley Agricultural Services, Inc.  
G3 Enterprises  
Pacific Southwest Irrigation  
Banner Bank

Farmers & Merchants Bank  
Garton Tractor, Inc.  
Bokisch Vineyard  
Stanislaus Food Products  
Ripon Manufacturing Company

### BOARD OF DIRECTORS

Ron Freitas, President  
Jon Harvey, Vice President  
Ken Oneto, Treasurer  
Maxwell Norton, Secretary  
Barbara Smith, Immediate Past President  
Tim Byrd  
Ron Dolinsek  
Denny Jackman  
Patrick Johnston  
Jim Jorgensen  
Tom Rogers  
Larry Ruhstaller  
Sam Zanutto

### STAFF

Charlotte Mitchell, Executive Director  
Katie Otto, Development & Operations Director  
Chelsea Molina, Conservation Director  
Aundrea Montzingo, Program Associate

### VOLUNTEER MONITORING TEAM

Tom Coultas  
Ron Freitas  
Simone Hardy  
Lonnie Hendricks  
Patrick Johnston  
Bill Martin  
Maxwell Norton  
Amy Serieys  
Mike Tanner  
Bill Weir

### Budget, Finance & Risk Management Committee

Jon Harvey  
Bill Hoobler  
Ken Oneto  
Larry Ruhstaller

### Board Development Committee

Tim Byrd  
Ron Dolinsek  
Denny Jackman  
Barbara Smith  
Sam Zanutto

### Growth & Education Committee

Monica Bianchi  
Tim Byrd  
Erin Davis  
Ron Freitas  
Jim Jorgensen  
Tom Rogers

### Transactions, Stewardship & Monitoring Committee

Tom Coultas  
Simone Hardy  
Patrick Johnston  
Jim Jorgensen  
Bill Martin  
Tim Nuss  
Amy Serieys  
Mike Tanner

### TRUSTEE COUNCIL

George Gomes  
Ed Nishio  
Emily Rooney  
Ann Veneman  
Paul Wenger



*In 2019, CFT also renewed our land trust accreditation. There are over 400 accredited land trusts across the nation that are committed to professional excellence and to maintaining landowners' and the public's trust in its conservation work.*



9245 Laguna Springs Drive  
Suite 110  
Elk Grove, CA 95758

(916) 687-3178  
www.cafarmtrust.org

NON-PROFIT  
ORG.  
U.S POSTAGE  
PAID  
PERMIT #182

## SUPPORTERS

We would like to extend our heartfelt gratitude to those investing in our mission.

### Friends (\$1 – 100)

Brad & Sandy Alderson  
Amazon Smile Fdn  
John Bruhn  
Bud & Marcia Cardoza  
Jennifer Cardoza  
Merry Cardoza  
Kimberly Cox  
Robert & Karen Curtis  
Audie Dahlgren  
Linda Ellis  
Nick Faragasso  
Darrell Fonseca  
Tyler Fournier  
Golden One Credit Union  
Kathleen Griffin  
Simone Hardy  
Martin Heli  
Elva Herzinger  
George Jarosik  
Blake Kaiser-Lack  
Jane Kelly & Daniel  
McNaughton  
Bob & Holly Longatti  
Melanie Loo  
Mike & Diana Machado  
Richard & Susan Mahacek  
Tracy Mangunlay  
Joe & Julie Marchini  
Julie & Guy Marlow  
Vicki Morales  
Thomas & Caroline  
Nakashima

Lynn Overtree  
Laurel Posey  
David Raube  
Dale Sartor & Judy Winzeler  
Susan L. Sawyer  
Susan M. Sawyer  
John & Judy Semas  
Catherine Senior  
Thomas Shephard &  
Katherine Weiner  
Randolph & Susan Siefkin  
Bess Stansell-Townsend  
Karla Theis  
Anthony Toso  
Paul & Teresa Ward  
Idell Weydemeyer & David  
Meredith  
Nancy Wise-Hutton  
Elizabeth Young

### Guardians (\$101 – 499)

Monica & Ed Bianchi  
Jim Britton  
Capitol Digital Document  
Solutions LLC  
Mary Cottrill  
Michael & Sarah Darnell  
Erin Davis  
David & Mimi Doll  
Edward & Mimi Maring  
Joyce Evans  
Daniel Faieta  
Roberta Firoved  
Mary Forney

Mary & Rick Furey  
Bob & Jeanne Giampaoli  
George & Ella Gomes  
Chella Gonsalves  
Kimberlee Hill  
Denny Jackman  
Peggy Lemaux  
William Martin  
Darlene Menghetti  
Peter & Kathy Menghetti  
Brady & Katie Otto  
Richard Piper  
Mark & Marsha Seivert  
Frances Shimozaki  
Carel & Linda Van Loben Sels  
Dale & Susan Van Matre  
Julia Vink  
Russell Winton  
Sam & Brulene Zanutto

### Supporters (\$500 – 1,499)

Tom Bloomfield  
Tom & Karen Coultas  
Janet Caprile  
Jon & Christine Brandstad  
Tim & Suzanne Byrd  
David Couchman  
Lonnie & Lola Hendricks  
William & Marilyn Hoobler  
Janice Jorgensen & Karen  
Rosenbaum  
Scott Magnuson  
David & Joyce McClure  
Joanne & Peter Mills

Ken & Charlotte Mitchell  
William Murphy  
Ed & Fran Nishio  
Jean Okuye  
Ken & Florence Oneto  
Thomas & Linda Rogers  
Larry & Kitty Ruhstaller  
Tom Scharffenberger & Vicky  
Simonds  
Barbara & Duncan Smith  
SMUD  
Charles & Mamie Starr

### Stewards (\$1,500 – 4,999)

Ron & Georgetta Dolinsek  
Ron & Nonine Freitas  
John & Carolyn Galeazzi  
Jeanne Gobalet & Garth  
Norton  
Tom & Barbara Job  
Patrick Johnston  
Jim Jorgensen  
Maxwell & Diane Norton  
Mike Tanner  
Leslie Templin

### Conservators (\$5,000+)

John & Jeani Ferrari Family  
Foundation  
Jon Harvey  
Franklin Holly  
Sustainable Futures Fund