



# CENTRAL VALLEY FARMLAND TRUST

PROTECTING FARMS THAT FEED YOUR FAMILY

*ANNUAL REPORT APRIL 2016 - MARCH 2017*





**Charlotte Mitchell**  
Executive Director



**Barbara Smith**  
President

A wise woman once said, “Change is hard at first, messy in the middle and gorgeous at the end.”<sup>1</sup> This year at CVFT, we learned first-hand the truth of that sentiment; 2016-2017 was a hard, messy, but ultimately gorgeous year for us.

The year started – and finished – strong. A new partnership with Raley’s allowed us to launch a new educational program, Kids to Farm. With funding from Raley’s, we arranged on the farm tours for 120 fourth and fifth graders from Lodi Unified School District. The kids got to learn where their food comes from and gained a new appreciation for the land and the farmers. This pilot program marked the beginning of an exciting education path for our organization.



**Our conservation efforts hit a new high this year, with 15 conservation projects in the works.**

Our conservation efforts hit a new high this year, with 15 conservation projects in the works. Each project requires an enormous amount of dedicated staff time, and can take as long as three years to complete. To learn more, see page 5.

Even as we were busy planning events, working with property owners, and applying for easement grant funding, we knew a hard change was coming. After 13 years, our one and only executive director, Bill Martin, retired in February 2017. We also knew that our one and only associate director, Susan Hooper, would follow Bill into retirement shortly into the next year. Bill and Susan built CVFT into the strong, thriving organization it is today, and in replacing them our Board knew we had big shoes to fill.

**A new partnership with Raley’s allowed us to launch a new educational program, Kids to Farm. With funding from Raley’s, we arranged on the farm tours for 120 fourth and fifth graders from Lodi Unified School District.**

To minimize the mess of change, we underwent an extensive executive search. With assistance from a professional search firm, we hired a new executive director who will strengthen and build upon the foundation Bill and Susan laid. You can learn more about Charlotte on the next page. We couldn’t be happier with the choice we made and the new direction our organization is heading.

As always, the financial integrity of our organization was a top priority, even during this time of change. Our board takes their fiduciary duty seriously and is always careful to budget and manage our finances prudently and effectively. Once again, an annual financial audit resulted in an “unqualified” opinion. Although unqualified may sound negative, in auditing-speak it is positive and means our financial statements fairly and accurately present our position.

Financially, this year was unusual for two reasons. First, although we have a record number of easements in progress, we did not close any. Easement closings prompt significant donations from landowners; because we did not have any closings this year, we did not have those donations. We are, however, in a solid position to close several easements in our upcoming fiscal year. Second, we had atypical expenses related to our staff transition, as we selected our new executive director. Although this ultimately led to a small operating budget deficit of \$14,000, our financial position remains stable.

We look forward to your continued support in making the upcoming year gorgeous – it is only with your support that we can protect the farms that feed your family.

<sup>1</sup> Robin Sharma, <http://www.robinsharma.com/blog/10/my-20-best-quotes-for-high-achievement/>



**Bill Martin**  
Executive Director (Retired)

Bill Martin retired in February after nearly 12 years as executive director. His leadership, dedication, and humor were unmatched and helped ensure 1,000's of acres of farmland protection over the years. He will continue to serve the transaction committee and we look forward to his continued support.



**Susan Hooper**  
Associate Director (Retired)

We fondly wish Susan Hooper a relaxing and lovely retirement in Oregon. She gave us her all for more than 13 years and we can attribute many accomplishments to her efforts – Land Trust Alliance Accreditation and renewal, major partnerships such as Raley's and Bokisch Winery, and directing the creation of new marketing and branded materials, including the current website! Here's to you!



**Charlotte Mitchell**  
Executive Director

Welcome, Charlotte Mitchell who joined the Central Valley Farmland Trust team in February of 2017 as the new executive director. She took over the helm from Bill Martin, retired, and brings immense farming, policy, and nonprofit experience to the organization.



