BOARD OF DIRECTORS
Loren Booth, Chair
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Paramount Farming Company
Christopher C. Nelson
MIXTEC Group
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The Clorox Company
Dr. Lester Young
California State Polytechnic University, Pomona
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Dr. Robert Flores
California Polytechnic State
University, San Luis Obispo
Dr. Peggy Sears Perry
California State Polytechnic
University, Pomona
Dr. Annie King
University of California, Davis

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Dr. Charles Boyer
California State University, Fresno
Dr. David Wehner
California Polytechnic State
University, San Luis Obispo
Dr. Lester Young
California State Polytechnic
University, Pomona
Dr. Neal Van Alfen (through 8/2012) and
Dr. Mary Delany
University of California, Davis

ALUMNI COUNCIL
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Art Bliss (8), Vice Chair
Lisa Bodrogi (39), Secretary/Finance
Mike Young (35), Immediate Past Chair
Deanna van Klaveren (32), CALF Board Liaison

REGIONAL DIRECTORS
Region 1: Holly Dawley (38), Tracy Schohr (39)
Region 2: Paul Martin (10)
Region 3: Jonnalee Henderson (39), Missy Borel (40)
Region 4: Chase Hurley (35), Robin Flournoy (29)
Region 5: Bill Hammond (40), Melissa Duflock (40)
Region 6: Gail Gray (22), Tim Vaux (31)
Region 7: Lino Bozzano (39), Lisa Bodrogi (39)
Region 8: Diane Friend (15), Rob Geis (35)
Region 9: Art Bliss (8), Leslie Leavens-Crowe (34)
Region 10: Joyce Jong (39)
At-Large: Noelle Cremers (35), Alexander Ott (37), Gerald DiBuduo (31), Mandy Critchley (37), Adam Icardo (35)

CALF STAFF
Bob Gray, President & CEO
Dr. Michael Thomas, Director of Education
Dr. Charlie Crabb, Program Advisor
Judy Sparacino, Program Coordinator
Emily Clark, Enterprise Coordinator
Teresa Straub, Finance & Human Resources
Meredith Rehrman Ritchie, Writer/Editor

Annual report designed by TMD Creative
The summer of 2012 recorded an 11-year high in the number of people applying and being screened for Class 43 of the Ag Leadership Program. The fall of 2012 marked the beginning of “the new curriculum” – a slightly shorter (16-month versus 20-month) program, that could be described as more intensely focused on the personal journey of leadership development, enhanced by a full year coaching experience during the first year. Based on the four pillars of emotional intelligence, these curriculum changes called for reading more books, for more independent study between seminars, for taking psychometric tests and participating in a 360-degree review, and for multiple coaching sessions in person and via Skype held between (not during) seminars.

In some ways, the program had become a bit more demanding in a shorter period of time, and perhaps a bit harder. But its potential seemed to resonate with our targeted pool of emerging leaders, and the selected fellows of Class 43 rose to the challenge of these new demands.

Financially, the fiscal year got a huge boost from a most generous challenge grant offered by the James G. Boswell Foundation, announced in late October 2012. This million dollar, dollar-for-dollar match was met by May 2013, and the grant was funded in September 2013. Some $538,000 additional dollars from more than 140 individual donors were earmarked for the endowment by June 30, 2013, making fiscal year 2013 a great step forward toward financial independence and program sustainability. We once again want to sincerely thank Mr. Jim Boswell and the trustees of the James G. Boswell Foundation for making this success possible.

Financial independence for the foundation (and the program) has been a goal since we took office. The historic relationship between Dean Brown and J.C. Boswell II sustained Ag Leadership for almost 30 years, but both of our founders are now gone. We cannot expect this level of individual philanthropy to continue from one donor, forever, and we don’t. That is why we have been building an endowment that will in time largely substitute for this near 50-year history of amazing generosity, in order to perpetuate this program for future generations of leaders.

As this report shows, 2012–2013 reports an increase in net assets of over $2 million, following a $5.2 million increase from the year before. A significant fraction of this increase is in the form of multi-year pledges, which will take several years to be paid before the full amount can go to work for the foundation and the program. A balance of ongoing annual operational support with supplemental aid from a growing endowment will be required for the foreseeable future, but by the end of this decade we should be on solid footing for the future – and a celebratory party will be in order when that happens.

We also want to take this opportunity to sincerely thank all of the dozens and dozens of volunteers who make events and fundraisers and screening committees – and everything else we do – happen. Nothing gets accomplished without willing and able volunteers whose services often go unsung because their names are not listed somewhere, the way cash and in-kind contributors are listed at the end of this report.

For all of you who gave your talent or your time, or both, to Ag Leadership this past year, we cannot thank you enough.

Loren Booth
Chair

Bob Gray
President & CEO
One of the major highlights of the year - a once-in-a-lifetime experience - was Class 42’s journey to India and Nepal in February 2013. Pictured here is the group in front of the Golden Temple in Amritsar, Punjab, India.

There were many more highlights, and the following pages provide a look back at our remarkable year.
September 2012

• Class 43 announced. (1)

• 22nd annual Region 9 Golf Tournament, Las Posas Country Club, Camarillo (raised $40,000 for CALF). (2)

• The board of directors and the Alumni Council met in Salinas for an orientation, business meetings and event planning. A regional “meet and greet” reception and dinner was held at The Grower’s Pub in Salinas.

