

Fall/Winter 2021

# Honoring the Ferraris

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Protecting the farms that feed your family



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CALIFORNIA COUNCIL OF LAND TRUSTS Member in Good Standing

# Developing a Near and Long-Term Vision for CFT

By Charlotte Mitchell, CFT Executive Director

What a fun-filled season this has been! In this issue, you will read about the fun we had at the inaugural Race to Slow the Pace. We had a wonderful group of athletes, sponsors, wine drinkers, and paella eaters! Be on the lookout for the announcement of next year's event date.

We've also enjoyed educating our youth about the loss of farmland with the Orange You Glad We Have Farmland activity, now available in Spanish. 40 teachers will receive the resources needed to teach this curriculum in their classrooms, thanks to generous support of our partners, California Foundation for Agriculture in the Classroom, Raley's, AgSafe, and a CalAgPlate grant through the California Department of Food and Agriculture.

Additionally, we were delighted to honor Jeani and John Ferrari as our 2021 Vance Kennedy Award Recipients. Please read on in this issue to learn about the wonderful contributions Jeani and John have made

"Over the past couple of months, our work has included closing additional projects to protect more farmland in the Central Valley, and we have sought additional funds to put new ones in the pipeline."

to protect farmland and support the community at large.

This season has not just been fun and games. Over the past couple of months, our work has included closing additional projects to protect more farmland in the Central Valley, and we have sought additional funds to put new ones in the pipeline. We are continuing to speak to interested landowners who wish to see



their farms protected and have been working hard to find various funding sources to accommodate this growing list.

> Lastly, our board of directors and committee members have been hard at work to support the mission and vision of California Farmland Trust and they continue to improve their skills to perpetuate the organization. Our committees have been engaged in training activities to enhance their knowledge, and our board of directors spent a day of training on governance matters. With the strong leadership of Ron Dolinsek, governance committee chair, and members Denny Jackman,

Barbara Smith, and Sam Zanutto, along with others, a remarkable training agenda was developed and fulfilled. In addition, the board of directors will be updating the strategic plan in January of 2022, to create a near and long-term vision for CFT.

We thank you for your support and ongoing commitment of our activities and mission to protect the important lands that feed us, our communities, and the robust California economy it supports.

# What's New at CFT...



# WELCOME REAGAN DENNY

We would like to welcome Reagan Denny as the newest member of our Trustee Council. Originally from Sutter County, Reagan was elected as the State Sentinel for the California Association, FFA in May. During her time as a state officer, Reagan and her team will be educated in various areas of the agriculture industry and will share this knowledge with 95,000

California Association, FFA youth members. Reagan joins us through the remainder of her year of service, which will conclude in May. Welcome, Reagan!



## WELCOME CHASE STEELE

Welcome to the CFT team, Chase Steele! Chase is joining us from the McGeorge School of Law as part of an externship program through May of 2022. Chase is working closely with CFT's legal team and executive management on farmland protection issues and conservation projects. As a Galt native and third-year law student, Chase's background and experience is a great asset to our team, and we're excited to have him.



# ¿NARANJA TE ALEGRA QUE TENGAMOS TIERRAS DE CULTIVO?

We are excited to announce our Orange You Glad We Have Farmland educational curriculum is now available in Spanish! Geared toward third through fifth grade elementary students, this hands-on activity allows students to learn just how much land is available to grow the food that feeds their families. With the addition of the Spanish poster, CFT can better reach and educate a wider segment of California's youth.

At the beginning of October, 40 kits with a mix of Spanish and English materials started to be sent to classrooms all over California, and come 2022, we hope to provide teachers with a live demonstrational video, adaptable to students in both in-person and virtual settings. Thank you to our partners, Raley's, AgSafe, and a CalAgPlate grant, and our friends at California Foundation for Agriculture in the Classroom for their help and collaboration in this project.