**Larry Ruhstaller**  
Board Director

In the Fall of 2016 we welcomed long-time supporter and active CVFT committee member Larry Ruhstaller to the board of directors. He brings tremendous public service experience, deep connections to agriculture, and a passion for educating the next generation about local food & farmland.

**SPONSORS**

**Golden Fields Sponsor**



**Emerald Fields Sponsor**



**Farmland Visionary Sponsors**



**Conservationist Sponsors**

Mid Valley Agricultural Services, Inc.  
Ron & Nonine Freitas

**Event Table Sponsor**

Bokisch Ranches, Inc.  
Brandstad Farms  
Diane Norton Insurance  
Dave Wilson Nursery  
Garton Tractor, Inc.

J Ferrari Ranch, LP  
Pacific Southwest Irrigation  
Stanislaus Food Products  
Sacramento County Farm Bureau  
William Machado Family, LP



**BIG Day Thank You Event at Bokisch: June 5, 2016**

Wonderful wines, delicious food, and visiting among beautiful vineyards made this afternoon a perfect way to thank all our donors who gave \$300 or more on the BIG Day of Giving in May.



**Sacramento Farmer's Markets: July, August & Sept. 2016**

A fun farmland themed photo booth captured 100's of market goers who posted on social media and spoke with our crew at weekly certified farmer's market on Sacramento's Capitol Mall.



**Kids to Farms: Fall 2016**

We partnered with Raley's, Steamboat Acres, Lodi Unified School District, and Ag in the Classroom to take 120 fourth and fifth graders to the farm to learn where their food comes from.



**Farm to Fork: September 24, 2016**

We took it to the streets with Raley's during the annual Farm to Fork event on Sacramento's Capitol Mall. We talked with many families about how to keep food local and had fun crafts and projects to help kids learn about the special soils that grow our food in the central valley.



**Evening at the Carnegie: October 1, 2016**

Our final Evening at the Carnegie was tremendous with a live and silent auction, a good-hearted roast of retiring executive director Bill Martin, and many friends of farmland supporting our efforts to protect the farms that feed your family.



**Video: Farms That Feed Your Family**

In March 2017, we launched our first short video in partnership with Raley's. We visited Stillwater Farms and followed their pears from the orchard, through the grocery buying process, and onto store shelves – helping viewers learn how food gets from the farm to their fork.

This year we have a record-setting fifteen easement projects progressing, which will protect approximately 2,000 acres. Placing an easement can be a long, arduous process – but we try to make it as painless as possible for our property owners. Because an agricultural conservation easement is forever, painstaking efforts are undertaken to be sure the property is the right fit.



**Farms**

California’s farmland is irreplaceable; once it’s developed, it can’t be returned to farmland.



**Families**

The vast majority of California’s farms are family farms; our work helps protect the legacy of family farmers.



**Food**

We help ensure that every family has high-quality, local food by protecting the farms that grow it.

**How We Make It Happen**



Our financial position remains strong for Fiscal Year 2016-2017. Our total assets increased from \$8.8 million to \$9.6 million, driven in large part by a prudent, carefully monitored investment strategy. Sponsorships, donations and memberships grew due to new partnerships, helping launch new education programs and maintaining our ongoing operations. Expenses slightly exceeded income, by \$14,190. Notably, there was no income from easement closings this fiscal year; the next two fiscal years are likely to see significant income from closing easements in process as a result.

We take the fiduciary administration of our financial records seriously. After reviewing our financial records, our auditor issued an unqualified opinion and report for Fiscal Year 2016-2017. The unqualified opinion means that our financial records were fairly and appropriately stated in accordance with Generally Accepted Accounting Principles. For additional information, please contact us.

