
2020
ANNUAL REPORT



YEAR IN REVIEW



Dear Friends,

We are pleased to present California Farmland Trust's (CFT) 2020 Annual Report. As we all know, 2020 was a year of uncharted territory. While all things normal seemed to be cancelled, we cautiously charged ahead while utilizing our "shelter in place" time to truly focus on internal operations and our own sustainability. After all, we protect farmland in perpetuity, so it is important CFT has a viable business model to service the farmland we protect.

Our perpetuity study involved consultants, staff, and full board and committee engagement. We looked at our financial model, reevaluated practices and funding structures to ensure a safe, robust, and balanced fiscal operation. We are ensuring we are as sustainable as the land we protect. Through the guidance of our perpetuity planning efforts, we have sharpened our practices and policies to meet this goal.

In 2020, we began working on the seven projects we secured grant funding for in 2019 and continued to work with several other interested landowners who wanted to place their land under an agricultural conservation easement. 2020 also celebrated another farm being protected in Merced County. The Vander Woude Family elected to protect nearly 65-acres of row crop land that nicely complements our existing efforts in Merced County. Looking forward to 2021, we anticipate closing five projects from our work that began in 2020, adding an additional 645 acres. All in all, it was a rewarding year for farmland protection.

As we continue to focus on our vision, we expanded our Board of Directors welcoming Ryan Jacobsen from Fresno County Farm Bureau, as well as Theresa Kiehn from AgSafe. Our leadership also changed in mid-2020. Ron Freitas completed a successful term as board president, and we welcomed Jon Harvey as the new board president. Jon has been actively involved in farmland protection and we are grateful for his leadership as president. We welcomed Becca Whitman from Raley's; California FFA State Officer, Mia Arisman; and Young Farmers and Ranchers State Chair, Jennifer Beretta to our Trustee Council. Like many organizations, we took time in 2020 to ensure our leadership represents a diverse cross-section of agriculture and experience to help us achieve results.

Field Trips to the Farm, our educational partnership with Raley's, was also paused in 2020. Fortunately, we were working on expanding our educational tools and in mid-2020, we released Orange You Glad We Have Farmland curriculum with California Foundation for Ag in the Classroom and Raley's. The poster-based activity highlights how little farmland we have to feed a growing population. While the curriculum is geared toward elementary students, the meaningful reaction we've received from high school students and adults has been positive. It is an impactful visual activity – if you have not checked it out yet, we highly encourage you to visit our website to learn more.

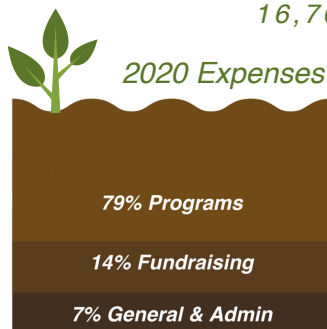
Despite the uncertainty of 2020, we collectively made the most of the year and achieved some successful milestones. We dedicated time that would have otherwise been spent at events and conferences doing internal upkeep and the steadfast support and dedication of our staff, leadership, volunteers, landowners, sponsors, donors, and friends, allowed us to ensure our mission remained relevant. As a result, we are stronger and more vigilant towards our efforts to ensure we're efficient and effective in our charge to protect the most valuable farmland in the world.

With gratitude,

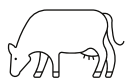
Charlotte Mitchell
Executive Director

OUR IMPACT

16,708 TOTAL ACRES PROTECTED, FOREVER SAVING 76 FARMS



*CFT's program activities includes costs related to the acquisition of agricultural conservation easements (ACE). During 2020, CFT protected only one family farm with an easement value of approximately \$400,000, resulting in a lower than normal functional expense ratio. The functional percentage considers the inclusion of the conservation easement value acquired during the year.



Grazing
7,484 acres



Miscellaneous
5,456 acres



Row Crops
1,494 acres



Almonds
713 acres



Vineyards
662 acres



Walnuts
498 acres



Sweet Potatoes
284 acres



Peaches
117 acres



AGRICULTURAL CONSERVATION EASEMENT (BY COUNTY)

Contra Costa County

14 ACE's
1,341 Acres

Sacramento County

4 ACE's
709 Acres

San Joaquin County

14 ACE's
2,872 Acres

Stanislaus County

4 ACE's
307 Acres

Merced County

34 ACE's
11,089 Acres

Madera County

6 ACE's
390 Acres

FINANCIALS



BALANCE SHEET

Assets		Liabilities	
Cash and Cash Equivalents	\$2,142,336	Accounts Payable	\$10,995
Accounts Receivable	68,453	Salaries & Benefits Payable	30,130
Prepaid Expenses	<u>30,316</u>	Other Deferred Revenue	60,260
Total Current Assets	2,241,105	Mitigation Advances Deferred	<u>9,782,747</u>
		Total Liabilities	9,884,132
Furniture and Equipment, Net Acc. Depreciation	281	Net Assets without Donor Restrictions	4,954,362
Investments	12,597,108	Net Assets with Donor Restrictions	<u>387,263</u>
Endowment	<u>387,263</u>	Total Net Assets	5,341,625
Total Assets	<u>15,225,757</u>	Total Liabilities and Net Assets	<u>15,225,757</u>

STATEMENT OF ACTIVITIES

Revenue and Support		Expenses	
Mitigation Fees	\$365,326	Program Services	\$384,886
Landowner Donations	19,200	Fundraising	141,309
Investment Loss, Net	742,325	Management and General	<u>69,458</u>
Service Fees and Other Income	97,351	Total Expenses	595,653
Grant Income	50,396		
Governmental Grant Contribution	52,402		
ACE Transfer Fees	45,033		
Sponsorships, Donations, and Memberships	<u>162,017</u>		
Total Revenue and Support	1,534,050		
Change in Net Assets	\$938,397		
Net Assets, Beginning of Period	<u>4,403,228</u>		
Net Assets, End of Period	5,341,625		



SUPPORTERS

We would like to express a heartfelt thank you to those investing in our mission.

Friends (\$1-\$100)

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 Janice Jorgensen & Karen
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 Jon & Kitty Harvey
 Sustainable Futures Fund
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OTHER

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Tom Rogers
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Chelsea Slaton | Conservation Director
Aundriea Montzingo | Program Associate