## **CONGRATS CHARLOTTE**

Congratulations to our executive director, Charlotte Mitchell, for being selected as one of the 24 participants of the California Agricultural Leadership Program, Class 51. The California Agricultural Leadership Program is a premier leadership development program and widely considered as one of the most well-respected and longest-running of its kind. Charlotte, pictured far right, will be surrounded by individuals with various educational backgrounds, experiences, and skills within the agriculture industry, and will dedicate 55 seminar days over a year and a half. During that time, she will get intense

training in leadership theory, strategic agility, effective communication,

motivation, critical thinking, change management, emotional intelligence and other skills relating to personal performance and complex social and cultural issues. Congratulations and best of luck in this journey, Charlotte!



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# Investing in Innate Farmland

# MACHADO FAMILY FARMS DEDICATES MULTIPLE PROPERTIES TO FARMLAND PROTECTION

Nestled in the small town of Linden, the Machado Family first began farming in 1906 when Gregorio and Angelina Machado, immigrants of the Azores Islands, arrived in California. Initially started as a grade-B dairy farm, the Machado home ranch has evolved with the times into a diversified row crop and orchard operation consisting of beans, cherries, walnuts, and almonds.

Mike Machado, a third-generation farmer, did not always have the desire to enter a farming profession. After going to college, marrying his wife, Diana Machado, serving in Vietnam, and attending graduate school, Mike's parents asked the couple to return to the family business temporarily to help during harvest and aid in the farm's transition after the death of Mike's uncle.

"We were going to give it three years of helping out on the farm, and that was 50 years ago," he jokingly said.

Since that time, Mike and Diana have grown the legacy first started by Gregorio and Angelina. They've raised their three children on the farm, watched their grandchildren make memories on the land, and added two additional properties under their ownership, which were recently protected by agricultural conservation easements (ACE) with California Farmland Trust (CFT). Combined with their home ranch, the Machados have permanently protected over 400 acres of farmland.

## "PRESERVING FARMLAND IS INNATE." - DIANA

The idea of an ACE was first introduced to Mike while attending a CFT easement celebration during his time as a California State Senator, representing the 5th District. Around that time, Mike's father was in the process of estate planning and figuring out the future of the properties that made up their Home Ranch.

"My father didn't want to see the farmland split up or be used for something other than agriculture," Mike said. "Putting an easement on the farm would keep the parcels together and ensured it would remain farmland."

In 2015, the decision was made by Mike's father to put their Home Ranch under an ACE with CFT. In fact, signing the easement paperwork was the last signature Mike's father made before passing away, Mike recalled. Now six years later, Mike and Diana appreciate the value of conservation easements, which ultimately led them to place these additional properties under ACEs, both of which closed in the summer and fall of 2021.

A portion of the funds needed to complete these projects were made available by the California Department of Conservation (DOC) in collaboration with the California Strategic Growth Council's (SGC) Sustainable Agricultural Lands Conservation Program (SALC). SALC is part of California Climate Investments, a statewide program that puts billions of Cap-and-Trade dollars to work reducing greenhouse gas emissions, strengthening the economy, and improving public health and the environment.

The remaining funds were provided through a landowner bargain-sale, where the Machados donated the remainder of the appraised fair market value, because of their strong belief in the importance of farmland protection and deep understanding in the long-term impact it will have as our prime California farmland diminishes.

"They aren't creating more farmland and California farmland is

"They aren't creating more farmland and California farmland is some of the best farmland there is..."



some of the best farmland there is," Mike added. "If we don't preserve it, we are going to become dependent on other food sources."

One of the properties has special significance to Diana's family. While Diana did not come from a direct production agriculture background, she was familiar with the lifestyle, as her father grew up working on his family's truck farm before World War II. He always had hopes of being a farmer, Diana recalled.

"My dad always had a dream to own a cherry orchard," Diana said. "We purchased a cherry orchard in honor of my parents and labeled it FDR Farms: Fred, Diana, and Rose Farms. I knew he would enjoy that."