## BALANCE SHEET

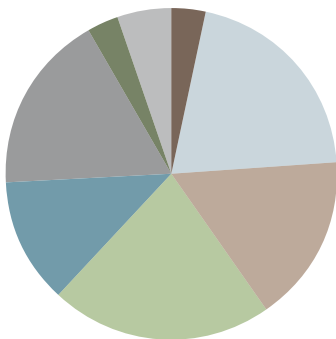
### Assets

Cash and Cash Equivalents	\$524,177
Certificates of Deposit	\$3,714,830
Accounts Receivable	\$146,312
Prepaid Expenses	\$1,933
Property and Equipment, Net Accumulated Depreciation	\$2,242
Investments	\$5,293,454
<b>Total</b>	<b>\$9,682,948</b>

### Liabilities & Net Assets

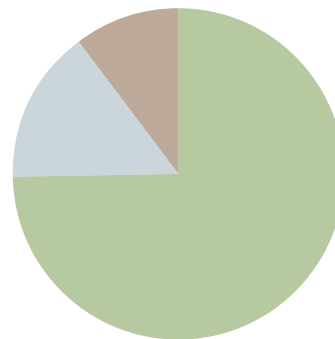
Accounts Payable and Accrued Liabilities	\$30,642
Deferred Revenue	\$1,000
Mitigation Advances Deferred	\$8,285,060
Unrestricted Net Assets	\$96,332
Monitoring & Legal Defense Fund	\$1,269,246
<b>Total</b>	<b>\$9,682,948</b>

## Support & Revenue



Events	\$20,028
Mitigation Fees	\$123,156
Interest and Investment Income	\$95,514
Net Realized and Unrealized Gain / Loss on Investments	\$129,157
Service Fees and Other Income	\$73,651
Sponsorships, Donations, and Memberships	\$103,120
Unrestricted Grants	\$19,500
ACE Transfer Fees	\$28,750
<b>Total</b>	<b>\$600,876</b>

## Expenses



Program Services	\$454,344
Fundraising	\$92,113
Management and General	\$60,609
<b>Total</b>	<b>\$615,066</b>

**Conservator \$5,000+**

John & Jeani Ferrari  
Peter & Cathy Menghetti

**Steward \$1,500 - \$4,999**

Glenn Arnold  
John & Carol Galeazzi  
Jeanne Gobalet & Garth Norton  
James & Dianne Jorgensen  
Scott & Pamela Magneson  
William & Carol Martin  
Duncan & Barbara Smith  
Mike Tanner



**Supporter \$500 - \$1,499**

Tim & Suzanne Byrd  
Jim Clare  
David Couchman  
Thomas Coultas, Ph.D.  
Jim Creelius  
Michael Darnell  
Ron & Georgetta Dolinsek

Roberta Firoved  
Ron Freitas  
George & Ella Gomes  
Lonnie & Lola Hendricks  
Les Heringer  
John Herlihy  
Jonathan Hoff

Tim & Susan Hooper  
Tom & Barbara Job  
Vance Kennedy  
Joanne Mills  
Edward & Fran Nishio  
Ken & Florence Oneto  
Larry Ruhstaller

Michael Soto  
Mamie & Charles Starr  
Julia Vink  
H.A. Bud Walker, DC, CCSP  
Vicki Weeks  
Paul & Deborah Wenger  
Wayne Zipser

**Guardian \$101- \$499**

Robin Bair  
Neill Callis  
Calone & Harrel Law Group  
Mark Chandler  
Mary Clements  
Chad and Erin Davis  
Darrell DiGiovanni  
David Doll  
Rick & Mary Furey

Byrd Garry  
Denny & Patricia Jackman  
Steve Kludt  
John Ledbetter  
Bob & Holly Longatti  
Mike Machado  
Edward & Mimi Maring  
Osha R Meserve  
Ken & Charlotte Mitchell

Melba Miyamoto  
Jean Okuye  
Richard Piper  
Grant Plemons  
Ron Ramont  
David Raube  
Mel Roush  
Mary Sai  
Sahara Saude-Bigelow

Thomas Scharffenberger & Vicky Simonds  
Randolph & Susan Siefkin  
Eugene & Candy Silveria  
Janet Thorgrimson  
Evelyn Tolbert  
Leonard & Cynthia Van Elderen

