Loren Booth, Chair
Booth Ranches LLC

Jeff Elder, Vice-Chair
J.G. Boswell Company

Mary-Ann Warmerdam, Secretary/Treasurer
California Department of Pesticide Regulation

John Colbert
Greenleaf Farms, Inc.

David W. Krause
Paramount Citrus Association

Randall L. Lange
LangeT wins

Christopher C. Nelson
MIXTEC Group

Michael I. Sencer
Hidden Villa Ranch

Rod Stark
Valley Small Business Development Corporation

Pierre Y. Tada
Granite Peak Partners

Dr. Dave Wehner
Cal Poly, San Luis Obispo

Rob C. Yraceburu
Wells Fargo Bank
I am pleased to present to you the 2009-2010 annual report. This is an annual report, not biennial, as in years past. We feel it is important to communicate the performance of the program and the foundation on an annual basis. We want to share our story.

I could not be more proud to be part of this organization. It was both a privilege and an honor to assume the role of foundation chair on July 1, 2009, and I eagerly welcomed the responsibility with respect and enthusiasm. I look back on my first year with a sense of fulfillment, as from great challenge emerged many positive moments and accomplishments.

The 2009-2010 fiscal year was one of great excitement and transformation within the foundation. Numerous efforts were made not only to improve the foundation and the program, but to stay relevant in an industry and society that is changing rapidly. As we unite our ag leaders, we must continue to bridge the gap between urban and rural interests and cultivate young, upcoming talent. We have 40 successful years behind us, but it is crucial that Ag Leadership be cutting edge and fresh so as to continue our success in the face of an ever-changing environment.

Our investments in time and resources have yielded some incredible new strategies and endeavors, including the hiring of a new president and chief executive officer, a stakeholder survey, a comprehensive strategic planning process, the creation of a new vision and mission, a “governance tune-up,” an office move to Salinas, a communications overhaul, and a fundraising challenge. The financial performance of Ag Leadership has improved dramatically since our last report. We are pleased with 2010 and even more optimistic about our future.

Ag Leadership’s success is a tribute to the hard work of so many people. We have an extraordinarily strong team with our dedicated board of directors, who went above and beyond during the year of transformation. I commend President and CEO Bob Gray for steering the foundation with vision and wisdom during his first year. I thank the foundation staff for adapting to the challenges and taking on new responsibilities. I congratulate our stellar core faculty members for continuing their commitment to program excellence. Finally, I extend my appreciation to alumni for their continued support of Ag Leadership.

Of course, none of what we do is possible without the generous donations from alumni, friends, the agricultural industry, financial supporters, stakeholders and other entities. You make Ag Leadership happen! Our team is unified and focused on delivering the best possible experience for fellows and alumni. Because of our collective efforts, I firmly believe that Ag Leadership is well-positioned for today’s challenges and tomorrow’s changing industry.

The California Agricultural Leadership Program and the California Agricultural Leadership Foundation have a tradition of excellence and a rich history of producing leaders who make a difference. Upon Ag Leadership’s inception, some thought that the program might only last a few years. However, for four decades we have deservedly earned our strong reputation and our impact has been felt throughout our industry. I look forward to continuing our efforts and thriving for many decades to come.

As you read this annual report, I believe you will feel the same sense of pride as I do for our continuing support and affiliation with such an incredible organization. I also hope that our founders, J.G. Boswell and Dean Brown, would truly be proud of what we’re doing to continue their legacy.

Best regards,
Loren Booth
After a seven-month search process, it was announced on Aug. 3, 2009, that Bob Gray was CALF’s new president and chief executive officer. It was a longer-than-expected search process, but we believed it was essential to focus on a quality outcome versus a quick outcome.

A five member interview committee was created, consisting of Randy Lange, Loren Booth and David Krause, CALF board members; Deanna van Klaveren, Alumni Council chair; and Dr. Michael Thomas, Fresno State campus coordinator. We owe a debt of gratitude to these individuals for their time, energy and dedication throughout this process.

MIXTEC Group, which labels itself as the #1 executive search firm in the produce industry, was selected to direct the national search. We express our sincere thanks to MIXTEC President and CEO Chris Nelson and Vice President Jerry Butt for their expertise and commitment to our goals.

At the beginning, MIXTEC interviewed CALF staff, board members and Alumni Council members to gather useful information about the organization. MIXTEC received numerous applications for the position. Subsequently, they identified potential candidates, conducted phone interviews and personal interviews, and narrowed it down to the highest-quality candidates. The search committee met in early May with MIXTEC to review the qualifications of a select list of candidates.

The interview committee conducted interviews of the five top candidates at the end of May. In June, we had round two of the interview process to narrow it down to the top candidates. After we concluded our interviews of these final candidates and made our selection, the CALF board ratified the selection.

Overall, it was an exhaustive but very rewarding process, one that will set the tone for the foundation for many years to come. We were guided by MIXTEC Group with incredible support and commitment on their part to a positive outcome. Chris and Jerry took a personal interest in this search over and above the usual client vendor relationship because of their strong belief in the Ag Leadership Program.

We are excited to have someone with Bob’s proven track record, experience and long-term vision lead the Foundation. By combining the assets of the foundation with Bob’s business acumen and leadership abilities, we are ushering in a new era for everyone associated with the Ag Leadership Program.

–Loren Booth, CALF Board Chair
One of the major projects undertaken by the president and the board in the spring of 2010 was a complete review of the organizational, legal, and policy infrastructure that was in place at the foundation, to make sure it was up to date, current with best practice, and in conformity with law. To achieve this, the Organizations and Transactions Clinic of Stanford Law School was approached by board chair Loren Booth to render pro bono assistance to the foundation. The clinic provides corporate law services to established California nonprofit organizations, and has a special interest in working with nonprofits active in agriculture and the food system, and those located in rural communities. The attraction of this kind of work for the clinic is the opportunity to teach points of law to the students, hands on, and in considerable detail, and to provide students with opportunities to work closely with real clients on real projects. Under the guidance of the clinic’s director, Mr. Jay A. Mitchell, himself a member of the Stanford Law faculty and a licensed and practicing member of the California bar, two second-year law students pored through dozens of key documents provided by the foundation during the winter term (January through March) and then presented their findings and recommendations to the president some 10 weeks later. Several conference calls were held and dozens of emails were exchanged during this process and a briefing book was prepared for a summary presentation to the board in May (via conference call once again). On June 9, 2010, at its annual meeting, the board ratified the changes recommended, which were extensive in scope and range: a complete rewrite of the bylaws to bring them into conformity with the current California Nonprofit Corporation Law and the California Nonprofit Integrity Act of 2004, plus a complete updating of board self-governance documents (conflict of interest policies, board committee charters, board self-assessment questionnaires, and the like) in line with California, IRS governance and best practice principles.

The foundation would like to thank the students, Jonathan Goodwin and Monica Hernandez, and Mr. Mitchell, for their labors on behalf of the foundation. Their advice was literally priceless, and is much appreciated.
April 5, 2010 — The CALF board spent three full days in a facilitated planning session that was at times troubling, always challenging, but at the end, solidly positive and institutionally rewarding.

The process began last fall with a stakeholder survey conducted by Opinion Dynamics Corporation that more than 200 people responded to (the response rate was more than twice the national average for organizations like ours). This survey provided the basic “data set” that informed some 68 in-depth and confidential leadership interviews conducted by the facilitator, Julie Krivanek of Krivanek Consulting, over the next two months (January and February 2010).