## A SUSTAINABLE FUTURE

The love of the farming lifestyle has also influenced their daughter, Melissa, son-in-law, Drew, and grandchildren. As Mike looks to retire, Drew is working towards managing the farm. Their grandchildren are also active in 4-H and can often be seen in the field with Mike and Diana, their Avô and Nonna.

"We are fortunate to have family interested in farming, but it is increasingly difficult for family farms to continue because of increased regulations, production costs, and foreign competition," Mike and Diana said.

Securing easements on each of their properties has ensured that even if farming cannot provide a lifelong career for future generations, the land is not lost to development.

As stewards of the land, one of the areas the Machados have chosen to focus on is their sustainability efforts. The Machados participate in California Department of Food and Agriculture's (CDFA) Healthy Soils program, which provides financial assistance for the implementation of agricultural management practices that improve soil health, sequester carbon, and reduce greenhouse gas emissions.

Mike and Diana also set aside a few acres for a pollinator habitat, use fewer pesticides, and utilize cover crops across their entire operation. As active believers in whole orchard recycling, they abstain from burning and instead, mulch their excess material, which has resulted in a positive environmental impact. Using irrigation technology techniques like evapotranspiration timing has also helped enhance water retention on their farms.

"I try to look at things that will free up some time and give us a sustainable return, maybe not this year, but within future years," Mike said.

#### A WORK/LIFE BALANCE

Where Mike and Diana have truly exerted their passions is within their community. Putting an easement on their properties has ensured that their community and other surrounding working landscapes can be self-sufficient for years to come.

Mike, although retired from the state legislature, still finds ways to be active on various boards and committees. Similarly, the local school board is where Diana found her passion and she served several terms before recently retiring.

Whether it is in their leadership roles or their stewardship actions of protecting farmland through ACEs, Mike and Diana have emphasized the importance of serving in their community.

"My grandmother always said, 'Never forget to give back, because you got to where you are at because someone helped you,'" Mike said. "Diana and I have always tried to live that."

# WHAT IS A BARGAIN-SALE?

No two conservation easements are the same. Each is tailored to the desires of the landowner, the interests of the land trust, and the unique characteristics of the land. The Machados easements are a prime example of this. As funding sources become more difficult to find, the Machados opted to pursue a "bargain-sale," as a viable way to ensure the farmland is protected in perpetuity.

A bargain-sale is a term used by the Internal Revenue Service to describe a sale for less than fair market value to a nonprofit land trust or government agency. This is particularly applicable when the land is to be used for public purpose, including conservation, recreation, and water supply. In a bargain-sale, the landowner sells the land or conservation easement at a discount, with the amount of the discount treated as a tax-deductible donation. By donating part of the funding needed for the agricultural conservation easement in the form of a purchase price discount, owners can potentially generate substantial income tax benefits, in addition to the other property and estate tax benefits that may be available with the sale of an easement at full fair market value.

A bargain-sale is most feasible when a landowner is motivated and dedicated to conserving their land for the greater good – like Mike and Diana. While some landowners may shy away from the term "bargain-sale," the nature of the transaction demonstrates a deep passion and commitment for protecting our most valuable resources and can be beneficial for the landowner and land trust.



# Celebrating a Successful Inaugural *Race to Slow the Pace*

Bright and early on the crisp morning of September 19, 2021, over 188 runners,

volunteers, wine enthusiasts, land protection supporters, and staff gathered at Bokisch Vineyards for the inaugural Race to Slow the Pace 5K. Originally planned for 2020, this fundraiser was aimed to connect people with nature, the environment, and the family farms that feed them, while also bringing attention to our diminishing and valuable farmland. CFT's goal was to foster a consumer's connection to the land and emphasize the importance of why we must slow the pace of development and protect farmland. In all, the response was well-received!

