



CALIFORNIA
FARMLAND
TRUST

2021

IMPACT REPORT

YEAR IN REVIEW

Dear Friends,

We are pleased to present the California Farmland Trust (CFT) 2021 Impact Report. 2021 was another unprecedented year, and for CFT, it emerged as one of the most fruitful years yet. Our diligence set us up to be more efficient, sustainable, and forward-thinking in service to our mission of protecting the world's best farmland.

It is often said that success starts with strong leadership, and our board, trustee council, committees, and staff are a great example of that. Long-time board member, Larry Ruhstaller, served the board since 2016 and finished his service to the organization in 2021. Larry was instrumental in helping build our impact in San Joaquin County and will be missed. As our board transforms, so does the organization, as discussed at our board training in October. It is clear that CFT is in a position of growth, both at the conservation level and in terms of development. It is important that we frame ourselves to support these goals. Our team also evolved over the past year. In the spring, we welcomed Adriana Toste as the communications associate, a new position that has helped elevate the organization's communications and messaging efforts. Chase Steele joined us under a six-month externship with the McGeorge School of Law. His legal insight and research will be of great value as we look to the future.



After a long two-year hiatus, we returned to hosting events. Long-time CFT supporters and landowners, John and Jeani Ferrari were honored as our 2021 Vance Kennedy Award recipients, a well-deserved award given their immense commitment to our organization since its inception. Our inaugural Race to Slow the Pace 5k was held at Bokisch Vineyards and brought together diverse audiences, giving us the opportunity to educate individuals who may not understand our mission and truly connect people back to the land that feeds them. Furthermore, we celebrated the easement closings of three properties in San Joaquin County that were permanently protected in 2021. CFT supporters, project funders, legislative staff, and board and committee members gathered in Linden to recognize the dedication of the Murphy and Machado families, in their efforts of conserving their family farms.

In an effort to make our educational resources more accessible for virtual settings, in 2020 we released *Orange You Glad We Have Farmland*, a poster-based curriculum geared towards elementary students, with the goal of teaching them how little farmland is left to feed the growing population. In 2021, 40 kits were distributed among classrooms all throughout California, and the activity was demonstrated at several AgVentures and virtual presentations, educating over 5,700 students. We also added a Spanish version to help educate a wider segment of California's youth.

With all this said, at our core is the mission of protecting farmland, and in 2021 we maintained that focus. Our team at CFT worked through the completion of four unique projects and wrapped up another project shortly after the start of the new year. We celebrated 647 acres of farmland permanently protected in San Joaquin and Merced counties, furthering CFT's footprint in two of California's most productive agricultural counties. Combined, CFT finished off the year with 17,535 acres protected on 80 farms, an accomplishment worth commemorating. In doing so, we also avoided 300,000 metric tons of greenhouse gas emissions, which adds to our initiative of doing more than just protecting farmland and being part of the solution to the climate crisis.

Looking ahead, the list of interested landowners continues to grow and given our capacity, our hope is to be a resource for these farmers who wish to build their legacy for years to come, especially in a time when farming boasts many struggles. While we still have a lot of work ahead, CFT remains resilient as ever. After all, our nation's food supply relies on our efforts of protecting California's working landscapes and the valuable farmland associated with it. Building a brighter future starts now, and CFT is committed to being a leader in this movement.

With gratitude,

A handwritten signature in dark ink, appearing to read 'Charlotte Mitchell'.