• The summer/fall issue of Horizons featured recent class projects as the cover story. The magazine also included Class 42’s national travel seminar, Class 41 commencement, the commencement address from CDFA Secretary Karen Ross, Alumni Council executive committee and directors, a leadership theory article by Dr. Sara Daubert, articles and photos from the All Class Reunion and Class 3 reunion, a guest column from Lisa Bodrogi (39), and an Alumni Spotlight on Burt Bundy (29). (2)

July 2012

• Regional screening committees interviewed dozens of Class 43 candidates throughout the state during the summer. Alumni, board members, industry representatives and CALF staff conducted candidate interviews in Chico, Pomona, Fresno, Davis and San Luis Obispo. The program experienced an 11-year high in the number of applications.

August 2012

• Washington, D.C. Educational Fellowship Program / Regions 3, 4 and 5. This year marked the 30th anniversary of the D.C. Exchange, organized and hosted by the Ag Leadership Alumni Council. A group of 19 federal agency representatives traveled through eight counties in the Sacramento Valley, San Joaquin Valley and Central Coast region and visited more than 20 agriculture-related sites. See story/photos on pages 10-11. (1, 2)

• In conjunction with the D.C. Exchange, Region 3 hosted “A Taste of California” barbecue at the home of Mike Campbell (3) and LangeTwins Winery hosted a reception and dinner. (3)

• Region 1 alumni hosted a summer social in Gridley at the home of Tracy Schohr (39).
October 2012

- On Oct. 22, the board of directors announced a challenge grant from the Boswell Foundation, matching dollar for dollar all funds raised up to $1 million by Dec. 31, 2013. The Boswell Foundation’s commitment followed the largest single contribution to Ag Leadership, a $5 million gift from the Otis Booth Foundation. The grant and gift came during the early phase of CALF’s major endowment campaign. (7)

- Class 43 was inaugurated on Oct. 18 at Fresno State. More than 160 guests attended the celebratory evening to help welcome the new fellows to the Ag Leadership family. Alumni hosted a reception prior to the inaugural ceremony.

November 2012

- The 2012 Profiles in Leadership Award was presented to Ben Carter (24), Alex Ott (37) and Mary-Ann Warmerdam (17). They were honored for their leadership actions resulting in the betterment of industry, community, business, government, education and/or the environment. (8)

- The 2012 Honorary Fellow Award was presented to California Department of Food and Agriculture Secretary Karen Ross and former dean of the UC Davis College of Agricultural and Environmental Sciences Dr. Neal Van Alfen. They were honored for demonstrating consistent commitment and uncommon excellence in the furtherance of education and leadership in California agriculture and for being dedicated and longtime supporters of Ag Leadership. (9)

- Alumni organized “Survivor Ag Leadership,” a creative and fun approach to fundraising and recruiting that featured competitive team activities. The event was held at the home of Beth (37) and Ejnar Knudsen in Exeter.

- CALF unveiled a redesigned In Touch, the monthly email newsletter for alumni and friends. (10)

- 23rd annual Dean Brown Golf Tournament, Santa Maria Country Club, Santa Maria (raised $42,000 for CALF). (11)

- CALF hosted the second annual Jim Manassero Memorial Luncheon in Salinas. All proceeds from the event benefitted the James Manassero Fellowship Fund.

- CALF debuted Ag Leaders TV on its website. It featured a collection of video testimonials of Ag Leadership alumni and D.C. Exchange fellows, as well as class videos. (12)

- CALF produced an informational brochure for spouses and life partners who are new to the Ag Leadership Program. (13)
- Region 3 alumni hosted the 10th annual Agricultural and Government Leaders Reception in Sacramento. More than 1,100 pounds of produce – generously provided by 22 donors for the event display – was donated to the River City Food Bank. (14 15)
- Edwin Camp (15) was appointed to the CALF board of directors.

- The fall/winter issue of Horizons had the 2012 Ag Leadership Award recipients gracing the cover. In addition to award recipient profiles, the magazine highlighted Class 43 fellows’ bios and photos, a story about the San Quentin seminar, articles about the D.C Exchange, a leadership theory article by Dr. Sara Daubert, and a lessons in leadership column by Tim Vaux (31). (13 14)

- Class 42 fellows traveled to India and Nepal for a 15-day international travel seminar. Fellows maintained a travel blog/journal, which featured photos and detailed summaries of their daily activities. (16 17)

- Nearly 400 people attended the 11th annual Colusa Farm Show Breakfast, hosted by alumni of Ag Leadership, Chico State’s College of Agriculture and Alpha Gamma Rho. Speakers included Gov. Jerry Brown and Vernon Crowder (22). The event raised more than $14,250 for CALF.

- More than 600 people attended the 19th annual Ag Leadership Alumni World Ag Expo Breakfast. The keynote speaker was Dave Dravecky, former San Francisco Giants player, cancer survivor and author. The event raised $83,800 for CALF.

- Region 6 recruitment event, Sun-Maid Growers of California, Kingsburg (Feb. 6).
- Region 1 recruitment event, Montana Farms, Yuba City (Feb. 21).

- Feature articles about the Ag Leadership Program appeared in Western Fruit Grower and American Vegetable Grower.
HIGHLIGHTS

March 2013

- Class 43 fellows traveled to Washington, D.C., Gettysburg and Maryland for their national travel seminar. Fellows maintained a travel blog/journal, which featured photos and detailed summaries of their daily activities. (18 19 20 21)

- The D.C. Exchange selection committee traveled to D.C. to interview federal agency candidates for the program.

- Leadership expert Dr. Annie McKee, founder of the Teleos Leadership Institute and author of two leadership books, spoke to a group of 100 alumni and industry friends at a Life-Long Leadership Learning (L4) seminar at UC Davis. McKee’s presentation was titled “Leading Your Organization Through Complexity, Change and Transformation.” (22)

April 2013

- The 2013 All Class Reunion at the oceanfront Ventura County Fairgrounds was an enjoyable get-together of alumni, family, friends and staff. Between 75 and 100 people attended throughout the weekend. During the Saturday dinner, Dr. William J. (Bill) Reckmeyer was honored with a special award recognizing his nearly 20 years of service to Ag Leadership. (23)

- CALF announced that it was seeking part-time, regionally based development officers. The officers would engage in regular outreach and promotion of Ag Leadership goals and objectives to alumni, industry partners and program friends (including corporations and foundations), with a view to building both operating and endowment financial support for the future of the program. (24)

- CALF co-sponsored the Common Threads award and luncheon honoring women in agriculture.

