



CENTRAL VALLEY FARMLAND TRUST LEGACY

BIG DAY OF GIVING APPRECIATION EVENT BOKISCH VINEYARDS



On June 5 Markus and Liz Bokisch hosted our appreciation lunch and wine tasting at their beautiful winery to thank all of our donors who gave \$300 or more during our BIG Day of Giving event in May.

Wonderful wines, delicious food and visiting among the beautiful vineyard made this afternoon perfect. Our friends and members were able to purchase their favorite wines from the Bokisch selections and no one went home empty-handed.

Thank you to everyone who supported us on the BIG Day of Giving and to all those who joined us for this event. Farmland protection is so important to our future in California and to providing safe, healthy food to our families - we could not do this work without all of you. Thank you from the bottom of our hearts.

BIG DAY OF GIVING **MAY 3**
BIG DAY OF GIVING GOAL: \$10,000
BIG DAY OF GIVING RESULTS: \$25,385!

PROTECTING FARMS THAT FEED YOUR FAMILY

SAVE THE DATE!

Sacramento County Farmer's Market Booth: Capitol Mall
 Thursday, August 11 10am-1:30pm
 Thursday, September 15 10am-1:30pm
 Sacramento Farm to Fork Festival:
 Saturday, September 24 – 11am-6pm
 An Evening at the Carnegie Event brought to you by
 Raley's Family of Fine Stores: October 1

OUR MISSION

The mission of the Central Valley Farmland Trust is to work with landowners and conservation partners to preserve agricultural lands in the California Central Valley for future generations.

CURRENTLY SERVING

San Joaquin, Sacramento, Stanislaus, Merced, and Madera Counties

EXECUTIVE DIRECTOR'S MESSAGE

Bill Martin



There have been multiple instances over the last several years when I've been asked, "Why doesn't CVFT do business in XYZ County?" My response is generally the same, but a bit complicated involving various issues at multiple levels. It's not like a company selling widgets. In that instance you complete market research, a SWOT analysis, determine a likely wholesale / retail site, develop a business plan, line up financing, and proceed. A land trust with limited resources (e.g., human and financial), rather fluid acquisition funding sources, logistics of navigating around the local politics, and an obligation to not impose on other similar purposed land trust(s) in the area, the decision to geographically expand becomes a bit convoluted.

CVFT holds the purpose of preservation of farmland, a precious and non-renewable resource, on the San Joaquin Valley floor as its highest and most important priority. With that in mind we seek opportunities to advance that mission.

"...[WE] HAVE NEVER BEEN MORE DEDICATED TO THE MISSION OF PRESERVING FARMLAND IN THE SAN JOAQUIN VALLEY"

Such was the case in Madera County, which was the focus of a Q & A article in the spring Legacy. In that instance resources at multiple levels were available, facilitating CVFT's move into that county. The Madera County Farm Bureau, under the guidance of Executive Director Christina Beckstead and others, was instrumental in CVFT's ability to begin to serve the agricultural community in that county. The California Department of Conservation (DOC) also requested CVFT's assistance to facilitate DOC's agreement with the California High Speed Rail Authority to mitigate for the

loss of farmland in Madera County. Also, several agricultural conservation easements have been in existence in Madera County for over 10 years. This furthers the ability to advance our farmland conservation mission.



Another very important question ingrained in the due diligence process is, does it make for a sound business decision? It is difficult enough keeping a nonprofit financially viable without exposing it to undue financial risks. Besides being closely affiliated with agriculture, CVFT's board is made up of seasoned business professionals. This fact has proven invaluable in helping guide CVFT through challenging times. CVFT never stops evaluating its internal financial controls and assessing its inherent risk levels to ensure a high level of financial integrity. CVFT has just completed its 2016 financial audit. Not surprisingly the auditor declared CVFT's handling of its financial affairs to be at the highest of industry standards.

As we embark on a new chapter in CVFT's history book, the board and our constituents have never been more dedicated to the mission of preserving farmland in the San Joaquin Valley. We are currently and actively involved in discussions with other conservation entities to find commonalities and opportunities to advance our respective missions. Can't say more than that! Please stay tuned for future announcements as exciting new developments come to fruition.

Thank you for your ongoing and dedicated support of CVFT's mission to conserve farmland for future generations. Remember... 20,000 by 2020!