Responses were aggregated by Ms. Krivanek for the board’s purposes, without attribution. In addition to the entire CALF board and the Alumni Council, industry leaders, trade association executives, public policy representatives, the partner institution academic community, Hispanic community leaders, major donors, and “alienated” stakeholders of our alumni community were also included in the interview pool for a diversity of perspective and input.

Further, the board used this time to conduct a number of topical research studies on the economic environment in general, trends in California in particular, trends in philanthropic giving, trends in adult education, the emergence of leadership as a discipline of study and target of teaching since the 1980s, a thorough review of competitive programs around the country, and “internal” Ag Leadership trends (applicant trends, the make-up of recent classes by sector, event attendance patterns, financial trends, etc.). They reviewed this data (55 pages in executive summary) prior to the planning session.

By day two, the group was asked to make assessments about the future state of the foundation and the program. A values statement, a new vision and a new mission were discussed for several hours.

**Vision:** California agricultural leaders united as a catalyst for a vibrant industry.

**Mission:** We grow leaders who make a difference.

**Core Values:** These are the principles, standards and actions that people in an organization represent, which they consider inherently worthwhile and of the utmost importance. They include: how people treat each other; how people, groups and organizations conduct their activities; and what is most important to the organization. We intend to act in alignment with these stated values: integrity, vision, excellence, unity and diversity.

**Core Strategies:** Core strategies create and describe an organization’s point of difference, uniqueness and competitive advantage. They also help an organization achieve the vision and mission by providing a roadmap to the future. Strategies involve growth, change and innovation. To more deeply reflect our new guiding values and the intent to act as a unified and cohesive group aligned under our vision and mission, three core strategies were created:

- **Enhance and leverage our priceless program**
  (guided by CALF staff)

- **Build the California ag network**
  (guided by board of directors)

- **Create a culture of volunteerism**
  (guided by Alumni Council)

—Bob Gray and Loren Booth
Vision
Mission
Core Values

**Vision:**
California agricultural leaders united as a catalyst for a vibrant industry.

**Mission:**
We grow leaders who make a difference.

**Core Values:**
These are the principles, standards and actions that people in an organization represent, which they consider inherently worthwhile and of the utmost importance.
They include: how people treat each other; how people, groups and organizations conduct their activities; and what is most important to the organization.
We intend to act in alignment with these stated values:

• integrity
• vision
• excellence
• unity
• diversity
2009-2010 Highlights

**JULY 2009**
- Screening committees – consisting of alumni, university deans, core faculty, CALF board members and industry friends – convened in several cities throughout the state to interview candidates for Class 40.

**AUGUST 2009**
- The Washington, D.C. Educational Fellowship Program (D.C. Exchange) was held in regions 6, 7 and 8. Participants included government and agency representatives – 20 from D.C. and two from California. They visited farmers and agricultural operations in Fresno, Tulare, Kern, San Luis Obispo and Santa Barbara counties.

“By staying in the homes of host families, I had the ability to gain incredible insight into the issues and concerns of individuals when given the opportunity to see and discuss them first-hand.”
—D.C. Exchange Fellow

**SEPTEMBER 2009**
- On Sept. 1, Bob Gray assumed the role of president and chief executive officer of CALF.
- Class 40 was announced.
- The 19th annual Region 9 Golf Tournament, held Sept. 14 at Las Posas Country Club in Camarillo, raised $50,000 for CALF.

**NOVEMBER 2009**
- Class 40 fellows were introduced during the Nov. 6 inaugural dinner in Sacramento.
- Coinciding with Class 40’s inauguration, the 2009 annual conference — “Trust: Earn It. Build It. Keep It.” — took place Nov. 6-7 in Sacramento. Speakers and panelists included Kevin Johnson, mayor of Sacramento; A.G. Kawamura (20), California Department of Food and Agriculture; Tiffany Moffatt, Walmart; Xochitl Arellano, California Latino Legislative Caucus; David Schmidt, International Food Information Council; Joe Barr, Capital Public Radio; and Robert Fairbanks, Capital Morning Report.
- Margaret D’Arrigo-Martin (24), Kash Gill (26), Dale Hampton (11) and Leslie Leavens-Crowe (34) were honored with the 2009 Profiles in Leadership Award at the annual conference. See page 10.
- Frank Saviez was presented the 2009 Honorary Fellow Award at the annual conference. See page 10.
- The 20th annual Dean Brown Golf Tournament, held at the Santa Maria Country Club, raised more than $40,000 for CALF.

**DECEMBER 2009**
- CALF’s strategic planning process was initiated. A stakeholder survey was conducted in December and concluded in January 2010.
- The CALF board authorized the exploration of the feasibility of a comprehensive capital campaign to secure the foundation’s future.

**JANUARY 2010**
- On Jan. 13, more than 175 people attended the Agricultural and Government Leaders Reception at the Sacramento Grand Ballroom. The event was hosted by Ag Leadership alumni, Class 39, Class 40, and honorary hosts, including Resources Secretary Michael Chrisman (2), CDFA Secretary A.G. Kawamura (20), Sen. Abel Maldonado (26), Assemblyman Jim Nielsen (5) and DPR Director Mary-Ann Warmerdam (17).
- A “governance tune-up” for the CALF board was initiated through the pro bono services of Mills Legal Clinic at Stanford University to bring the foundation bylaws, policies and procedures into compliance with the Non-Profit Integrity Act.

**FEBRUARY 2010**
- The seventh annual Colusa Farm Show Breakfast on Feb. 3 attracted a record crowd of 385 people and 70 sponsors. The event raised $11,000, which was split between CALF and Chico State College of Agriculture.
- Nearly 625 people attended the 16th annual World Ag Expo Ag Leadership Alumni Breakfast on Feb. 11, which raised more than $73,000 for CALF.
- Class 39 traveled to Peru and Ecuador Feb. 13-28 for its international travel seminar. See article on page 14.
- From January through April, recruitment and “meet and greet” events were hosted by alumni in Yuba City, Davis, Ceres, Castroville, Kingsburg, San Luis Obispo, Bakersfield and Fallbrook. These were valuable and fun gatherings for alumni, prospective candidates, CALF board members and staff.
Profiles in Leadership 2009: Leadership, dedication, and service to industry and community were common factors among the 2009 award recipients.

Margaret D’Arrigo-Martin – Class 24
Margaret is the executive vice president of sales and marketing for D’Arrigo Bros. Co. of California. Margaret has been actively involved in and applies her leadership skills to numerous organizations, including United Way Monterey County, Produce Marketing Association, Salinas Rotary Charitable Board, Competitive Clusters of Monterey County, and Healthy Eating Lifestyle Principles. She has also served on local and national boards focused on research into Sudden Infant Death Syndrome. Margaret helped to develop an agribusiness program at the local junior college, and recently started a program with the Chamber of Commerce designed to strengthen leadership skills and empower women in the community.

Kash Gill – Class 26
Kash is a senior vice president of the Butte Community Bank. He was sworn in as the first Punjabi-American mayor of Yuba City on Nov. 10, 2009. Kash has been very involved in community service activities. He was instrumental in creating the Economic Development Commission that creates and retains jobs in Yuba City. He is an active supporter of youth programs, including community-based after school programs for teens. Kash is also involved with the Yuba Sutter Chamber of Commerce, serving twice as board chair, and with Fremont-Rideout Hospital Foundation. In addition, Kash was able to help secure millions of dollars in funding for a third bridge between Yuba City and Marysville.

