



ANNUAL REPORT

JANUARY - DECEMBER 2018

YEAR IN REVIEW

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SUPPORTER THANKS

WE COULDN'T DO IT WITHOUT YOU

YEAR IN REVIEW

The January through December 2018 calendar year represents our first full fiscal year as the California Farmland Trust. It was a year of growth for the team, as we built upon our new name, embraced our new brand, and ultimately reached new heights for farmland conservation efforts.

FARMLAND PROTECTED



This year was the most productive for agricultural conservation in CFT's history. By leveraging internal funds and gifts from donors with state and federal grants, we were able to protect another 825 acres across five family farms in Merced and Madera counties, including our first protected properties in Madera County. Those 825 acres of forever farmland grow grapes, cherries, peaches, and more for your family – now and forever. We started the year with 15,073 acres protected across 58 family farms and finished it with 15,898 acres across 63 farms.

OUR TEAM

We were saddened to bid a fond farewell to two board members, Mike Darnell and Jim Gwerder, both of whom departed for professional reasons. Mike joined the board in 2015, having previously served as the Executive Director of another land trust. Jim was a transplant to CFT from the Brentwood Agricultural Land Trust with deep expertise in real estate. Both were strong contributors whose experience and expertise will be missed.

We were excited to welcome to our team a new full-time program coordinator, Aundria Montzingo. Aundria joined us from the Yolo County Farm Bureau and lives in the Delta where her husband farms. She brought to the team a deep-rooted love for agriculture and her belief that “a farm is more than land and crops, it's a family's heritage and future.”

A NEW NAME AND BRAND

At the end of 2017, the Central Valley Farmland Trust and Brentwood Agricultural Land Trust merged to create the California Farmland Trust. In the first quarter of 2018, we introduced our new name and brand, complete with an updated website and redesigned Legacy newsletter.

SPECIAL EVENTS

This year was chock full of fun events. In March, we met for breakfast with our supporters at Hilmar Cheese company, to experience the biggest block of cheese in California and talk about farmland protection. In May, we took some of our closest friends on an exclusive behind-the-scenes tour of the Trincherro Family Estates Westside Winery in Lodi, where we were treated to an expertly guided tour showcasing the state-of-the-art bottling process and fully automated warehouse. And in October, nearly sixty new friends joined us for a festive Friday evening of wine and painting to celebrate California farmland at our Sunset Vine event, hosted by Bokisch Vineyards in Lodi.



Our staff were also on the move this year, attending the Land Trust Alliance's Rally conference in Pittsburg, Pennsylvania; the California Council of Land Trusts' Land and Water conference in Monterey, California; celebrating Ag Day at the Capitol with a CFT booth; helping our friends at Ag in the Classroom with the first annual Sacramento Farm Day; and working to secure renewal of the Farm Bill with conservation funding through the Sacramento Metropolitan Chamber of Commerce's annual advocacy trip, Cap-to-Cap, in Washington D.C.

FIELD TRIPS



Our Raley's Field Trips on the Farm program was expanded to reach 8 schools in 2018. In the spring, we took three classes of fourth graders from Brentwood schools to First Generation Farmers, and a high school class to Dwelley Farms. And in the fall, four more classes of fourth graders, this time from the Lodi area, visited Steamboat Acres in the Delta. After the farm tours, each class was treated to lunch and a behind-the-scenes tour of a Raley's supermarket.

FINANCIALS

Once again, we are pleased to report that our auditor issued an unqualified opinion on our financial statements. This means the auditor found that our financial records were fairly and appropriately stated in accordance with Generally Accepted Accounting Principles. Due to a prior change in our fiscal year, this is our first full calendar fiscal year. The funds shown below were complimented by over \$5 million in state and federal grants to protect the best farmland in the world.

BALANCE SHEET

Assets

Current Assets	
Cash and Cash Equivalents	\$3,408,184
Certificates of Deposit	979,685
Accounts Receivable	16,512
Accrued Investment Income	61,936
Prepaid Expenses	<u>24,142</u>
Total Current Assets	4,490,459
Furniture and Equipment, Net Acc. Depreciation	1,032
Investments	7,866,582
Endowment	<u>317,797</u>
Total Assets	12,675,870

Liabilities

Current Liabilities	
Accounts Payable	\$20,683
Accrued Vacation	6,449
Other Deferred Revenue	23,250
Mitigation Advances Deferred	<u>9,459,455</u>
Total Current Liabilities	9,509,837
Net Assets without Donor Restrictions	2,848,236
Net Assets with Donor Restrictions	317,797
Total Net Assets	<u>3,166,033</u>
Total Liabilities and Net Assets	12,675,870

STATEMENT OF ACTIVITIES

Support and Revenue	
Mitigation Fees	\$423,691
Landowner Donations	161,372
Investment Loss, Net	(127,139)
Service Fees and Other Income	680,974
ACE Transfer Fees	45,709
Sponsorships, Donations, and Memberships	<u>149,829</u>
Total Revenue and Public Support	1,334,436
Change in Net Assets	\$667,663
Net Assets, Beginning of Period	<u>2,498,370</u>
Net Assets, End of Period	3,166,033

Expenses	
Program Services	\$507,087
Fundraising	99,272
Management and General	<u>60,414</u>
Total Expenses	666,773

We are pleased to report that, for every dollar spent by CFT, \$0.97 goes directly to farmland conservation.

SUPPORTERS

We would like to extend our heartfelt gratitude to the people whose gifts protect the best farmland in the world.

Friends (\$1-100)

Elizabeth Monroe
Nora Cary
Nancy Wise-Hutton
Kathleen Griffin
Julie and Guy Marlow
Richard Dodson
Katie Otto
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Dale and Judy Sartor
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Anthony Toso
Carel and Linda Van Loben Sels
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David Zezulak
Peggy Lemaux
Karla Theis

Guardians (\$101-499)

Maria Giampaoli
Jane and Daniel Kelly
Monica and Ed Bianchi
Jim and Anna Gwerder
David and Mimi Doll
Craig Ledbetter
Richard Piper
Mark and Marsha Seivert
Larry and Kitty Ruhstaller
David McClure
Arthur Crowell
Janice Jorgensen

Maxwell and Diane Norton
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Peter and Kathy Menghetti
Bill and Carol Martin
Michael and Sarah Darnell

Supporters (\$500 – 1,499)

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Charlotte and Ken Mitchell
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Ken and Florence Oneto
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Ron and Getta Dolinsek
Barbara and Duncan Smith

Tim and Suzanne Byrd
Tom and Karen Coultas
Patrick and Amy Johnston
Joanne and Peter Mills
Tom and Barbara Job

Stewards (\$1,500 – 4,999)

Jeanne Gobalet and Garth Norton
Jim and Dianne Jorgensen
Ron and Nonine Freitas
Lonnie and Lola Hendricks
Mike Tanner
Jon and Kitty Harvey

Conservators (\$5,000+)

Rodrigo Espinoza
Franklin Holly
Jeani and John Ferrari
Denny Jackman



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Ron Dolinsek

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STAFF

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Melanee Cottrill, Associate Director

Aundria Montzingo, Program Coordinator

VOLUNTEER MONITORING TEAM

Bill Martin
Lonnie Hendricks
Mike Tanner

Nellie Hamilton
Bill Weir
Maxwell Norton

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