We had in-person registrants of all ages, multiple virtual participants from all over California, and as far as Kansas, and many supporters who ran or walked through the scenic Bokisch vines. Runners were greeted at the finish line with a custom Race to Slow the Pace finisher's medal, presented by Markus and Liz Bokisch. Many attendees enjoyed the remainder of the morning drinking wine with their custom Race to Slow the Pace wine glass, eating paella, perusing the silent auction items, and taking in the beautiful Lodi countryside views while awaiting the awards ceremony.

The event would not have been successful without the support of the local community and agriculture industry. We'd like to express our sincere thanks to the following companies for being a sponsor in this inaugural event: Harrah's Northern California, Pacific Coast Producers, Grow West, Sanborn Chevrolet, The Zenith, Les Schwab Tires, Wilbur-Ellis, Movement for Life Physical Therapy, Dwelley Family Farms, Kludt Oil, Softcom Internet Communications Inc., Tiger Lines, Pan American Insurance, Todd Garibaldi Insurance Agency, The Freshwater Trust, and American Ag Credit. Additionally, thank you to Bokisch Vineyards, Markus and Liz Bokisch, and their team for hosting this event and always believing in our mission of helping farmers protect the best farmland in the world.

The Race to Slow the Pace was a wonderful opportunity to introduce our mission to new audiences and interact with many of our supporters after nearly two years without in-person events and CFT is proud to have raised more than \$21,000 for farmland protection.

"Based on the success, positive feedback, and CFT's vision, we are excited to make the Race to Slow the Pace an annual tradition at Bokisch Vineyards and even incorporate a 10K and family run in the future," shared Charlotte Mitchell, executive director at CFT.

We encourage you to keep up with our social media channels and online newsletters for more updates on the race. We plan to announce the 2022 Race to Slow the Pace date soon!



# **Thank You To Our Event Sponsors Presenting Sponsors** ce to Slow the Pace Harrahs 5k · PACIFIC COAST NORTHERN CALIFOR PRODUCERS Wine Glass **Victory Recovery Gold Sponsor Area Sponsor Sponsor GROW WEST**<sup>°</sup> /SANBORN hezenm CHEVROLET 🦛 Agribusiness Solutions **Water Station Sponsors** • movement for life ires LES SCHWAB WILBUR-ELLIS **DWELLEY FAMILY FARMS** physical therapy AGRIBUSINESS **T-Shirt Sponsors** TODDGARIBALDI INSURANCE AGENCY INC. SOFTCOM THE FRESHWATER TRUST 9 KLUDT OIL (800) 982-7675 | softcom.net **In Kind Partner Marketing Partner** FLEET ( FEET MERICAN AGCREDIT MONEY FOR AGRICULTURE STOCKTON

# 2021 Vance Kennedy Award Recipients: Jeani and John Ferrari

# HONORING THE FERRARIS AS COMMUNITY SUPPORTERS, CFT DONORS, AND FARMLAND PROTECTION ADVOCATES

For Jeani and John Ferrari, making a difference in their communities has been a lifelong achievement. Between their efforts in the arts, local healthcare availability, and agriculture, their actions as philanthropists and Central Valley advocates have impacted many. However, most significant to California Farmland Trust (CFT), are their efforts in farmland protection and land use polices in the San Joaquin Valley, that Jeani refers to as "a wonder of the world."

Their passion and dedication to agriculture and contributions to our organization earned them the great honor of being CFT's 2021 Vance Kennedy Award recipients. The Vance Kennedy Award was established in 2014 in honor of Dr. Vance Kennedy, a founding member, for his extraordinary contribution to CFT. This same commitment to farmland protection achieved by Dr. Kennedy is also clearly demonstrated by Jeani and John.

#### A LIFE DEDICATED TO FARMLAND PROTECTION

Growing up, John, a farmer by trade, worked alongside his father, where he learned not only how to farm various commodities, but also how to steward the land in which they grew. When Jeani married John, she too, became invested in ensuring our valuable farmland is cared for, viable, and plentiful for future generations.