Dale Hampton – Class 11
Dale is the owner of Hampton Farming Company. A well-respected leader within the agricultural industry and his community, Dale is affiliated with many industry organizations such as the Central Coast Vineyard Team, California Farm Bureau and the American Vineyard Foundation. He is a strong supporter of the Santa Maria Chamber of Commerce and Visitor Bureau, Santa Maria Valley YMCA, and the Boys and Girls Club of the Santa Maria Valley. He helped found the Central Coast Wine Growers Association and the Allan Hancock College Viticulture and Enology Program. Dale is also one of the founders and an ongoing organizer of the Dean Brown Golf Tournament, one of the major fundraisers for the Ag Leadership Foundation for 20 years.

Leslie Leavens-Crowe – Class 34
Leslie is a partner and office manager of Leavens Ranches. She has taken on numerous leadership roles and fundraising activities in the agriculture industry and in her community. Leslie is the newly-elected president of the Ventura County Farm Bureau, the first woman to hold that office. She is also active with numerous agricultural associations, including Ag Futures Alliance (AFA), where she works to promote farm worker housing initiatives. Leslie is a champion for not only agricultural causes, but also for the arts, theatre, music and the humanities. She is an active Ag Leadership alum, serving on the Alumni Council and helping organize the Region 9 golf tournament.

Honorary Fellow 2009 - Frank Saviez
The Honorary Fellow is a special individual who has, over a period of time, demonstrated consistent commitment and uncommon excellence in the furtherance of education and leadership in California agriculture.

Frank Saviez is a longtime leader in California agriculture. He began his career with Wilbur-Ellis Company in 1956, and retired in 1995 after nearly 40 years with the company. Frank bought his first piece of farmland in 1969, and today owns and farms more than 1,000 acres of wine grapes and row crops in Fresno County. He received the Fresno County Farm Bureau’s Distinguished Service Award in 1995.

Frank had just turned 41 when Class 1 was selected and therefore, under the application rules at that time, was too old to apply. He then joined the CALF board of directors in 1972. When Frank retired from the board in 2002, he had more years of service than any other board member in the history of our organization. He was an outstanding board member who championed Ag Leadership. We honor Frank for his decades-long contribution to Ag Leadership and to the agriculture industry.

“Frank has always been an outstanding supporter of the California Agricultural Leadership Program, and we are deeply grateful for his 30 years of service as a board member,” said Mike Campbell (Class 3), who nominated Saviez for the award. “He is a great addition to the distinguished list of Honorary Fellows.”
MARCH 2010
- A group of alumni spent four days in Washington, D.C. interviewing nearly 70 candidates for the 2010 D.C. Exchange. They also hosted an elegant evening reception, held on the Secretary’s Patio at USDA, for more than 170 people, including Class 40 fellows, D.C. Exchange alumni and other special guests.
- CALF developed a request for proposal and announced that it was seeking a full-service agency to develop and implement a comprehensive communications plan for its website, newsletters, various printed materials, social media and other communications items/methods.
- CALF co-sponsored the Common Threads-Northern California awards luncheon and program on March 31 at UC Davis.

APRIL 2010
- The CALF board convened for a three-day facilitated synthesis exercise/planning session, where three core strategies emerged and new vision and mission were approved.
- In a proactive move to support the strategic plan – and generate more financial resources for the goals and objectives of the plan – the CALF board of directors issued itself a fundraising challenge. Led by David Krause, the board set a $100,000 goal to be reached by June 9.
- The CALF office moved to Salinas to an historic farmhouse (Charles Bardin House, c. 1880) on a working farm in a row-crop vegetable producing area.
- The second annual Class 39 Golf Tournament raised $10,000. Proceeds from tee sponsorships were used to fund Class 39’s public service projects.
- CALF co-sponsored the Common Threads-San Joaquin Valley awards luncheon and program on April 15 at Fresno State.

MAY 2010
- Region 3 alumni hosted a reception at UC Davis for alumni, Class 39 fellows, special guests and potential Class 41 applicants. The evening also included dinner and Class 39’s international trip presentation.
- The Talley Family and Region 7 alumni hosted a special evening and barbecue at Talley Vineyards for alumni and current fellows.
- After a comprehensive review and interview process, CALF hired TMDcreative, a full-service marketing/communication agency in Salinas, to assist with CALF’s board-approved communications overhaul.

JUNE 2010
- Class 39 fellows delivered an outstanding commencement presentation that captured the excitement and challenges of their two-year leadership journey. Congratulations graduates!
- The Education Team discussed plans to implement “Portraits of Leadership,” a new program component that would more clearly highlight alumni in action while integrating them into more class sessions.
- The CALF board of directors’ fundraising challenge was a success. They raised $100,000 by June 9, and that amount was matched dollar-for-dollar by The Otis Booth Foundation.
- New Alumni Council officers were elected: Mike Young (35), chair; Phil Waddell (29), vice chair; Holly Dawley (38), secretary/treasurer; and Deanna van Klaveren (32), board liaison and immediate past chair.
Class 39 Fellows

Jose Luis Aguiar
Lisa Bodrogi
Cara Crye
Sarah DeForest
Erin Field Huston
Bryan Foley
Jonnalee Henderson
Nick Hill

Josh Huntsinger
Joyce Jong
Eric Limas
Tina Lunt
Michael Mendes
Cannon Michael
Tyler Morgan
James Rickert
Emily Rooney
John Schaap
Tracy Schohr
David Silva
Rick Stark
Peter Vallis
Ivor Van Wingerden
Greg Wegis

Class 40 Fellows

Chris Amble
Randy Asadoor
Karm Bains
Yissel Barajas
Jaime Bayona
Scott Beylik
Jeff Boldt
Missy Borel

Melissa Duflock
Kyle Goehring
Bill Hammond
Mica Heilmann
Erik Jertberg
Matt Jones
Kandi Manhart
Jim Peterson
Doug Phillips
Mike Poindexter
Sarah Reynolds
Mike Richardson
Jim Shattuck
Dan Sutton
Melissa Varcak
David Warter
Seminars at our partner universities provide a comprehensive yet diverse high-impact curriculum. During the intensive 20-month program, fellows are immersed in topics such as leadership theory, strategic thinking, strategic agility, effective communication, personality traits and how they contribute to improved performance, theories of motivation, critical thinking skills, complex social and cultural issues, and change management.

Through a balance of dynamic classroom presentations, case studies, experiential learning opportunities and selected readings, fellows acquire the tools to enhance their leadership skills and contribute to the long-term success of their farms, ranches, allied businesses and organizations.

For more than 40 years, CALP has valued its alliance with four highly-respected California universities. Each university has a designated curriculum focus. Top-notch Ph.D. professors and industry experts present timely and relevant material and subject matter to fellows during each seminar.

**California Polytechnic State University, San Luis Obispo**

- **Subject matter and experiential learning activities:**
  - Team building.
  - Communication skills *(speaking, facilitating meetings, media relations, listening, verbal and non-verbal cues, addressing the needs of others).*
  - Self assessment and explanation of preferential behavior types through the Myers-Briggs Type Indicator.

**California State Polytechnic University, Pomona**

- **Subject matter and experiential learning activities:**
  - Social and cultural issues *(the significance of art and music in culture, world religions, urban and minority populations)*
  - Professional etiquette.
  - Tolerance, prejudice and privilege.
  - Cultural communication and behavior.

**California State University, Fresno**

- **Subject matter and experiential learning activities:**
  - Criminology and the death penalty.
  - National politics and preparation for national travel seminar.
  - Founding principles of the United States, Founding Fathers and the Civil War.

**University of California, Davis**

- **Subject matter and experiential learning activities:**
  - State legislative processes, economics, trade, water and use of natural resources.
  - Myers-Briggs Type Indicator.
  - Service leadership.
  - Critical analysis of international travel seminar countries.
  - Health and well-being.