Charlotte Mitchell, Executive Director

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

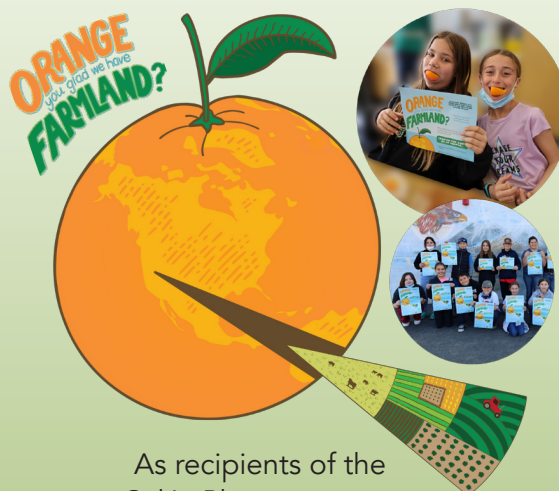
Assets		Liabilities	
Cash and Cash Equivalents	5,291,317	Accounts Payable	14,194
Accounts Receivable	2,623	Salaries & Benefits Payable	33,742
Prepaid Expenses	21,624	Other Deferred Revenue	66,684
Total Current Assets	5,315,564	Mitigation Advances Deferred	<u>12,701,526</u>
		Total Liabilities	12,816,146
Furniture and Equipment, Net Acc. Depreciation	40	Net Assets without Donor Restrictions	6,133,648
Investments	13,675,822	Net Assets with Donor Restrictions	<u>464,328</u>
Endowment	<u>422,696</u>	Total Net Assets	6,597,976
Total Assets	<u>19,414,122</u>	Total Liabilities and Net Assets	<u>19,414,122</u>

STATEMENT OF ACTIVITIES

Revenue and Support		Expenses	
Mitigation Fees	394,155	Program Services	453,486
Landowner Donations	288,000	Fundraising	181,782
Investment, Loss, Net	806,908	Management and General	<u>105,222</u>
Service Fees and Other Income	116,019	Total Expenses	740,490
Grant Income	37,450		
ACE Transfer Fees	140,671		
Sponsorships, Donations, and Memberships	213,638		
Total Revenue and Support	1,996,841		
		*As of December 31, 2021	
Change in Net Assets	1,256,351		
Net Assets, Beginning of Period	<u>5,341,625</u>		
Net Assets, End of Period	6,597,976		



The inaugural Race to Slow the Pace 5k was held at Bokisch Vineyards. The fundraiser drew nearly 200 runners and spectators, who enjoyed an early morning of exercise, wine, and paella all in support of farmland protection.



As recipients of the CalAgPlate grant, we received \$6,000 to be used in the curriculum development and kit distribution of our *Orange You Glad We Have Farmland* activity in both English and Spanish.



Through our partnership with the California Department of Conservation, CFT received more than \$4.6 million in grant funding to complete four agricultural conservation easement projects.

OUR IMPACT

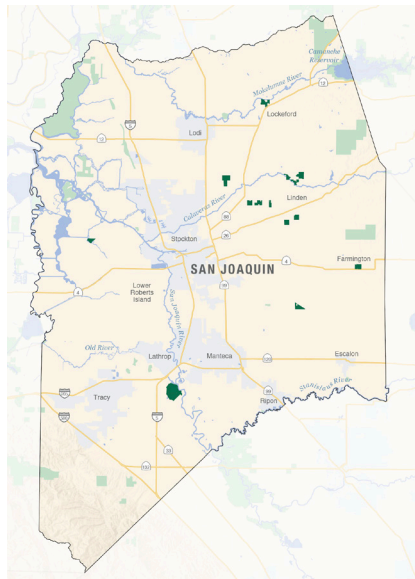
17,535 ACRES PERMANENTLY PROTECTED, 80 FARMS FOREVER IN AGRICULTURE
AGRICULTURAL CONSERVATION EASEMENTS (BY COUNTY)



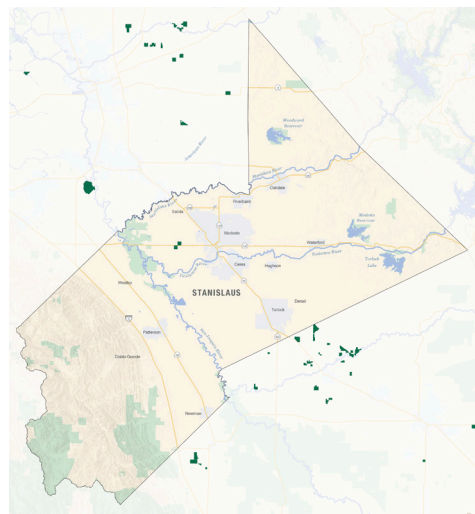
CONTRA COSTA COUNTY
14 ACEs | 1,341 acres protected