> "I didn't know anything about farming or land use," Jeani said. "I just married a farmer and thought farmland was everywhere."

> > Years later in 1997, Jeani's interest to learn

more about California's working landscapes and pursue farmland protection on a larger scale was sparked. This led to a call to their local congressman, who pointed her in the direction of the Farmland Working Group. At the time, the group was a collaboration of city planners, council individuals, and farmers, Jeani recalled.

"Our goal was to encourage the counties to protect their resources and promote efficient growth," Jeani said. "It's a partnership."

After one year of attending the meetings, the group decided to publicize the meetings and eventually form a nonprofit organization, of which Jeani spearheads today.

"Once we got started, we were rolling, and local news outlets recognized that we were a force to be reckoned with," Jeani said.

Over the next few years, Jeani worked with several individuals in the Stanislaus and Merced counties who had the same mission of protecting farmland. In the early 2000s, Stanislaus Farmland Trust and Merced County Farmland Open Space Trust, two of the primary land trusts in the area, merged.

That consolidation gave the two groups more power, as it was more impressive to apply for funding with a bigger entity. This organization, known as Central Valley Farmland Trust (CVFT), is where CFT's legacy started.

## LEADING WITH HUMBOLDT RANCH

It's extremely fitting that the first easement enacted by CVFT in 2005 is Humboldt Ranch, owned and farmed by the Ferraris. Located between the towns of Turlock and Delhi, the 260-acre parcel is within one of Merced County's premier locations for farming and had the potential to be threatened by surrounding cities.

> We felt that if any farmland were to be chosen by a developer to be paved over, this parcel would be a huge target because of its vicinity to the surrounding towns and Highway 99," John said. "This parcel has everything needed

to be valuable farmland, and it's certainly a source of pride."

With high-quality soil and a reliable water source, Humboldt Ranch was sought after, and the Ferraris wanted to emphasize the importance of preserving it for farmland.

"The lure of the urban development lottery is huge, but if the San Joaquin Valley becomes paved over, we're going to be in a world of hurt," John said.

# "THE FERRARI FAMILY JUST LOVES THIS FARMLAND." – JEANI

Jeani and John's community engagement doesn't stop at farmland protection. In their community of Turlock, Jeani and John have made an immense impact. John served on Emanuel Medical Center's Foundation board and fundraising committees in support of the addition of a Cancer Center and the Cardiovascular Operating Suites. Simultaneously, Jeani served on the Revitalization Committee that transformed Turlock's downtown and helped establish the Turlock Certified Farmers' Market.

Additionally, as philanthropic supporters of CFT, Jeani and John have always believed in the bigger picture of CFT's mission and have generously donated to protect the world's best farmland. For years, the Ferraris have been consistent donors to our organization, and this past Big Day of Giving, Jeani and John provided up to \$10,000 in match funding for donated funds – and even went a step further, donating a portion to the Protect Fiorini Ranch fundraising campaign. Their zeal and loyalty to protecting, promoting, and preserving our valuable resources is unparalleled. From the libraries in the city of Turlock and at CSU Stanislaus, to the arts including the Carnegie Arts Center, and all their efforts in between, the Ferrari name reigns proudly throughout their hometown and within CFT.

While Jeani and John wear many hats in their community, at the core, John is a farmer. The Ferraris' farms sprawl throughout Stanislaus and Merced counties, where they grow almonds, walnuts, sweet potatoes, and peaches. Like many farmers, Jeani and John wanted to protect their farm because they wanted their future generations to have the opportunity to farm it as well. The easement on Humboldt Ranch gave them the power and freedom to do so. At the time their easement was executed, ACEs were novel. The three-year process was lengthy and time consuming, but both Jeani and John expressed the peace of mind and sense of greater good to be well worth the long process.

"With an easement, it is still your land and you get to farm it like all your family members before you," John said. "I like what I'm doing, and I intend to keep doing it."