CALP also collaborates with Santa Clara University in areas of business leadership and ethics, and with the Industrial College of the National Defense University in Washington, D.C., on lessons of leadership from our nation’s history and the Civil War.
Travel Seminars

Class 39: Peru and Ecuador | February 2010
During this once-in-a-lifetime opportunity, Class 39 fellows explored political, economic, environmental, educational, historical and cultural issues of Peru and Ecuador. Fellows met with U.S. Embassy officials, a representative from USDA’s Foreign Agricultural Service and employees of non-governmental organizations. They visited agricultural institutions and businesses, such as SENESA, the International Potato Research Institute, Tacama Winery, Agrokasa, and Benson Agriculture and Food Institute. Unique portions of the trip included visits to Andean villages, Inca sites and lush Amazon Basin communities. Early in the trip, fellows helped rebuild homes in a rural Peruvian (Huamani) village damaged by earthquakes. In the weeks prior to leaving, the class raised money to purchase much-needed building materials, plus school supplies and a wheelchair for a village girl.

“Our service project providing mesh for 30 families in Huamani, Peru was a trip highlight. We went prepared to serve the people in this earthquake-shaken town, yet they were prepared to serve us to show their deep appreciation. They showed us the kind of servant leadership that the Ag Leadership Program teaches.” –Jonnalee Henderson

Class 40: Washington, D.C. and Kentucky | March 2010
The national travel seminar – a non-stop, dynamic and intense schedule of meetings and activities – provides a valuable extension to the study of state and national issues during the first year. In Washington, D.C., Class 40 fellows had briefings with numerous top-level legislative and government agency leaders, and visited with Supreme Court Justice Antonin Scalia. They explored relevant national issues with representatives of nonprofit organizations, and experienced an in-depth tour of Gettysburg battlefield. In Kentucky, fellows explored issues such as mountain top removal mining, education, unemployment, regulations, obesity, drug use, water storage and health care. Their visit with community leaders in the town of Hazard in the Appalachian Mountains was particularly compelling.

“What an extremely powerful organization to give us this opportunity of a lifetime. Ag Leadership provided us a rare and in-depth look at the strengths and weaknesses of this great nation. Using the vantage point of some powerful people, we saw firsthand what works and what needs improvement. They have inspired us to become involved in building our future.” –Jim Peterson
TIM DRISCOLL (19) AND JESS BROWN (13)

Since the inception of Ag Against Hunger in 1990, nearly 160 million pounds of fresh produce have been donated to feed the hungry.

That astonishing number may not have happened if it weren’t for an experience and an idea that Tim Driscoll had during his Ag Leadership Class 19 national trip in February 1988. “I had no idea how that day was going to change my life and the lives of so many people,” said Tim, general manager of Valley Pride in Castroville.

Class 19 split into groups to work with various charitable organizations in Dallas. Tim’s group delivered groceries to senior citizens – some ill or disabled – living below the poverty line in slum-like neighborhoods. At one home, Tim and a classmate talked with an elderly, bed-ridden woman about her health and living conditions.

“It was depressing situation, but this lady was smiling and telling us about all the good things in her life,” said Tim. “It struck me at that moment that simple things can bring such joy into a dismal existence. The act of bringing groceries went so much further than I ever dreamed it would.

“That day stayed with me for a long time,” he said. “I kept thinking about how lucky we were to live on the Central Coast, but also how impossible it would be to have that same kind of situation here. But we did. I thought maybe we could figure out how to help people by giving them some of the area’s wasted produce – back to the idea of bringing the grocery bag. I was determined to do something.”

In time the nonprofit, mostly volunteer-operated Ag Against Hunger (AAH) was in operation.

The program is simple. Growers call AAH when they have a surplus. Trucks collect the produce from more than 50 different growers and shippers in the tri-county area. It is then distributed to food banks that make the donations available to more than 240 nonprofit human service agencies. The donations feed 75,000 low-income people in the tri-county area each month, as well as hundreds of thousands more throughout California and the West Coast.

Today an average of 10 million pounds a year is shared with people in need. “The first year we set a goal of 50,000 pounds and we brought in 250,000 pounds,” said Tim. “We thought that was the greatest thing ever.” Jess said that AAH has exceeded its goal every year since. “To think about where we are now, with millions of pounds donated each year, it’s amazing,” he said.

In addition to the grower-shipped donations, the community gets involved through AAH’s gleaning program, which coordinates the picking of crops left after commercial harvest and donates the produce to local food banks and pantries.

“Groups and schools come out to collect the produce from the fields and understand the hard work that goes into farming,” said Jess.

Tim acknowledges that it took a lot of hard work and planning to start AAH, and nearly two decades later it still requires the same dedication to sustain it. “It was incredible to start from zero and brick by brick put together an organization that has garnered so much success and is so beneficial to the people who need help in our community and beyond.”

Published October 2009
LORI CARDOZA (27)

Giving back to the community and to the educational entities that have enriched her life is a major focus for Lori Cardoza. She approaches volunteering with passion and a positive and appreciative attitude.

One way that Lori combines volunteering with family is by spending a lot of time at her children’s school. She and her husband, David, have four sons.

“My husband and I talk about how fortunate we are to be involved in an agricultural lifestyle and career that we are passionate about. This same passion also drives how we spend our volunteer time, which revolves mainly around our children, their school and activities,” said Lori. “If we can be with our children and serve other children, it’s a win-win.”

Lori also gives back to her community by helping another local school – the College of the Sequoias (COS). She said that her Ag Leadership experiences were beneficial when she was appointed to a significant leadership position.

“It was a challenging time at COS when I started serving and I had to learn quickly,” said Lori, a COS alum who has served as a trustee since 2003. “I hit the ground running. It took me about a year and a half to wrap my arms around everything, since it was all new to me, and then I felt like I was an informed and effective board member. We have a great board that works well together and whose main priority is to serve the college and students.”

Lori also sits on the agricultural advisory committees for the high school and COS ag programs, and is a member of Tulare County Dairywomen. In the past, she served on boards and committees for Tulare County Farm Bureau, California Farm Bureau Federation and the World Ag Expo Ag Leadership Breakfast.

Lori acknowledges that she’s fortunate to have a flexible, part-time work situation – she’s a partner in the family dairy business – that is conducive to her family and volunteer duties. She gives credit to Ag Leadership for showing her how to balance it all.

“Ag Leadership really gives you a broader perspective of where you can serve and how you can be more effective,” said Lori. “It taught us about leadership, living a balanced life, and that serving has so many positives. Ag Leadership exposed us to so many different people who were doing this passionately and effectively – all around the world, not just in our country or town.”

Published December 2009
In the early 2000s, David Pinkham, of Fort Bidwell, Calif., read about CNFA’s international Farmer-to-Farmer Program in Capital Press. Having farmed for many years, as well as traveled and lived overseas, he was intrigued. A simple phone call to CNFA led to numerous volunteer trips to former Soviet Union states.

The Farmer-to-Farmer Program provides voluntary technical assistance to farmers, farm groups and agribusinesses in developing and transitional countries to promote improvements in food processing, production and marketing.

Assignments have taken David to Ukraine, Moldova, Belarus and Georgia. In Ukraine, he worked with a group of scientists – who had 25,000 acres of farmland between them – on fruit packing and marketing. In Belarus, he worked with the 600-member Belarus Independent Farmers Association. “I spent three weeks traveling around talking with them in groups, mostly about marketing. They were happy just to talk with an American farmer.”

In Georgia, his most recent trip, he offered his agricultural and technical expertise on cold storage technologies, including pre-cooling techniques, for fruit. He also advised farmers about marketing practices.