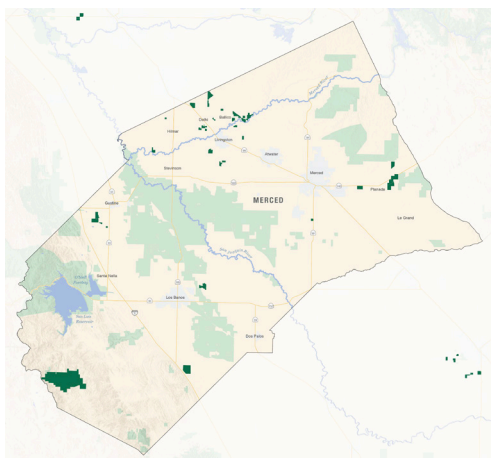
SACRAMENTO COUNTY
4 ACEs | 709 acres protected



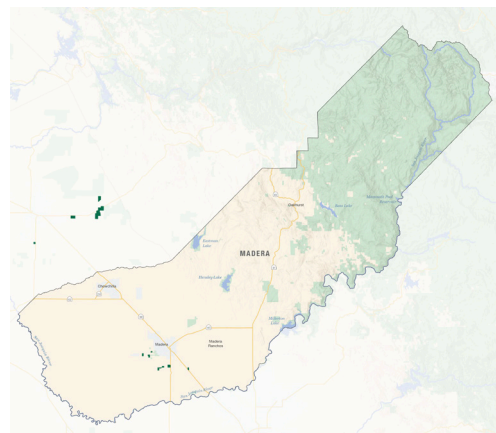
SAN JOAQUIN COUNTY
17 ACEs | 3,190 acres protected



STANISLAUS COUNTY
4 ACEs | 307 acres protected



MERCED COUNTY
35 ACEs | 11,416 acres protected



MADERA COUNTY
6 ACEs | 390 acres protected

****The dark green shaded areas represent current ACEs held by CFT.**

2021 HIGHLIGHTS



Long-time landowners and donors, John and Jeani Ferrari, were awarded the 2021 Vance Kennedy Award.



Board members attended the board training in preparation for the board retreat in early 2022.

[Left to right]: Landowners Diana Machado, Mike Machado, Tom Murphy, and Chester Murphy were honored for their commitment in protecting their farmland.



The addition of the Lone Tree Ranch ACE, owned by Bowles Farming Company, helped CFT exceed 17,000 acres of total farmland protected.



"At our core, is our mission of protecting farmland, and in 2021 we remained that focus."

- Charlotte Mitchell
Executive Director

2021 Projects



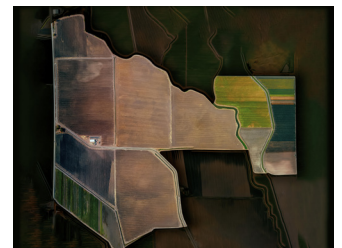
C&T Murphy, 72 Acres



Machado Baker, 92 Acres



Machado Murray, 155 Acres



Lone Tree Ranch, 328 Acres

PARTNERS

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Farmers & Merchants Bank

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Mid Valley Ag Services

Pacific Southwest Irrigation
Ripon Manufacturing Company Inc.
Stanislaus Food Products

SUPPORTERS

We gratefully acknowledge the following individuals for investing in our mission.

Friends (\$1-100)

Maria Azevedo
Florin Barnhart
Maxine Bennett
Lois Biehler
Ron & Sharon Brown
Robert & Ellen Case
Angelina Ceja
Patricia Cheney
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Patrick & Amy Johnston
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Mid Valley Agricultural
Services, Inc.
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Valerie Ruma
Barbara & Duncan Smith
Mike Tanner
Leslie Templin

Conservators (\$15,000+)

John & Jeani Ferrari
Sustainable Futures Fund
Target Circle
The Henry Mayo Newhall
Foundation

96
cents

We are pleased to report
that for every dollar spent
by CFT, \$0.96 goes directly
to farmland conservation.

CFT's program activities
include costs related to the
acquisition of agricultural
conservation easements
(ACE). In 2021, CFT
protected 647 acres of
farmland, with an easement
value of \$5.7 million. The
functional percentage
considers the inclusion of the
conservation easement value
acquired during the year.



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