BOARD OF DIRECTOR MESSAGE

Barbara Smith



This morning we finished film work in my family's pear orchard for the first of a series of videos about the food we grow in the Central Valley - food that feeds your family and our world family beyond. Why is CVFT making videos? The answer is because of you - our supporters! As we've gained momentum in our conservation work, we've broadened appeal for support and learned the public is craving knowledge about how their food is grown, wishing to know what's special about food produced here in the Central Valley, and looking for opportunities to connect and engage with us.

Engagement through information sharing, leads to "likes" and "followers" in social media, which in turn leads to broader awareness for our mission, increased donor support, and exciting new sponsor partnerships, such as our new partnership with Raley's Family of Fine Stores and Bokisch Vineyards.

In the future we plan to offer farm tours to the public and we are working with Raley's to bring school kids on field trips to local farms this fall. However, this takes collaboration and time to arrange the logistics of such tours. For example, access to our pear farm is strictly limited due to modern food safety and security requirements. Fortunately, we have a vast virtual world with which to share and hence, the videos! Please watch for them on social media. Please also continue to find, follow and like us on Facebook and Twitter. Posting comments to our Facebook page, sharing our posts with your friends and getting your friends to like us is an easy yet very valuable way you can help us expand and demonstrate our support base.

CVFT is actively exploring additional ways we can engage public support. We'll be spending time at local farmer's markets this summer and will participate in Sacramento's Farm to Fork festivities this fall. We're collaborating with Raley's on other interactive ideas. This is all new and exciting and made possible by foundational work the past few years by our talented staff, amazing contract partners, dedicated committee and board volunteers, and YOUR SUPPORT! THANK YOU!!!

Ultimately, our objective with these efforts is to fulfill two primary and overarching CVFT goals:

- 1) Preserve our unique and precious Central Valley farmland so it may continue to produce food to feed us and our global family forever (we are striving to reach 20,000 acres conserved by 2020!)
- 2) Perpetuate CVFT as an organization to ensure that our obligation to successfully steward these lands into perpetuity is fulfilled. (Once in place, conservation easements need to be maintained and protected from breach of contract terms to ensure the conservation objectives are met.)

To date, CVFT has been funded largely through project specific funding partnerships and income generated through closing of easement transactions. Conservation work can be slow, time intensive and expensive. We could do so much more with a recurring and predictable source of support! We need both financial support and volunteers for our committees and for board succession. As we connect with the public, we invite all to join in supporting us, either as a member of CVFT, a sponsor and/or a volunteer. Our hope is that we can build a recurring donor base that will predictably fund our ongoing operational needs and grow with us.

It is an incredibly busy and exciting time at CVFT. On top of the initiatives above, this fall we will launch our search for a new executive director to lead us following the too soon retirement of Bill and Susan. We are expanding into Madera County and there is much work to be done in the areas we already serve. Please let us know if you would like to serve on a committee, donate or simply have ideas or referrals to share. We need and welcome your involvement!

It is harvest time in our pear orchard.

I am off to savor a big juicy Bartlett pear with my children, George and Hannah. We picked it while filming this morning from a tree that is likely 90 years old. My husband is a fifth generation farmer. I hope George and Hannah's great, great, grandchildren will still be farming the pears we plant, enjoying them, and sharing them with the world.

INDUSTRY INSIGHT – WINERIES & WATER CONSERVATION

A Q&A WITH INDUSTRY EXPERTS



Kevin Phillips,
Michael David Winery
VP of Operations
Lodi

How is your vineyard addressing water conservation in our drought environment?

Although everything we farm is within the Lodi appellation (which has been much less impacted than other valley areas), the drought still has us deeply concerned. As a quality oriented winery, exceptional water management is an ongoing priority for us. Properly deficit irrigated (or stressed) vines, make the most intense, flavorful, concentrated type of wines, which is our core market.

We use a broad range of sophisticated tools to measure proper vine stress levels. These tools, along with constant vineyard vigilance and observation, allow us to take vineyard stress to extreme levels without unduly risking vine shutdowns or damage.

We also have the luxury of using all of our own fruit (1000ac+), which takes a lot of the economic factors out of needing to carry heavier crops in order to maintain proper margins.

How is the Sustainable Groundwater Management Act (SGMA) affecting your operation or management?

I believe it will have minimal impact on us, unless certain short sighted aspects of the law override the common good and prevent the continuation of sustainable water management in our area.