- The spring issue of Horizons featured Class 4 alumni George Soares, who discussed leadership, public service, his career and Ag Leadership. We also celebrated CALF history with three retrospectives from Class 1 alumni Al Guilin, Ralph De Leon and John Salisbury, and an essay from Dr. Joe Sabol about his 40-year affiliation with Ag Leadership. Other items include a leadership theory article by Dr. Sara Daubert, a guest column by Devin Nunes (29) and an article about four new fellowship funds. (25)
May 2013

- The Alumni Council announced in May the newly elected directors for regions 1, 3, 5, 7 and 9. They were elected to a two-year term – 2013-2015. The directors convened on June 5 at Cal Poly Pomona.

- Region 3 event featuring a reception, dinner and Class 42 presentation, UC Davis (May 6).

- Region 5 recruitment event, CALF office, Salinas (May 6).

- Region 7 recruitment event, reception and dinner, Talley Vineyards, Arroyo Grande (May 17).

jun 2013

- Class 42 commencement was held June 5 at Cal Poly Pomona. The ceremony included heartfelt speeches and presentations from several fellows, as well as a video with interviews of each fellow. (25)

- During the commencement ceremony, Jim Boswell and Loren Booth were honored with the first Boswell-Booth Service Award. The inscription on the award plaque: “For his/her unwavering dedication and commitment to the vision and mission of the California Agricultural Leadership Foundation. We are enormously grateful to you for generously giving your time, talent and treasure for the advancement of leadership in California agriculture.” (26 27)
This year marked the 30th anniversary of the highly praised Washington, D.C. Educational Fellowship Program (D.C. Exchange), sponsored by the Ag Leadership Alumni Council.

Since it began in 1982, the D.C. Exchange has educated more than 500 policy-makers about significant issues affecting California agriculture. The program’s success is due to a dedicated group of alumni working together and striving for a quality program.

On Aug. 4, a group of 19 federal agency representatives kicked off their eight-county tour in the Sacramento area. They continued through the San Joaquin Valley and finished in the Central Coast region. The fellows visited more than 20 agriculture-related sites, participated in one-on-one talks and small group discussions, and spent “relationship building” days with farm and ranching families.

“With federal agency representatives helping make key decisions for our industry, it’s important that they see agriculture up close and have that connection,” said Darlene Din (35). “We provide a comprehensive, eye-opening field trip for them to learn about our complex issues and challenges directly from growers, ranchers, producers and conservationists. We get them in the field and in the ag operations to enhance their learning. In return, they’ll apply their increased knowledge to their government work.”

Topics covered during the week included water (quality, supply, conservation), plant breeding, seed biotechnology, food safety, food policy issues, crop production and processing, organics, weed and pest control, and labor.

“The D.C. Exchange program introduced me to the committed men and women who make up California agriculture,” said Cecilia Choi of the U.S. Department of State. “Whether it was the passion of Russ Lester in Winters to be energy independent or the SPLAT 2.0 machine that thins out lettuce rows with its laser eye and global positioning system, California agriculture continues to innovate to solve problems of resource constraints and changing markets. I am grateful to the volunteers and host families who donated their time to show me their dedication to provide safe, healthy food for my family.”
The national travel seminar delivers a compelling experiential learning opportunity that deepens the fellows’ leadership skills. They are exposed to diverse issues, perspectives, people and leadership styles. In the nation’s capital, fellows met with government, business, nonprofit, community and educational leaders. They explored the historic Gettysburg Battlefield and learned more about Chesapeake Bay issues and projects. Lessons included “political polarization,” “the importance of understanding the judicial system,” “political ideology vs. solving problems,” “leadership lessons from the battlefield,” “dealing with conflicting perspectives,” and “critical thinking for critical issues (Chesapeake Bay).”

Commentary from Bob Gray

Why is the Washington D.C. Educational Fellowship Program so effective? In my opinion, it humanizes the issues that often separate the regulated community from the regulating community in a way that no other experience can. It is not necessarily about field trips and lectures and briefings, which are all important elements of learning. It is essentially about people, their values, how they behave toward and treat one another, and how they come to learn from and respect one another. Nowhere did I say that fellows and their hosts agreed on everything (or on anything for that matter!) or even on what they were each about, but they both emerge from the experience with a new appreciation of the complexity, the human impacts, and farm-level significance of decisions taken by both. The D.C. Exchange creates a safe place for dialogue and the exchange of ideas. It is not a monologue – a one-way communication of gripes and complaints, or projects and proposals – nor is it a commercial for agriculture. It is fundamentally educational in its purpose and a two-way exchange of ideas. It is interactive at the human level unlike most other learning experiences of a lifetime.
Lisa Bodrogi | Class 39
“As we embark on our Ag Leadership journey, we are promised that the lessons learned will change our lives. Each year Ag Leadership delivers on that promise to the graduating class, and these lessons learned continue to unfold year after year. Ag Leadership gave me the strength and conviction to overcome life’s challenges and a renewed confidence in myself. This, coupled with the admiration and acceptance of others, has made me a better leader in my work as a public policy advisor, serving on committees, as a volunteer, and most importantly, as a wife and mother. This is why I say, ‘The program not only changed my life, but saved my life.’”