“I’ve never seen a culture that didn’t have fascinating people involved in agriculture,” said David, whose motivation for volunteering is his love and appreciation for agriculture. “I look at the Georgians, who were tormented by the Soviet Union, and their spirit is so enthusiastic and optimistic. I enjoyed the interaction and seeing their way of living. I have an appreciation for their humanity.”

David’s agricultural background includes many years running the Tulare County family farm, which he did while in Ag Leadership, and being involved in large-scale farming in Arizona. He stopped farming in the early 1980s, and moved to Europe for several years, where he sold produce.

David reflects on Ag Leadership as a wonderful experience – the education, networking, ideas and travel seminars. His class visited Nigeria, South Africa, Kenya, Ethiopia and Egypt, with the trip ending at FAO in Rome. “When you go on an Ag Leadership trip, it’s a lot more focused and intense. You’re more exposed to problems and solutions of other countries.”

When he’s not traveling overseas, David, father of two daughters, tends to his extensive garden, drives mules, volunteers at an elementary school and helps with starting a local hospice. “We need to get back to community and help each other, and ask what we can do to benefit all beings.”

Published December 2009
“Our international trip to India was challenging because it really took me out of my comfort zone; I was not ready for what I experienced. Being in the program challenged me emotionally, mentally and physically.”

ROSEMARY TALLEY (19)
Several years ago, Rosemary Talley received the United Fresh Produce Association’s Women in Produce award recognizing outstanding female industry leaders. It was a well-deserved honor for someone who started out typing invoices and filing for Talley Farms, and became a respected leader and force in the male-dominated profession of produce sales and marketing.

Rosemary was also somewhat of a pioneer in Ag Leadership. In 1988, she was the first “over 40” participant. As for the age factor, Rosemary said, “It was really interesting to relate to and learn from classmates that were much younger, and in turn, they could learn from me.”

Ag Leadership has been a family affair. Rosemary’s late husband, Don, was in Class 2 and a former board member, while their son, Brian, was in Class 30. Their involvement with Ag Leadership is extensive. Rosemary and Don hosted D.C. Exchange fellows and helped with the regional golf tournament. Rosemary also participated on the applicant screening committee. In addition, Rosemary and Don established the tradition of an annual barbecue, originally held at Tar Springs Ranch, that brings together alumni and current fellows during the Cal Poly seminar.

Rosemary said her time in the program was life-changing and made her more open-minded. “Our international trip to India was challenging because it really took me out of my comfort zone; I was not ready for what I experienced,” she said. “Being in the program challenged me emotionally, mentally and physically.”

Aside from Ag Leadership, Rosemary has made an indelible mark in the industry and in her community. She served on the Western Growers Association’s Retirement Security Plan board, the Santa Maria Valley Producers Cooperative, and two terms on the United Fresh Produce Association’s board.

“Previously I had focused on local or California issues, so United got me more involved in national politics and how various federal agencies impact California farmers,” she said.

Locally, the Talley name is synonymous with giving back. Rosemary was a founding member and spent 12 years on the board of directors for the Foundation for the Performing Arts Center at Cal Poly. She is currently working on a fundraiser commemorating the 25th anniversary of the board’s launch. She also served on the Cal Poly College of Agriculture’s advisory council.

Near to her heart is the foundation that was established in 1993 in honor of her daughter, Marianne, who passed away in 1993. The Marianne Talley Foundation is a nonprofit that funds four-year scholarships for college-bound students from Arroyo Grande High School. Three separate scholarships in the names of Marianne, Don, and Don’s father, Oliver, are awarded each year. An annual Cioppino Dinner with chef Tim Sugishita (30) and an annual fun run through Talley Vineyards help fund the scholarships. “It’s a wonderful way to honor the memories of Don, Marianne and Oliver,” said Rosemary.

Rosemary said that volunteering for anything from kids’ activities to industry boards has allowed her to learn new things and meet new friends. “Volunteering returns benefits to my community and my industry, and is very rewarding personally.”

Published April 2010
CRAIG MCNAMARA (28)

In 1980, Craig McNamara and his wife, Julie, bought a 123-acre farm in Winters, Calif., and thus started a career and journey in agriculture and education.

Over the course of 30 years, Craig’s Sierra Orchards – primarily 400 acres of organic walnuts – has become much more than just a farm and main source of income. It has evolved into an innovative educational resource that showcases Craig’s environmental stewardship and sustainable conservation efforts.

The farm is home to the highly-respected Center for Land-Based Learning (CLBL), a statewide program dedicated to teaching high school students about sustainable agriculture. The center administers two other programs that bring together farmers, activists, politicians, researchers, students and community leaders for tours, workshops, seminars and field days.

The idea of giving back to society has been engrained in Craig since childhood. The farm was a way for Craig and Julie to invest their energy in things that are important to them and to society. “As we became landowners and stewards of the farm, I realized we had an incredible resource – an open-air classroom and natural science lab,” said Craig. “The farm serves as an amazing connecting point for high school students who will eventually be our community leaders making decisions about our natural resources that directly impact farmers and consumers.”

CLBL began as The FARMS Leadership Program, founded by Craig in 1993. He started out bringing high school students to the farm for hands-on, science-based projects. In time, and with the vision of CLBL Executive Director Mary Kimball (32), the program grew and became a 501(c)(3) nonprofit in 2001. Today, CLBL reaches more than 2,000 students each year through programs across the state.

The center has been incredibly fulfilling for Craig because of the return on investment – seeing students connect with nature. “It’s absolutely critical that we engage our youth in our food systems,” said Craig, the father of two grown sons and a college-bound daughter. “The benefits to the students we serve are significant and long-term, and continue to inspire us.”

Craig said that his Ag Leadership experiences helped him visualize the educational model that became CLBL. He also recognizes Ag Leadership as perhaps the most important leadership experience of his adult life.

“I continue to treasure it and support it,” said Craig. “When my class joined together, it was really remarkable – the team building, the bonding, the focus. Working with each other to increase our awareness was both challenging and exciting.”

Craig’s dedication to the industry extends beyond his farm and CLBL. He serves on the UC Davis College of Agricultural and Environmental Sciences dean’s advisory council, the Agricultural Sustainability Institute advisory board, and Roots of Change stewardship council. He’s been a member of the State Board of Food and Agriculture for 10 years, and will soon join American Farmland Trust’s national board. He received the prestigious 2007 Leopold Conservation Award, an honor he shares with the people who work at CLBL and the farm.

“For me, the greatest enjoyment in my life comes from collaborating with people of divergent backgrounds and points of view,” said Craig.

Published April 2010
2009-2010 Financials
### Statement of Activities:

**June 30 - 2010 and 2009**

<table>
<thead>
<tr>
<th>Unrestricted Revenues and Gains</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Special events gross revenues</td>
<td>$ 232,275</td>
<td>$ 226,197</td>
</tr>
<tr>
<td>Less: special events direct costs</td>
<td>(75,495)</td>
<td>(59,346)</td>
</tr>
<tr>
<td>Net revenues from special events</td>
<td>156,780</td>
<td>166,851</td>
</tr>
<tr>
<td>Contributions</td>
<td>1,399,212</td>
<td>598,032</td>
</tr>
<tr>
<td>Net investment income (loss)</td>
<td>488,010</td>
<td>(637,625)</td>
</tr>
<tr>
<td>In-kind revenue</td>
<td>26,374</td>
<td>—</td>
</tr>
<tr>
<td>Other income</td>
<td>22,315</td>
<td>18,200</td>
</tr>
<tr>
<td><strong>TOTAL UNRESTRICTED REVENUES AND GAINS:</strong></td>
<td><strong>$ 2,092,689</strong></td>
<td><strong>$ 145,458</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>$ 1,157,91</td>
<td>$ 999,847</td>
</tr>
<tr>
<td>Fundraising</td>
<td>243,954</td>
<td>117,864</td>
</tr>
<tr>
<td>General and administrative</td>
<td>414,554</td>
<td>318,925</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES:</strong></td>
<td><strong>$ 1,815,899</strong></td>
<td><strong>$ 1,436,636</strong></td>
</tr>
</tbody>
</table>

| CHANGE IN UNRESTRICTED NET ASSETS| 276,790  | (1,291,178) |

<table>
<thead>
<tr>
<th>Permanently Restricted Revenue</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions - Permanently Restricted</td>
<td>$ 112,975</td>
<td>$ 22,575</td>
</tr>
</tbody>
</table>

| CHANGE IN PERMANENTLY RESTRICTED NET ASSETS: | 112,975 | 22,575 |
| CHANGE IN NET ASSETS:                        | 389,765 | (1,266,603) |
| NET ASSETS, BEGINNING OF YEAR                | 4,270,060| 5,538,663 |
| NET ASSETS, END OF YEAR:                     | $ 4,659,825| $ 4,270,060 |

### Donors and Contributors:

<table>
<thead>
<tr>
<th></th>
<th>Total Amount ($)</th>
<th>(%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foundation Giving</td>
<td>808,750.00</td>
<td>48%</td>
</tr>
<tr>
<td>Industry &amp; Friends</td>
<td>354,638.00</td>
<td>21%</td>
</tr>
<tr>
<td>Alumni Giving</td>
<td>175,824.00</td>
<td>11%</td>
</tr>
<tr>
<td>Fundraising Event Net Revenue</td>
<td>156,780.00</td>
<td>9%</td>
</tr>
<tr>
<td>Endowment Contribution</td>
<td>112,975.00</td>
<td>7%</td>
</tr>
<tr>
<td>Event Sponsorships</td>
<td>60,000.00</td>
<td>4%</td>
</tr>
</tbody>
</table>
### Statement of Financial Position:

#### June 30 - 2010 and 2009

<table>
<thead>
<tr>
<th>Assets</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CURRENT ASSETS:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Cash equivalents:</td>
<td>$131,739</td>
<td>$410,510</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>4,605</td>
<td>12,922</td>
</tr>
<tr>
<td>Short-term investments</td>
<td>110,670</td>
<td>50,160</td>
</tr>
<tr>
<td>Other current asset</td>
<td>2,500</td>
<td>—</td>
</tr>
<tr>
<td><strong>TOTAL CURRENT ASSETS:</strong></td>
<td>$249,514</td>
<td>$473,592</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>15,614</td>
<td>21,798</td>
</tr>
<tr>
<td>Long-term investments</td>
<td>4,586,498</td>
<td>3,824,330</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS:</strong></td>
<td>$4,851,626</td>
<td>$4,319,720</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CURRENT LIABILITIES:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$138,228</td>
<td>$22,635</td>
</tr>
<tr>
<td>Funds held for others</td>
<td>28,878</td>
<td>15,525</td>
</tr>
<tr>
<td>Other current liabilities</td>
<td>24,695</td>
<td>7,899</td>
</tr>
<tr>
<td><strong>TOTAL CURRENT LIABILITIES:</strong></td>
<td>$191,801</td>
<td>$46,059</td>
</tr>
<tr>
<td>Other long-term liabilities</td>
<td>—</td>
<td>3,601</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES:</strong></td>
<td>$191,801</td>
<td>$49,660</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS:</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Undesignated</td>
<td>941,129</td>
<td>664,339</td>
</tr>
<tr>
<td>Board designated</td>
<td>1,000,000</td>
<td>1,000,000</td>
</tr>
<tr>
<td>Permanently restricted</td>
<td>2,718,696</td>
<td>2,605,721</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td>$4,659,825</td>
<td>$4,270,060</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>TOTAL LIABILITIES AND NET ASSETS:</strong></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$4,851,626</td>
<td>$4,319,720</td>
</tr>
</tbody>
</table>
## Statement of Cash Flows:

### June 30 - 2010 and 2009

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash Flows From Operating Activities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CHANGE IN NET ASSETS:</strong></td>
<td>$389,765</td>
<td>$(1,268,603)</td>
</tr>
<tr>
<td>Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>8,640</td>
<td>17,107</td>
</tr>
<tr>
<td>Loss on sale of capital asset</td>
<td>3,749</td>
<td>—</td>
</tr>
<tr>
<td>Net realized/unrealized (gain) loss on investments</td>
<td>$(364,389)</td>
<td>829,348</td>
</tr>
<tr>
<td>Contributions for endowment purposes</td>
<td>$(112,975)</td>
<td>(22,575)</td>
</tr>
<tr>
<td><strong>(Increase) decrease in:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>8,317</td>
<td>62,644</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>—</td>
<td>4,452</td>
</tr>
<tr>
<td>Other current asset</td>
<td>(2,500)</td>
<td>—</td>
</tr>
<tr>
<td>Accounts payable</td>
<td>115,593</td>
<td>(32,020)</td>
</tr>
<tr>
<td>Funds held for others</td>
<td>13,353</td>
<td>(17,892)</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>13,195</td>
<td>(10,851)</td>
</tr>
<tr>
<td><strong>NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES:</strong></td>
<td>72,748</td>
<td>$(438,390)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash Flows From Investing Activities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investment purchases</td>
<td>$(731,708)</td>
<td>$(748,337)</td>
</tr>
<tr>
<td>Property and equipment purchases</td>
<td>(9,705)</td>
<td>—</td>
</tr>
<tr>
<td>Proceeds from sale of investments</td>
<td>273,479</td>
<td>698,076</td>
</tr>
<tr>
<td>Proceeds from sale of equipment</td>
<td>5,500</td>
<td>—</td>
</tr>
<tr>
<td><strong>NET CASH USED BY INVESTING ACTIVITIES:</strong></td>
<td>$(464,494)</td>
<td>$(50,261)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash Flows From Financing Activities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Permanently restricted contributions</td>
<td>112,975</td>
<td>22,575</td>
</tr>
<tr>
<td><strong>NET CASH PROVIDED BY FINANCING ACTIVITIES:</strong></td>
<td>112,975</td>
<td>22,575</td>
</tr>
<tr>
<td><strong>NET DECREASE IN CASH AND CASH EQUIVALENTS:</strong></td>
<td>$(278,771)</td>
<td>$(466,076)</td>
</tr>
<tr>
<td><strong>CASH AND CASH EQUIVALENTS- BEGINNING OF YEAR:</strong></td>
<td>410,510</td>
<td>876,586</td>
</tr>
<tr>
<td><strong>CASH AND CASH EQUIVALENTS- END OF YEAR:</strong></td>
<td>$131,739</td>
<td>$410,510</td>
</tr>
</tbody>
</table>

### Change in Cash and Cash Equivalents:

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash and Cash Equivalents- End of Year:</strong></td>
<td>$131,739</td>
<td>$410,510</td>
</tr>
</tbody>
</table>
Note to Financial Statements:

June 30 - 2010 and 2009

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Investments</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investments are stated at fair value based on quoted market prices and were composed of the following at June 30:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Money market funds</td>
<td>$110,670</td>
<td>50,160</td>
</tr>
<tr>
<td>Domestic stocks and stock funds</td>
<td>1,840,625</td>
<td>1,614,233</td>
</tr>
<tr>
<td>International stocks and stock funds</td>
<td>573,189</td>
<td>535,562</td>
</tr>
<tr>
<td>Domestic corporate bonds and bond funds</td>
<td>2,043,033</td>
<td>1,440,554</td>
</tr>
<tr>
<td>International corporate bonds and bond funds</td>
<td>129,651</td>
<td>253,981</td>
</tr>
<tr>
<td><strong>TOTAL INVESTMENTS:</strong></td>
<td>$4,697,168</td>
<td>$3,874,490</td>
</tr>
</tbody>
</table>