As Jeani and John begin to transition their farming operations to the next generation, they find great satisfaction in seeing their son, Damon, and nephew, Darrell, take interest and seek the next steps in continuing what was started by John's father.

# AN ESTEEMED AWARD

Throughout the formation of CVFT, Jeani and John worked closely with Dr. Vance Kennedy. His diligence to farmland protection was apparent and respected by all, making the award an even greater honor.

"Being recognized by California Farmland Trust, an organization we hold in the highest regard, is a meaningful recognition," John said. "CFT does the work that our region desperately needs, protecting our most important farmland for the long-term. It's an esteemed award and Jeani and I are honored."

> "The lure of the urban development lottery is huge, but if the San Joaquin Valley becomes paved over, we're going to be in a world of hurt"



# **Sponsor Spotlight:** E. & J. Gallo Winery

In 1933, brothers Ernest and Julio Gallo set out on what would become a great adventure, when they founded the E. & J. Gallo



# Winery. From humble beginnings producing just 177,000 gallons of wine in Modesto, to over a dozen wineries selling over 130 brands in 100 countries, E. & J. Gallo Winery has always remained a family company with an unwavering commitment to quality.

Through all the growth and success, Gallo has remained at its heart, a family company committed to making a difference. The company proudly proclaims; "As a family-owned company, we believe in the importance of preserving and enhancing the land for future generations to enjoy. Co-founders Ernest and Julio Gallo laid the foundation for our commitment to the environment in the 1930s, and it is still evident today in how we manage all aspects of our business. Adhering to sustainable practices that are environmentally sound, economically feasible and socially equitable, we educate and inspire others to conserve and preserve." As part of its commitment to preserving the land, Gallo is proud to support many nonprofits - including California Farmland Trust.

# Sponsor Spotlight: Farm Credit

The Farm Credit mission is to support rural communities and agriculture with reliable, consistent credit and financial services, today and tomorrow. Farm Credit members American AgCredit, CoBank and Farm Credit West are cooperatively-



owned lending institutions that specialize in financing farmers, ranchers, farmer-owned cooperatives, rural utilities and agribusinesses. By offering a broad range of loan products and financial services – including long-term real estate loans, operating lines of credit, equipment and facility loans, cash management and appraisal and leasing services – they offer everything a "growing" business needs.

Farm Credit has been a proud Heritage Sponsor of the California Farmland Trust since 2014, and their CFT sponsorship helps to address business needs.

"We are grateful to continue to partner with Farm Credit and appreciate their continuing and consistent support over the years," said Charlotte Mitchell, executive director at CFT. "They have been strong partners in our efforts to protect California's most valuable farmland." Thank you, Farm Credit, for being a trustworthy source for all our farmers and for supporting CFT's mission!

# Help CFT Protect Fiorini Ranch

For many Central Valley farmers, farming is a tradition - a legacy passed down from generation to generation. For some, you can say it's in their blood. For the Fiorinis of Merced County, it is no different. Established in 1909, Fiorini Ranch's roots in agriculture started with Randy Fiorini's grandfather. Randy and his children, Jay and Stacy, have vowed to continue growing those roots, but with the farm's close proximity to major highways and towns, it has the potential to be threatened by other developments. The Fiorinis are pursuing an agricultural conservation easement (ACE) with California Farmland Trust (CFT) on one of their 60-acre almond orchards. To protect Fiorini Ranch in perpetuity, we need your help.



When applying for ACE grant funding, raising matching funds is becoming a common requirement. In our campaign to raise matching funds for Fiorini Ranch, CFT was tasked with raising \$165,000. Thanks to the Henry Mayo Newhall Foundation, we are halfway there. The foundation provided \$80,000 in matching funds, leaving it up to us to find the remaining \$85,000 over a two-year period.

Fiorini Ranch is a source of pride for Randy and his family, making the desire to protect it even greater. When asked why they decided to pursue an ACE, Randy shared, "The single biggest need in California is to create an awareness about the importance of agriculture. We're in a position to draw a line and become the buffer between urbanization and agriculture, and if we're going to preserve California agriculture, the Central Valley is the last stand."