Burt Bundy | Class 29
“Ag Leadership helped me tremendously. I wish that I’d done it earlier in life. Every aspect of the program was helpful. The national trip was very productive. Ag Leadership encouraged me to problem solve. It made me focus more on specific tasks and getting them done efficiently. It helped me with listening skills, working with all sides, collaborating with different people. I met some really great people through the program – that was a big bonus.”

Edwin Camp | Class 15
“I applied to Ag Leadership, not realizing the education and the challenges that would result from becoming a member of Class 15, much less the network of friends, teachers, coaches and ag industry colleagues that would develop. It is an honor to now be asked to serve as a director for the California Ag Leadership Foundation. It is an organization that I believe in as a result of what it has meant to my life and to our industry, and which is healthy, relevant and positively affecting our industry due to the vision, hard work and generosity of many people yesterday and today. CALF is a quality program that produces great results!”
George Soares | Class 4

“One of the program’s great values was exposing me to the world beyond what I had previously experienced. I expect that many of the alums would say the same. Through the training I received from the program, my world expanded as did my curiosity about the human condition and the role agriculture could and should play in society. I absolutely believe the Agricultural Leadership Program continues to have value. What the program founders conceived in the late 1960s is as timely today as it was then. I will always hold them in high regard. They were big thinkers who knew the value of and need for leadership in our evolving world. Shame on us if we don’t honor their vision and do all we can – not only in our careers, but beyond – to add value to our great industry. Otherwise, why be in the program? For those accepted to participate, the commitment for the betterment of agriculture must be absolute.”

Ralph De Leon | Class 1

“Being selected for the Agricultural Leadership Program is something I will cherish forever. The program allowed me to meet people that I would probably not have met in my lifetime. I credit my personal development to the program, as it allowed me to go into business on my own and to harvest fruit not only in California, but also in Hawaii, Florida and the Bahamas. Ag Leadership also encouraged me to be involved and take on leadership roles in the community, state and nationwide organizations, farm groups, University of California, President’s Commission, the Farmer-to-Farmer Program to Paraguay, and many local and national ag employment groups. I can truly say that if it had not been for the Ag Leadership Program, who knows what I would be doing today?”

Al Guilin | Class 1

“An impressive part of the Ag Leadership Program has been its ability to transform itself to meet challenges and opportunities. Changing to a 16-month program recognized the challenge over 40 years ago and were willing then and continue to support this great adventure. From my personal perspective my world had not changed much, but my perspective of the world is much different and perhaps much improved for participating in this dynamic and far-reaching educational program. Perhaps just as far reaching are the friendships developed within each class and then similar connections that develop and thrive on a local and regional basis. There’s that common element and common experience that connect each of us. On a more practical level, it would be interesting to determine how many leadership positions in the agriculture industry have been filled by graduates. I strongly believe that leadership was developed and was more effective as a direct result of the Ag Leadership Program. Furthermore, these same skills are effective in the numerous organizations we belong to. Rotary Clubs, community groups, churches and public offices have benefited by the training and experience imparted by the Ag Leadership Program.”

John Salisbury | Class 1

“It is amazing what four plus decades has wrought! The Agricultural Leadership Program was a real extreme idea at the time that was sorely needed. The concept was not to teach us more about agriculture – most of us were already established – but to develop leaders in California agriculture that could stand up in front of a crowd or one-on-one with politicians, regulators and the general public, and defend and promote our livelihood with a united voice. The program was not only heavily slanted to public speaking and discussion groups, but it educated us about music, social and political problems (Vietnam was still going on), financial markets, and many other topics. The idea was to round off our rough edges and get us out of the tunnel vision of our individual lives so that we could represent our industry with some sort of professionalism. Being exposed to different events and having personal contact with business leaders, politicians, celebrities and other very interesting people (foreign and domestic), gave us a strong base to feel comfortable outside of our agricultural oriented skins. The Ag Leadership Program has certainly evolved into a large network of dedicated agricultural leaders from a bit of a rocky beginning – as is common with all new programs. The dedicated founders, deans, professors, campus coordinators and staff made this program work and it is the basis for many similar programs across the nation.”

Comments from Alumni who Established Fellowship Funds

Paul and Yvonne Murai | Class 22 and Class 30

“The endowment was a way for us to show our gratitude and indebtedness to a program that has forever impacted our lives on many different levels. It is important for us to see that it continues to engage, educate and enlighten everyone about how vital agriculture is to our county.”

Jim Hansen | Class 2

“The Ag Leadership experience was a big step in my life. The program exposed me to areas that I would’ve never experienced before. I also established many wonderful friendships and gained knowledge as to what makes this great country work.”

Tom Mulholland | Class 18

“The Ag Leadership Program moved me from being a farmer to an agriculturalist. The scope and size of the produce world changed with the introduction of new ideas from my classmates. They combined the vision of agriculture to a new pinnacle. I have been rewarded from participating in Ag Leadership through personal growth and economic reward from lucky farming. With the fellowship fund, I wanted to contribute to an excellent program with a strong future and allow the next budding farmers a similar opportunity to see the larger world of agriculture.”
A Solid Alliance for 43 Years

Seminars are delivered by four exceptional partner universities – Cal Poly Pomona, Cal Poly San Luis Obispo, Fresno State and UC Davis – and other academic institutions. Fellows learn from first-rate educators, subject authorities, and individuals from diverse professions and backgrounds. Core faculty members at each university are responsible for the content and delivery of the seminar curriculum. Through these dynamic and intensive seminars, fellows focus on leadership theory, critical and strategic thinking, effective communication, motivation, change management, complex social and cultural issues, emotional intelligence and other skills that contribute to improved performance as a leader.