The following schedule summarizes net investment returns for the years ended June 30:

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest/dividend income</td>
<td>148,646</td>
<td>217,190</td>
</tr>
<tr>
<td>Realized/unrealized gains (losses) on investments</td>
<td>364,389</td>
<td>(829,348)</td>
</tr>
<tr>
<td>Investment fees</td>
<td>(25,025)</td>
<td>(25,467)</td>
</tr>
<tr>
<td><strong>TOTAL INVESTMENT INCOME (LOSS) - NET:</strong></td>
<td>488,010</td>
<td>(637,625)</td>
</tr>
</tbody>
</table>

Hayashi & Wayland opened its doors in 1976 and has grown to become one of the premier professional services firms on the Central Coast. The firm’s founding partners, Douglas Hayashi & F. Warren Wayland, based their partnership on the belief that the firm’s success can only be measured by the success of its clients and its commitment to building a stronger community. Hayashi & Wayland has extensive experience working with agriculture industry businesses of all types, and also considers it an honor to partner with over 50 of the local nonprofit organizations.
The latter part of the first decade of this century witnessed the most serious financial challenge to the nation’s, and the world’s, economy seen in at least a generation. The period of extreme turmoil from 2007 through 2009 affected virtually everyone in the world who had financial assets, and the foundation was not immune to these slings and arrows of fortune. As last year’s biennial statement reported, the invested funds of the foundation declined under these pressures. In 2010, a recovery began which lifted fund performance across the board. But it is important to note that this was not simply good fortune or a function of a rising tide lifting all boats. Since the foundation’s fund groups have been under the financial management and guidance of Canterbury Consulting LLC (of Newport Beach, CA), performance since inception (since their management began) has significantly exceeded the benchmarks established for the funds (identified in the chart below as the Policy Index, based on an approved asset allocation formula). Over this time period, the three funds have outperformed their benchmarks (net of fees) by +1.9%, +2.4%, and +1.5%, respectively, which during these turbulent times are significant differentials worthy of note. While past performance is no guarantee of future results, the Finance Committee of the board is pleased to share these results with our stakeholders.

Jeff Elder,
Chair, Finance Committee
Vice Chair of the Board of Directors
**Fund Performance:**

**ASSET ALLOCATION by Segment**

<table>
<thead>
<tr>
<th>Segments</th>
<th>Market Value ($)</th>
<th>Allocation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic Equity</td>
<td>1,653,325</td>
<td>43.7%</td>
</tr>
<tr>
<td>International Equity</td>
<td>510,413</td>
<td>13.5%</td>
</tr>
<tr>
<td>Domestic Fixed Income</td>
<td>1,584,073</td>
<td>41.9%</td>
</tr>
<tr>
<td>Cash Equivalent</td>
<td>36,726</td>
<td>01.0%</td>
</tr>
</tbody>
</table>

**ASSET ALLOCATION by Manager**

<table>
<thead>
<tr>
<th>Manager</th>
<th>Market Value ($)</th>
<th>Allocation</th>
</tr>
</thead>
<tbody>
<tr>
<td>PIMCO Total Return Fd</td>
<td>1,382,784</td>
<td>36.5%</td>
</tr>
<tr>
<td>Mainstay ICAP LV Sel Eq Fd</td>
<td>548,753</td>
<td>14.5%</td>
</tr>
<tr>
<td>Janus Adviser Risk Managed Growth</td>
<td>537,858</td>
<td>14.2%</td>
</tr>
<tr>
<td>Artio Int'l Equity I Fd</td>
<td>510,413</td>
<td>13.5%</td>
</tr>
<tr>
<td>CRM Mid Value Eq Fd</td>
<td>350,496</td>
<td>09.3%</td>
</tr>
<tr>
<td>Boston Co. SMID Gap Growth</td>
<td>216,219</td>
<td>05.7%</td>
</tr>
<tr>
<td>PIMCO Diversified Income</td>
<td>201,289</td>
<td>05.3%</td>
</tr>
<tr>
<td>Restricted Cash</td>
<td>36,726</td>
<td>01.0%</td>
</tr>
</tbody>
</table>

**segments**

**Since Managed by Canterbury**

- 2006: $4,110,371
- 2007: $3,992,194
- 2008: $3,829,128
- 2009: $3,236,628
- 2010: $3,784,537

**2009 vs. 2010**

- 2009: $3,236,628
- 2010: $3,784,537

17% INCREASE

**Restricted Composite as of June 30, 2010**
Fund Performance:

**Buchinger Composite as of June 30, 2010**

- **Domestic Equity**: 39,060 (49.3%)
- **International Equity**: 12,248 (15.4%)
- **Domestic Fixed Income**: 27,297 (34.4%)
- **Cash**: 700 (0.9%)

ASSET ALLOCATION by Manager:

- **PIMCO Total Return Fd**: 19,527 (24.6%)
- **Dodge & Cox Int’l Eq Fd**: 12,248 (15.4%)
- **Mainstay ICAP LV Sel Eq Fd**: 12,036 (15.2%)
- **Janus Adviser Risk Managed Growth**: 11,576 (14.6%)
- **iShares Russell 2000 Growth Index**: 7,922 (10.0%)
- **Loomis Sayles Inv. Grade**: 7,770 (09.8%)
- **CRM Mid Value Eq Fd**: 7,525 (09.5%)
- **Buchinger Cash**: 700 (00.9%)

ASSET ALLOCATION by Segment:

- **Segments**: Market Value ($)
  - Domestic Equity: 39,060
  - International Equity: 12,248
  - Domestic Fixed Income: 27,297
  - Cash: 700

**ENDING VALUES**

Since Managed by Canterbury:

- **2006**: $0
- **2007**: $80,841
- **2008**: $70,870
- **2009**: $79,305
- **2010**: $79,305

**2009 vs. 2010**:

- **2009**: $70,870
- **2010**: $79,305 (11% INCREASE)

CALF Annual Report 2009-2010
Fund Performance:

<table>
<thead>
<tr>
<th>Segments</th>
<th>Market Value ($)</th>
<th>Allocation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic Equity</td>
<td>148,239</td>
<td>17.9%</td>
</tr>
<tr>
<td>International Equity</td>
<td>50,528</td>
<td>06.1%</td>
</tr>
<tr>
<td>Domestic Fixed Income</td>
<td>431,663</td>
<td>52.1%</td>
</tr>
<tr>
<td>International Fixed Income</td>
<td>129,651</td>
<td>15.6%</td>
</tr>
<tr>
<td>Cash Equivalent</td>
<td>68,545</td>
<td>08.3%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Market Value ($)</th>
<th>Allocation</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>PIMCO Low Duration</td>
<td>402,975</td>
</tr>
<tr>
<td>PIMCO Total Return Fd</td>
<td>129,651</td>
</tr>
<tr>
<td>Unrestricted Cash</td>
<td>68,545</td>
</tr>
<tr>
<td>Artio Int'l Equity I Fd</td>
<td>50,528</td>
</tr>
<tr>
<td>Janus Adviser Risk Managed Growth</td>
<td>50,084</td>
</tr>
<tr>
<td>Mainstay ICAP LV Sel Eq Fd</td>
<td>49,765</td>
</tr>
<tr>
<td>Loomis Sayles Inv. Grade</td>
<td>28,689</td>
</tr>
<tr>
<td>CRM Mid Value Eq Fd</td>
<td>27,677</td>
</tr>
<tr>
<td>Boston Co. SMID Cap Growth</td>
<td>20,722</td>
</tr>
</tbody>
</table>

Unrestricted Composite as of June 30, 2010

Since Managed by Canterbury

2009 vs. 2010

Unrestricted

MFE Annual Report 2009-2010

ENDING VALUES

46% INCREASE
The charts above represent the account structure within the foundation's balance sheet. In the process of conducting the 2010 audit, both foundation management and the auditing firm were not satisfied with the way certain accounts were being historically reported and characterized (or not) on the balance sheet, and additional work was authorized to research these matters. This work was conducted primarily by the auditors, which delayed this annual report by a few months, but it has yielded good results. What then had to occur in 2010 after all this investigative effort was a reclassification of the balance sheet which, under accounting standards, is considered a material weakness due to the magnitude of the amounts — but it was a step that had to be taken to bring light to where previously there had been darkness, and to get our financial house in order, so to speak.