Our water is derived from the Mokelumne River which is supplied by Sierra snow melt. While our ranches have deep wells, the majority of our ranches also have access to the WID water. We traditionally furrow irrigate in the early spring, using the WID surface water. Then we do a final finish furrow irrigation post-harvest. The aquifer based drip irrigation is supplemented during the middle part of the growing season, but needed minimally due to the surface water practices being used. While the furrow system isn't the most water efficient, when it is done with surface water that would have otherwise flowed to the ocean, it can quickly replace a lot of irrigation water that would have otherwise been pulled out of the aquifer.

Despite the new state requirements, what would be your recommendation on how to best use this resource for the long term sustainability of Central Valley ag?

Each area and aquifer has its own set of regional issues, a blanket one size fits all approach is definitely the worst way to manage it. I do have a few ideas, for my area, that could potentially help keep this region's groundwater usage sustainable.

1) Many irrigation districts (including WID) have a vast network of canals as their conveyance methods throughout their areas. Most of these canals are emptied during the off-season for repairs because they aren't needed for irrigation in the winter. If they could be incentivized to utilize their systems in the off-season to hold and distribute water that would otherwise be uncaptured, we could much more aggressively recharge our aquifers.

2) We all know there will eventually be some kind of tax or fee for property owners using groundwater. A cap and trade type system which incentivizes people and irrigation districts to spread out and distribute surface water when it's not needed could ideally offset the costs for those entities and individuals. Any taxes or fees not used directly for creating or upgrading local water distribution systems should be banked towards more long term water storage.

In summer, what is your favorite varietal, and why? What food would you pair it with from the Central Valley?

No questions about it...sauvignon blanc from Lodi, California. The crisp acidity of good sauvignon blanc is as refreshing as any beer, its tangy citrus notes and slightly tart pear and Granny Smith apple flavors make it an ideal summer wine. Pair it with grilled striped bass, marinated heirloom tomatoes with basil and feta cheese and steamed Blue Lake green beans cooked with local bacon bits.



Walt Whelan
Toca Madera Winery
Owner
Madera

We are on a drip system which conserves a lot of water. We have found that the drought years have stressed the vines because the vines do not receive moisture in the non-irrigation months. (Less so this year when the rain was relatively normal) According to our winemaker, that has been a good thing because the grapes and the resulting wine benefit from a little stress.



Brad Lange
LangeTwins Family Winery
and Vineyards Owner & Fifth
Generation Winegrower
Acampo

At LangeTwins, we were some of the first in the area to employ low-volume drip irrigation back in the 1980's. Regular monitoring of distribution uniformity of our water delivery systems is critical to ensure efficiency of our irrigation activities, but perhaps the most important challenge is having the knowledge and confidence to apply the minimum amount of water that the vine needs to meet our goals for yield, winegrape quality, and long-term vine health. Along with our regular practice of measuring soil available water, we now use sophisticated computer models to analyze and predict leaf water potential (vine stress) and we use aerial imagery to provide us with weekly images of multiple wavelengths including thermal and NDVI. These tools help ensure only the amount of water needed is applied to achieve our goals.

So far, not much. But the other shoe will drop.

The real effect of SGMA on our operation is really just beginning. Up to this point, we have been very involved politically with our local, regional and statewide grower organizations and water districts to be involved in the process and strongly advocate for local control and sensible water management. With many basins in California in critical overdraft, we all must prepare for more pressure and scrutiny on this shared resource; however, we need to protect the rights of landowners and the right to farm in our state that depends heavily on agriculture for the health of our economy and our communities.

I am very sure that the market will take care of most of the adjustments that will need to be made. I also am very concerned about state regulators dictating what water usage will be permitted for what was, until the new law, a property right that individual landowners had. If there are "water pigs" that take too much out of their own aquifer, the adjoining landowners whose property rights are impacted should be the enforcers by negotiation or lawsuit – not the bureaucrats up in Sacramento.

We believe that the good farmers of the Central Valley are the best stewards of our natural resources like our land and water, but there is always room for improvement. In addition to investing in smart water use research and implementation of tools for precision agriculture, we need to be focusing on educating and supporting farmers to implement proven conservation methods and technologies that exist right now. We also believe that public outreach is vitally important to inform the urban population on its role in water conservation and also the efforts farmers make every day to be responsible stewards of our natural resources while never failing to produce the best food and fiber the world has to offer.