**Friend \$1 - \$100**

Linda Ballentine  
Joel Bettencourt & Kylie Pipkin  
Ed & Monica Bianchi  
Richard S. Calone  
Vito & Jill Chiesa  
Chris Collins  
Chris & Janice Costa  
Robert Curtis  
Audie Dahlgren  
Nat DiBuduo  
Richard & Michelle Dodson  
Cal and Jill Fischer

Dario & Josephine Giampaoli  
Gill Chabra Farms  
Jackson Gualco  
Michael Hakeem  
Steve & Donna Heringer  
Roy Huber  
Theresa Kiehn  
Kenneth & Leola Leap  
Melanie Loo  
Buster Lucas  
Richard Mahacek  
Deanna Martin

Steve Nascimento  
Bryant Owens  
Cliff & Susie Petersen  
Kent & Suzanne Roberts  
Don & Betty Rogers  
Jesse Roseman  
Dale Sartor  
Mark Scribner  
Ron Skaggs  
Beth & Will Skidmore  
Scott & Denise Skidmore  
Debra Tanouye

Joyce Thorgrimson  
Darcel Trapani  
Bob & Joelle Triebsch  
Tom & Irene Ulm  
Carel & Linda Van Loben Sels  
Bill & Carol Weir  
Joanne Wilcox  
Janet Wilson  
Jerald & Elizabeth Young



## CENTRAL VALLEY FARMLAND TRUST

8788 Elk Grove Blvd, Bldg 1, Ste 1  
Elk Grove, CA 95624

916-687-3178 phone  
916-685-1041 fax

[www.valleyfarmland.org](http://www.valleyfarmland.org)

NON-PROFIT ORG  
U . S. POSTAGE  
PAID  
PERMIT #182  
ELK GROVE, CA

## ***PROTECTING FARMS THAT FEED YOUR FAMILY***

### **Officers**

Barbara Smith, Courtland, President  
Ron Freitas, Modesto, Vice President  
Maxwell Norton, Merced, Secretary  
Ken Oneto, Elk Grove, Treasurer

### **Directors**

Tim Byrd, Modesto  
Mike Darnell, Sacramento  
Ron Dolinsek, Rocklin  
Larry Ruhstaller, Stockton

### **Staff**

William (Bill) Martin, Executive Director (retired February 2017)  
Charlotte Mitchell, Executive Director (February 2017)  
Susan Hooper, Associate Director  
Darcel Trapani, Administrative Assistant

### **COMMITTEES**

#### **Board Development**

Tim Byrd – Chairperson  
Ron Dolinsek

#### **Budget, Finance & Risk Management**

Ken Oneto – Chairperson  
Mike Darnell  
Larry Ruhstaller  
Sam Zanutto

#### **Executive Committee**

Barbara Smith, President/Chairperson  
Ron Freitas, Vice President  
Ken Oneto, Treasurer  
Ron Dolinsek, Past President  
Maxwell Norton, Secretary

#### **Fund Development**

Barbara Smith – Chairperson  
Ron Dolinsek  
Sahara Saude

#### **Trustee Council**

George Gomes  
Ed Nishio  
Paul Wenger

#### **Directors**

Tim Byrd, Modesto  
Mike Darnell, Sacramento  
Ron Dolinsek, Rocklin  
Larry Ruhstaller, Stockton

#### **Events**

Larry Ruhstaller – Chairperson  
Georgetta Dolinsek  
Theresa Kiehn

#### **Planned Giving**

Charlotte Mitchell – Chairperson  
Margaret Heiser-Fulton  
Cork McIsaac  
Ken Oneto

#### **Public Relations & Education**

Susan Hooper – Chairperson  
Monica Bianchi  
Tim Byrd  
Mark Chandler  
Erin Davis  
Ron Freitas

#### **Transactions, Stewardship & Monitoring**

Tim Byrd, Modesto  
Mike Darnell, Sacramento  
Ron Dolinsek, Rocklin  
Larry Ruhstaller, Stockton

The mission of the Central Valley Farmland Trust is to preserve agricultural lands for future generations in California's Central Valley