Class 42 | Year Two Seminars

October 2012 – Fresno State (San Quentin)
Agenda: Criminal justice system, criminology, death penalty, polarized viewpoints and emotional responses, critical thinking skills for complex issues. Included tour of San Quentin.

November 2012 – Cal Poly Pomona
Agenda: San Quentin synthesis, cross-cultural simulation exercise, personal power, religious diversity in India, Gandhi’s leadership model. Included tour of Museum of Tolerance.

December 2012 – Cal Poly SLO
Agenda: Communication and conflict, mastery learning, leadership book discussion, speaking to the issue, speech forums, transferable life skills and the JIT, communicating with youth.

January 2013 – UC Davis
Agenda: In-depth focus on India and Nepal to prepare for the international travel seminar. Included panel discussions with India experts.

February/March 2013 – International travel seminar to India and Nepal.

April 2013 – Santa Clara
Agenda: International trip synthesis, including leadership lessons and broadened perspectives. Focus on ethics and leadership from Santa Clara University experts.

May 2013 – UC Davis/Sacramento
Agenda: Engaging in local, regional and state government, marketing ag products, water issues, international ag economics. Included tour of and flight over the Delta region.

June 2013 – Cal Poly Pomona (Commencement)
Agenda: The power of harmony in succession planning and all areas of life, life after Ag Leadership, taking personal responsibility for leadership development, reflective interviews, graduation ceremony.

Class 43 | Year One Seminars

October 2012 – Fresno State (inaugural)
Agenda: CALP history and traditions, program expectations, synthesis, leadership basics, Myers-Briggs Type Indicator, alumni activities.

November 2012 – Cal Poly SLO
Agenda: The leader as a communicator. Team building exercises, practical application of speaking principles (informational speech), communicating through print media, TV/radio interviewing skills.

December 2012 – UC Davis
Agenda: Group dynamics, diversity in the workplace, organizational structure and motivation in the workplace, conflict resolution, facilitative leadership. Included visit to Loaves & Fishes.

January 2013 – Cal Poly Pomona
Agenda: The concept of culture and its formation, different cultures, the role of culture in complex societal issues and solutions, cross-cultural simulation exercise, prejudicial attitudes. Included visits to Puente Learning Center, Ability First! and Homeboy Industries.

February 2013 – Fresno State
Agenda: Emotional maturity in leadership effectiveness, the connection between biological systems and leadership behaviors, the role of emotional intelligence in complex leadership challenges, leadership from historical perspectives.

March 2013 – UC Davis
Agenda: The ecology of organizations, responding to challenges in communities, engaging the legislative process (local and state issues). National travel seminar to Washington, D.C. and Maryland.

April 2013 – Cal Poly Pomona
Agenda: The significance of change and its impacts on individuals and organizations, the value of agility in responding to change, personal power. Examine economic, social and political aspects of Brazilian culture.

May 2013 – Cal Poly SLO
Agenda: Persuasive speech, active listening, microphone manners, executing powerful presentations, leadership model of influence with your vital behaviors.
## ASSETS

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## LIABILITIES AND NET ASSETS

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<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
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## Statements of Activities

### For the Years Ended June 30, 2013 and 2012

#### Changes in Unrestricted Net Assets:

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<tbody>
<tr>
<td>Special events gross revenues</td>
<td>258,544</td>
<td>267,612</td>
</tr>
<tr>
<td>Less: special events direct costs</td>
<td>(49,397)</td>
<td>(43,828)</td>
</tr>
<tr>
<td>Net revenues from special events</td>
<td>209,147</td>
<td>223,784</td>
</tr>
<tr>
<td>Contributions</td>
<td>1,617,848</td>
<td>1,642,127</td>
</tr>
<tr>
<td>Net investment income (loss)</td>
<td>168,380</td>
<td>(13,672)</td>
</tr>
<tr>
<td>In-kind revenue</td>
<td>60,426</td>
<td>19,189</td>
</tr>
<tr>
<td>Other income</td>
<td>19,941</td>
<td>18,894</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>312,990</td>
<td>279,614</td>
</tr>
<tr>
<td><strong>Total unrestricted revenues and gains</strong></td>
<td><strong>2,388,732</strong></td>
<td><strong>2,169,936</strong></td>
</tr>
</tbody>
</table>

#### Expenses:

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>1,510,481</td>
<td>1,344,544</td>
</tr>
<tr>
<td>Fundraising</td>
<td>420,644</td>
<td>315,325</td>
</tr>
<tr>
<td>General and administrative</td>
<td>187,162</td>
<td>160,248</td>
</tr>
<tr>
<td>Granted fund expense</td>
<td>200,000</td>
<td>200,000</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>2,318,287</strong></td>
<td><strong>2,020,117</strong></td>
</tr>
</tbody>
</table>

#### Increase (Decrease) in Unrestricted Net Assets:

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Increase (Decrease)</strong></td>
<td>70,445</td>
<td>149,819</td>
</tr>
</tbody>
</table>

#### Changes in Temporarily Restricted Net Assets:

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net investment income (loss)</td>
<td>662,774</td>
<td>(45,971)</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>(312,990)</td>
<td>(279,614)</td>
</tr>
<tr>
<td><strong>Increase (Decrease)</strong></td>
<td><strong>349,784</strong></td>
<td><strong>325,585</strong></td>
</tr>
</tbody>
</table>

#### Change in Permanently Restricted Net Assets:

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net assets – Contributions</td>
<td>1,597,787</td>
<td>5,381,249</td>
</tr>
</tbody>
</table>

#### Increase (Decrease) in Permanently Restricted Net Assets:

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Increase (Decrease)</strong></td>
<td><strong>1,597,787</strong></td>
<td><strong>5,381,249</strong></td>
</tr>
</tbody>
</table>