If you are interested in being a part of the last stand and supporting the Fiorini Ranch campaign, please visit www. cafarmtrust.org/protect-fiorini-ranch or contact Katie Otto at kotto@cafarmtrust.org.

# How Can We Work Together To Protect Farmland?

Your contributions to California Farmland Trust help farming families continue to care and steward productive farmland, while providing an abundant safe and nutritious food supply that helps feed your family and ours. Your support allows them to continue farming, nurture our healthy soils, provide habitat, be climate resilient, and ensure agriculture remains viable in California's Central Valley.

Working together, the permanent protection and conservation of farmland can continue, and we will continue to reap the rewards of our collective hard work. Despite drought, an ongoing pandemic and economic uncertainty, we remain steadfast and committed to protecting not just farmland, but California's valuable farmland that produces more than 400 commodities and is the best farmland in the world.

Please keep giving where your heart is and where your investment truly makes a difference. Every gift helps to preserve agriculture, protect family farms, and promote agricultural education.



# **GIVING TUESDAY**

**Tuesday, November 30 is Giving Tuesday, a global day of giving and generosity.** Giving Tuesday was created in 2012 as a simple idea: a day that encourages people to do good.

> Your donation to California Farmland Trust on Giving Tuesday helps protect farmland, preserve family farms, and promote agriculture education. Like a bountiful harvest, one gift makes a difference and real impact within our local communities. Consider a gift of \$80 for the 80 farms CFT has protected to date; \$150 to provide an Orange You Glad We Have Farmland kit to classroom or \$1,500 to help protect one acre on Fiorini Ranch. Every act of kindness counts and makes a difference no matter how large or small. To give on Giving Tuesday, visit our website www. cafarmtrust.org and click "Donate," or simply include a donation in the envelope inserted in this issue of Legacy.

# Other Ways to Partner with California Farmland Trust:



# DONOR ADVISED FUND

**GIFTS** A donor-advised fund (DAF) is a charitable program where a donor makes a tax-deductible contribution to a public charity (like Fidelity Charitable, Schwab Charitable, etc.), and then can recommend grants over time to one or more of their favorite non-profits. DAFs have quickly become a popular vehicle to help donors simplify their philanthropic goals and make their giving more strategic.

**IRA GIFT/QUALIFIED CHARITABLE DISTRIBUTIONS** If you are 70 1/2 years or older, you

have additional donation options that can greatly benefit California Farmland Trust and provide some tax benefits to you. You can give any amount, up to \$100,000 per year, as a qualified charitable distribution (QCD) from your IRA, also known as an IRA charitable rollover. This donation is tax-free if it is paid directly to a qualified charity, such as California Farmland Trust. Please talk to your plan administrator or tax advisor for more information. **EMPLOYER MATCH** Do you know if your company offers a gift matching program? Many times, employers will give where you give – doubling the impact of your gift. Check with your HR department to see if these options are available to you.

**AMAZON** Holiday shopping You shop. Amazon gives. or everyday essentials bought on Amazon support California Farmland Trust. Visit smile.amazon.com on your desktop or mobile phone browser, select "Change your Charity," search California Farmland Trust, and start shopping!

**YEAR END** A tax-deductible gift before December 31, 2021 will help further CFT's mission and will be leveraged to help us secure additional grants and funding to protect additional farms and farmland. You can make a donation online, using our fast, safe and secure system. Mail a check payable to California Farmland Trust to our office at P.O. Box 1960, Elk Grove, CA 95759, or by calling Katie Otto, our development director at 209-712-0918 and she can process your payment via phone.



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Thank you to our 2021 sponsors. Many of our sponsors have provided CFT with ongoing support for years. We appreciate their support and investment in the mission of California Farmland Trust.



# Make a gift today at cafarmtrust.org