Moscato Giallo. Nicely chilled, it goes well with fresh fruit (apricots, peaches) and goat cheese. Delicious!

My favorite wine in the summertime is a chilled glass of LangeTwins Sangiovese Rosé. It is a low-alcohol, dry rosé that is well-balanced, bright, and a hue of fuchsia that makes the glass of wine look as good as it tastes. The rosé is the perfect wine while preparing dinner, sitting on the patio with friends, or to pair with a salad or seafood.

WELCOME LARRY RUHSTALLER NEW BOARD MEMBER



Larry Ruhstaller joins the CVFT board after a long time commitment to our efforts to conserve farmland throughout the valley serving as a member of the budget and finance committee and as the chairperson of our events committee. Raised in Stockton, Larry graduated from University of California, Berkeley as a U.S. history major and then served in the U.S. Navy for two years.

Larry has worked alongside constituents of the San Joaquin Valley as a business owner of various restaurants and his catering company The Alder Market & Catering Company for nearly 40 years. He is well-known for his roles in numerous positions of public service including: Stockton City Council; San Joaquin County Board of Supervisors; president of the Stockton/San Joaquin Visitor and Convention Bureau; chairman of the Delta Protection Commission; and numerous committees such as San Joaquin Valley Supervisor's Association, Restore the Delta and Health Plan of San Joaquin.

"Larry's background and experience in local and regional government will be a great asset to CVFT," said Bill Martin, CVFT's executive director. "Larry has already opened doors to local decision makers, helping to advance CVFT's initiatives in those areas."

"When Denny Jackman (former CVFT board president) introduced me to CVFT shortly after its founding I followed its progress and was very impressed," said Larry. "Several years ago he asked if I would be interested in getting more involved after I left the board of supervisors. I said yes and have enjoyed my time on the budget and finance committee and look forward to my time on the board."

Larry is married with three children, four grandchildren and three great-grandchildren.



Raley's

Dr. Seuss

© Art Kandy

An Evening at The Carnegie

Brought to you by Raley's Family of Fine Stores

A benefit for the
Central Valley Farmland Trust

Featuring a live and silent auction and the playful collection of "Childhood Classics: 100 Years of Original Illustration from the Art Kandy Collection".

**Saturday
October 1, 2016**

Carnegie Arts Center

This year's event will highlight the successful career of Central Valley Farmland Trust's Executive Director, Bill Martin as he prepares for retirement.

TOTAL ASSETS:

\$5,584,115

SACRAMENTO FARMER'S MARKET

CAPITOL MALL



We will have a booth at the Farmer's Markets on Capitol Mall in July, August, & September!

Please come see us and bring a friend – we will have prizes to win: private farm tour and dinner for 6, and give-a-ways. Our goal is to share the opportunity to protect local farmland with more people. The availability of fresh local food is dependent on local farmland – whether you buy food at the market or at your grocery store – the land must be there to grow it all!

Come see us this summer!
 Thursday, July 14: If you missed it - Check out all the pictures on our Facebook page!
 Thursday, August 11
 Thursday, September 15

FARM TO FORK FESTIVAL

SACRAMENTO



We are partnering with Raley's Family of Fine Stores on an exciting new adventure to share with as many people as possible about where their food comes from! On Saturday, September 24, 2016 in downtown Sacramento we will be hosting an interactive booth alongside Raley's to bring Farm to Fork Festival visitors closer to the land and where their food comes from! Together we will take guests from the farm to the grocery store in a way that enables guests to make the connection between the farmland they see in their community and the groceries they purchase.

The combined booth spaces are planned to feature a soil profile activity, a seedling planting station, a bike turned into a pedal-powered smoothie maker and farm stand where you can buy farm fresh produce. The space will be fun for the whole family and we will even have a scavenger hunt with prizes! Over 58,000 people attended the day-long event in 2015 on the Capitol Mall. This year promises more food, more craft beverages, food demonstrations and live music than ever before!

Watch our website and social media channels for more information as the festival approaches and be sure to mark your calendar for this fun day all about healthy, real food and where it comes from.

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PROTECTING FARMS THAT FEED YOUR FAMILY

805 FRIENDS & FOLLOWERS HELP US GET TO 1500 BY THE END OF 2016!



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