#### Change in Net Assets:

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Change in Net Assets</strong></td>
<td><strong>2,018,016</strong></td>
<td><strong>5,205,483</strong></td>
</tr>
</tbody>
</table>

#### Net Assets, Beginning of Year:

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Assets, Beginning of Year</strong></td>
<td><strong>11,500,522</strong></td>
<td><strong>6,295,039</strong></td>
</tr>
</tbody>
</table>

#### Net Assets, End of Year:

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Assets, End of Year</strong></td>
<td><strong>13,518,538</strong></td>
<td><strong>11,500,522</strong></td>
</tr>
<tr>
<td>Description</td>
<td>2013</td>
<td>2012</td>
</tr>
<tr>
<td>----------------------------------------------------------------------------</td>
<td>-------------</td>
<td>-------------</td>
</tr>
<tr>
<td>CASH FLOWS FROM OPERATING ACTIVITIES:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in net assets</td>
<td>2,018,016</td>
<td>5,205,483</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>3,805</td>
<td>4,805</td>
</tr>
<tr>
<td>Net realized/unrealized (gain)/loss on investments</td>
<td>(712,103)</td>
<td>161,671</td>
</tr>
<tr>
<td>Contributions for endowment purposes</td>
<td>(911,471)</td>
<td>(969,660)</td>
</tr>
<tr>
<td>(Gain)/loss on disposal of assets</td>
<td>1,121</td>
<td>–</td>
</tr>
<tr>
<td>Change in present value of discount on pledges</td>
<td>(22,316)</td>
<td>346,411</td>
</tr>
<tr>
<td>(Increase) decrease in:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions receivable</td>
<td>37,317</td>
<td>(45,515)</td>
</tr>
<tr>
<td>Pledges receivable</td>
<td>(764,000)</td>
<td>(4,983,000)</td>
</tr>
<tr>
<td>Increase (decrease) in:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>(34,482)</td>
<td>95,103</td>
</tr>
<tr>
<td>Funds held for others</td>
<td>(2,514)</td>
<td>(9,853)</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>102,448</td>
<td>(2,836)</td>
</tr>
<tr>
<td>NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES</td>
<td>(284,179)</td>
<td>(197,391)</td>
</tr>
<tr>
<td>CASH FLOWS FROM INVESTING ACTIVITIES:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investment purchases</td>
<td>(1,067,584)</td>
<td>(3,035,793)</td>
</tr>
<tr>
<td>Property and equipment purchases</td>
<td>(1,739)</td>
<td>(10,359)</td>
</tr>
<tr>
<td>Proceeds from sale of investments</td>
<td>333,784</td>
<td>2,325,351</td>
</tr>
<tr>
<td>NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES</td>
<td>(735,539)</td>
<td>(720,801)</td>
</tr>
<tr>
<td>CASH FLOWS FROM FINANCING ACTIVITIES:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Permanently restricted contributions</td>
<td>911,471</td>
<td>969,660</td>
</tr>
<tr>
<td>Cash overdraft</td>
<td>–</td>
<td>(40,323)</td>
</tr>
<tr>
<td>Proceeds from line of credit</td>
<td>100,153</td>
<td>–</td>
</tr>
<tr>
<td>NET CASH PROVIDED (USED) BY FINANCING ACTIVITIES</td>
<td>1,011,624</td>
<td>929,337</td>
</tr>
<tr>
<td>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CASH EQUIVALENTS</td>
<td>(8,094)</td>
<td>11,145</td>
</tr>
<tr>
<td>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS,</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BEGINNING OF YEAR</td>
<td></td>
<td></td>
</tr>
<tr>
<td>END OF YEAR</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SUPPLEMENTARY DISCLOSURE –</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash paid for interest</td>
<td>378</td>
<td>–</td>
</tr>
</tbody>
</table>

CALIFORNIA AGRICULTURAL LEADERSHIP FOUNDATION
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2013 AND 2012

17
### NOTE 5. INVESTMENTS

Investments are stated at fair value based on quoted market prices and were composed of the following at June 30:

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Money market funds</td>
<td>705,063</td>
<td>440,780</td>
</tr>
<tr>
<td>Domestic stocks and stock funds</td>
<td>2,368,769</td>
<td>1,823,276</td>
</tr>
<tr>
<td>International stocks and stock funds</td>
<td>1,322,983</td>
<td>2,459,023</td>
</tr>
<tr>
<td>Domestic corporate bonds and bond funds</td>
<td>3,609,541</td>
<td>2,196,269</td>
</tr>
<tr>
<td>International corporate bonds and bond funds</td>
<td>420,258</td>
<td>61,363</td>
</tr>
<tr>
<td><strong>Total investments</strong></td>
<td><strong>8,426,614</strong></td>
<td><strong>6,980,711</strong></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest/dividend income</td>
<td>153,566</td>
<td>136,589</td>
</tr>
<tr>
<td>Realized/unrealized gains (losses) on investments</td>
<td>712,103</td>
<td>(161,671)</td>
</tr>
<tr>
<td>Investment fees</td>
<td>(34,515)</td>
<td>(34,561)</td>
</tr>
<tr>
<td><strong>Total investment income (loss) – net</strong></td>
<td><strong>831,154</strong></td>
<td><strong>(59,643)</strong></td>
</tr>
</tbody>
</table>

### NOTE 6. PROPERTY AND EQUIPMENT – Net

The foundation’s property and equipment consists of the following at June 30:

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Office furniture and equipment</td>
<td>18,821</td>
<td>20,801</td>
</tr>
<tr>
<td>Computer and software</td>
<td>22,949</td>
<td>47,048</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>41,770</strong></td>
<td><strong>67,849</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accumulated depreciation</td>
<td>(29,080)</td>
<td>(51,972)</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>12,690</td>
<td>15,877</td>
</tr>
</tbody>
</table>