The transitions at the executive level of the foundation during the period 2002-2009 no doubt contributed to these issues as changes often occurred abruptly. Both staffing and back-office procedure changed during these periods and records were moved and in some cases lost, or destroyed, in the process. To address these matters going forward, management is instituting third-party custody and accounting arrangements in fiscal year 2011, namely unitized accounting of the balance sheet funds by UnionBank in San Francisco, and quarterly reporting of the Special Purpose Accounts by the audit firm. In the event of future changes in personnel or staffing at the foundation, the important, long-term financial records will be uninterrupted and available to the board and the invested stakeholder group.

Going forward, the makers of (or donors to) special purpose accounts will be able to track their fund’s performance at least annually, and make additional contributions to those funds if they wish. We are happy, at last, to be able to make these accounts transparent and public.
## Donor List
### July 1, 2009 - June 30, 2010

<table>
<thead>
<tr>
<th>Amount</th>
<th>Donor Name and Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>$750,000</td>
<td>The James G. Boswell Foundation</td>
</tr>
<tr>
<td>$300,000</td>
<td>Ann Reimers/Loren Booth</td>
</tr>
<tr>
<td>$85,000</td>
<td>Loren Booth/Booth Ranches</td>
</tr>
<tr>
<td>$750,000</td>
<td>World Ag Expo Ag Leadership Alumni Breakfast</td>
</tr>
<tr>
<td>$40,000</td>
<td>Wells Fargo Foundation</td>
</tr>
<tr>
<td>$30,000+</td>
<td>Dean Brown Golf Tournament Region 9 Golf Tournament</td>
</tr>
<tr>
<td>$25,000+</td>
<td>American Ag Credit, CoBank, Farm Credit West, US AgBank, California Farm Credit Association (group sponsorship) Western Growers Association</td>
</tr>
<tr>
<td>$15,000+</td>
<td>Capital Insurance Group</td>
</tr>
<tr>
<td>$10,000+</td>
<td>Anonymous Bowles Farming Company Denise, Tony and Sue Godfrey Lagomarsino Group LangeTwins, Inc. MIXTEC Group, Inc. George and Kathleen Myers Rod and Carol Stark The Farm Credit System Foundation, Inc. Wegs &amp; Young Wells Fargo Foundation</td>
</tr>
<tr>
<td>$5,000+</td>
<td>Class 38 DWK Farms Greenleaf Farms Paramount Citrus Assoc. Reiter Affiliated Co., LLC Union Bank</td>
</tr>
<tr>
<td>$2,500+</td>
<td>California Cattlemen’s Association Charles Buchinger Memorial Endowment Fund John Colbert and Nan Mensinga Gary and Diana Cusumano Foster Poultry Farms Friant Water Authority Jack and June Greening John and Sheila Lake Saticoy Lemon Association Raymond Tonella US Ag Bank Ventura County Community Foundation - Limoneira Foundation Fund</td>
</tr>
</tbody>
</table>
Donor List
July 1, 2009 - June 30, 2010

Mona and Pete Pankey
Phillimore Consulting, LLC
Pucheu Bros.
Ramsay Highlander Inc.
San Luis Obispo County Farm Bureau
David Sasaki
Squires Ag Consulting, Inc.
TS&L Seed Company
Uesugi Farms
Craig Underwood
Val-Mar Farming, LLC/Catarino Martinez
Ray and Katie Van Beek
Scott and Susan Van Der Kar
Roger and Chi Chi Wood

$250+
Scott and Carol Anderson
Serge and Elizabeth Birk
Boggiatto Produce
Central Coast Vineyard Team
Tom Chandler
Robert Cherson
Gerald and Tammy Choolijian
Circle “G” Farms
Edwin and Valerie Coe
John DeRuiter
Russel Efird
Tracy Kahn and Norm Ellstrand
Bonnie Fernandez
Dana and Susan Fisher
John and Mary Frye
Edward Grossi
Grower Shipper Association
Lester and Janet Heringer
Fidela Irigoyen
Jonathan Graves Management
Keithly-Williams Seeds
Stan and Sheri Lester
Bob Lilley
Leo and Susan McGuire
Mark and Megan McKean
Mitchell Millwee
John and Ayron Moiola
Montpelier Farming Corp.
Dina Moore
Stephen and Wendy Murrill
Oji Bros. Farms
Brenda Ouwerkerk
Tom and Kelly Parsons
Plantel Nurseries
PYBAS Vegetable Seed Co.
Todd and Andrea Rehrman
Alan and Patricia Reynolds
Jean Rotta
Leanne Rutherford
Gary and Marilyn Simleness
Smurfit-Stone
Swift Ranch Co., Inc.
Lori Ann Thrupp
Joe Turkovich
Anthony Van Ruiten
John Weiler
White Seed Company

$100+
Jane and Franklin Barnes
Mike Bennett
William Bennett
Kathleen Brokaw
Lance Brown
Pierre Camsuzou
William and Jennifer Carriere
Cynthia Carson
Bill and Carol Chandler
Steve Chrisman
Rich Collins
Jeff Colombini
John Crossland
Les and Cynthia Crutcher
Stephen Danna
Bob and Shirley Demple
Bob Denney
Maurice DiBuadu
Sue DiThomaso
Bobette Smith Enos
Pete Fallini
Marc and Gerda Faye
Lori Frommer
Joe and Lori Grainger
Randy Hansen
Lisa Leondis
Randy Linquist
Robert Marble
Paul Martin
Nicholas and Shelly Miller
James and Lynn Neeley
Cynthia Noble
Kevin and Bea Olsen
Oro Del Norte, LLC
Steven and Mary Pastor
Garrett Patricio
Mike Phelan
Lynnel and Herbert Pollock
Gene Rapp
Bob and Pat Rathbone
Don Roberts
Hal and Courtney Robertson
Santa Maria Seeds, Inc.
Elizabeth Schilling and Ken Thomas
William Scott
Charles Tyson
Stuart Yamamoto

Up to $100
William Chandler
Jerry Diefenderfer
Mark and Lorraine Edsall
Pam Emery
Cathy Haas
Mark and Melissa Hansen
Larry and Elise Layne
Julie Spezia
As a stable and dependable source of credit and related services for agriculture and rural America, and the nation’s largest provider of financing to farmers and ranchers, Farm Credit funds:

- More than $150 billion in agriculture loans
- Nearly 40 percent of all U.S. farm business debt
- More than 500,000 member-borrowers
- More than $42 billion in loans to young, beginning and small farmers

Farm Credit is proud to support this publication and the California Ag Leadership Foundation.