Depreciation expense for the years ended June 30, 2013 and 2012 was $3,805 and $4,805, respectively.
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>2,333,790</td>
<td>28.9</td>
</tr>
<tr>
<td>International Equity</td>
<td>1,305,803</td>
<td>16.2</td>
</tr>
<tr>
<td>Domestic Fixed Income</td>
<td>1,906,051</td>
<td>23.6</td>
</tr>
<tr>
<td>Cash</td>
<td>704,639</td>
<td>8.7</td>
</tr>
<tr>
<td>Balanced</td>
<td>1,822,992</td>
<td>22.6</td>
</tr>
</tbody>
</table>

*Cash equivalents within the asset allocation by segment breakdown include cash held in managed accounts.

ASSET ALLOCATION BY MANAGER

<table>
<thead>
<tr>
<th>Segments</th>
<th>Market Value ($)</th>
<th>Allocation (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>PIMCO Total Return Fd</td>
<td>1,582,720</td>
<td>19.6</td>
</tr>
<tr>
<td>EuroPacific Growth Fund</td>
<td>1,305,803</td>
<td>16.2</td>
</tr>
<tr>
<td>FPA Crescent Fund</td>
<td>1,122,562</td>
<td>13.9</td>
</tr>
<tr>
<td>Mainstay ICAP LV Sel Eq Fd</td>
<td>795,922</td>
<td>9.9</td>
</tr>
<tr>
<td>Janus Adviser Risk Managed Growth</td>
<td>752,867</td>
<td>9.3</td>
</tr>
<tr>
<td>Restricted Cash</td>
<td>704,639</td>
<td>8.7</td>
</tr>
<tr>
<td>Blackrock Global Allocation Fund</td>
<td>700,430</td>
<td>8.7</td>
</tr>
<tr>
<td>CRM Mid Value Eq Fd</td>
<td>396,277</td>
<td>4.9</td>
</tr>
<tr>
<td>Boston Co. SMID Cap Growth</td>
<td>388,725</td>
<td>4.8</td>
</tr>
<tr>
<td>PIMCO Diversified Income</td>
<td>323,330</td>
<td>4.0</td>
</tr>
</tbody>
</table>

FINANCIALS
### ASSET ALLOCATION & PERFORMANCE

#### Two Thousand Twelve // Two Thousand Thirteen

<table>
<thead>
<tr>
<th>Market Value</th>
<th>Quarters</th>
<th>Year to Date</th>
<th>Year</th>
<th>Years 5</th>
<th>Years 7</th>
<th>Years 10</th>
<th>Years</th>
<th>Since Inception</th>
<th>Inception Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Restricted Composite</td>
<td>8,073,274</td>
<td>0.3</td>
<td>5.8</td>
<td>13.7</td>
<td>6.5</td>
<td>10.5</td>
<td>6.0</td>
<td>N/A</td>
<td>6.9</td>
</tr>
<tr>
<td>Policy Index II - Restricted</td>
<td></td>
<td>0.4</td>
<td>6.7</td>
<td>12.9</td>
<td>8.0</td>
<td>12.1</td>
<td>5.9</td>
<td>5.7</td>
<td>7.0</td>
</tr>
<tr>
<td>All Master Trust + &lt;$1B-Total Fund Median</td>
<td></td>
<td>(0.2)</td>
<td>4.8</td>
<td>11.8</td>
<td>6.0</td>
<td>10.6</td>
<td>5.2</td>
<td>5.2</td>
<td>6.7</td>
</tr>
<tr>
<td>Restricted Composite Rank</td>
<td>33</td>
<td>32</td>
<td>22</td>
<td>39</td>
<td>51</td>
<td>29</td>
<td>13</td>
<td>N/A</td>
<td>13</td>
</tr>
</tbody>
</table>

#### Two Thousand Twelve // Two Thousand Thirteen

<table>
<thead>
<tr>
<th>Market Value</th>
<th>Quarters</th>
<th>Year to Date</th>
<th>Year</th>
<th>Years 5</th>
<th>Years 7</th>
<th>Years 10</th>
<th>Years</th>
<th>Since Inception</th>
<th>Inception Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted Composite</td>
<td>353,333</td>
<td>(1.2)</td>
<td>2.0</td>
<td>7.8</td>
<td>4.4</td>
<td>6.2</td>
<td>4.8</td>
<td>5.2</td>
<td>N/A</td>
</tr>
<tr>
<td>Policy Index II - Unrestricted</td>
<td></td>
<td>(0.8)</td>
<td>2.4</td>
<td>6.1</td>
<td>4.8</td>
<td>8.7</td>
<td>5.0</td>
<td>5.2</td>
<td>6.1</td>
</tr>
<tr>
<td>Total Master + &lt;$1 billion +40% Equity Median</td>
<td></td>
<td>(0.6)</td>
<td>2.7</td>
<td>7.8</td>
<td>5.0</td>
<td>8.5</td>
<td>4.5</td>
<td>4.9</td>
<td>6.3</td>
</tr>
<tr>
<td>Unrestricted Composite Rank</td>
<td>68</td>
<td>59</td>
<td>51</td>
<td>63</td>
<td>77</td>
<td>46</td>
<td>43</td>
<td>N/A</td>
<td>39</td>
</tr>
</tbody>
</table>

Policy Index II consists of: Restricted – 55% S&P 500 / 15% MSCI ACWI ex.US / 30% Barclays Aggregate
Unrestricted – 30% S&P 500 / 5% MSCI ACWI ex.US / 65% Barclays Aggregate
### Restricted Fund Group

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Dean Brown Endowed Founder's Chair</td>
<td>1,000,000</td>
<td>—</td>
<td>1,000,000</td>
<td>1,239,361</td>
</tr>
<tr>
<td>JG Boswell II Endowed Founder's Chair</td>
<td>1,000,000</td>
<td>—</td>
<td>1,000,000</td>
<td>1,239,361</td>
</tr>
<tr>
<td>Special Purpose Accounts</td>
<td>805,276</td>
<td>383,271</td>
<td>1,188,547</td>
<td>1,388,210</td>
</tr>
<tr>
<td>Board Designated Endowment</td>
<td>1,000,000</td>
<td>—</td>
<td>1,000,000</td>
<td>1,239,361</td>
</tr>
<tr>
<td>Charles Buchinger Memorial Endowment</td>
<td>88,105</td>
<td>1,550</td>
<td>89,655</td>
<td>115,523</td>
</tr>
<tr>
<td>Franklin Otis Booth Legacy Fund</td>
<td>1,427,402</td>
<td>476,500</td>
<td>1,903,902</td>
<td>2,240,451</td>
</tr>
<tr>
<td>Dean Brown Growth and Innovation Fund</td>
<td>26,000</td>
<td>11,250</td>
<td>37,250</td>
<td>43,494</td>
</tr>
<tr>
<td>JG Boswell II Legacy Fund</td>
<td>425,250</td>
<td>38,900</td>
<td>464,150</td>
<td>567,520</td>
</tr>
</tbody>
</table>

### Total Restricted Fund


### Special Purpose Accounts

#### Fellowship Funds:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Alumni Fellowship</td>
<td>7,820</td>
<td>1,600</td>
<td>9,420</td>
<td>11,331</td>
</tr>
<tr>
<td>Dean Brown Fellowship</td>
<td>5,500</td>
<td>1,350</td>
<td>6,850</td>
<td>8,202</td>
</tr>
<tr>
<td>Women in Leadership Fellowship</td>
<td>9,795</td>
<td>200</td>
<td>9,995</td>
<td>12,363</td>
</tr>
<tr>
<td>Lagomarsino Family Fellowship</td>
<td>25,500</td>
<td>150</td>
<td>25,650</td>
<td>31,787</td>
</tr>
<tr>
<td>Richard Pidduck Fellowship</td>
<td>35,000</td>
<td>7,350</td>
<td>42,350</td>
<td>51,110</td>
</tr>
<tr>
<td>Manassero Fellowship</td>
<td>48,000</td>
<td>14,150</td>
<td>62,150</td>
<td>74,509</td>
</tr>
</tbody>
</table>

#### Endowment Funds:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Borba Family Endowment</td>
<td>110,000</td>
<td>101,500</td>
<td>211,500</td>
<td>239,803</td>
</tr>
<tr>
<td>Ladera Foundation</td>
<td>201,000</td>
<td>5,000</td>
<td>206,000</td>
<td>254,393</td>
</tr>
<tr>
<td>Class 12 Endowment</td>
<td>13,075</td>
<td>625</td>
<td>13,700</td>
<td>16,862</td>
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<td>Class 17 Endowment</td>
<td>25,235</td>
<td>1,650</td>
<td>26,885</td>
<td>33,005</td>
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<td>Class 30 Endowment</td>
<td>54,122</td>
<td>5,650</td>
<td>59,772</td>
<td>72,963</td>
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<td>Class 33 Endowment</td>
<td>25,949</td>
<td>4,400</td>
<td>30,349</td>
<td>36,673</td>
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<td>General Endowment</td>
<td>173,130</td>
<td>26,330</td>
<td>199,460</td>
<td>242,046</td>
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#### Memorial Funds:

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<tr>
<td>Tim O’Neill / Class 10 Memorial Fund</td>
<td>20,365</td>
<td>6,540</td>
<td>26,905</td>
<td>31,998</td>
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<td>Michelle Turner Memorial Endowment</td>
<td>21,485</td>
<td>625</td>
<td>22,110</td>
<td>27,295</td>
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<td>Dr. George Johannessen Memorial Endowment</td>
<td>27,300</td>
<td>1,250</td>
<td>28,550</td>
<td>35,193</td>
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<td>Remo L. Matteucci Memorial Endowment</td>
<td>2,000</td>
<td>2,000</td>
<td>4,000</td>
<td>4,532</td>
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</tbody>
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### Total

### DONORS

Pledge payments received during the year:

<table>
<thead>
<tr>
<th>Organization/Individual</th>
<th>Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Otis Booth Foundation</td>
<td>$500,000</td>
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<tr>
<td>Boswell Family Foundation</td>
<td>$25,000</td>
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<tr>
<td>Taylor Farms (J. Richard Taylor)</td>
<td>$25,000</td>
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<tr>
<td>Richard Bowes and Evelyn Matteucci</td>
<td>$2,000</td>
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</table>

**$950,000**  
The James G. Boswell Foundation

**$100,000**  
John and Betsy Grether

**$80,000**  
John and Sheila Lake

**$75,000**  
Justina Borba

**$60,000**  
Wells Fargo

**$50,000**  
Bank of America Merrill Lynch Mission Produce, Inc. (Steve Barnard)

Mulholland Citrus (Tom Mulholland)

**$30,000**  
Farm Credit: American AgCredit, CoBank, Farm Credit West

**$25,000**  
Borba Family (Mark and Sharon Borba)  
D’Arrigo Brothers Co. of California (John D’Arrigo)

Driscoll Strawberry Associates, Inc. (Jack Greening)

**$10,000**  
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Wegs & Young Property Management, LLC (Mike Young, Greg Wegs, Rick Wegs)

**$8,000**  
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**$6,000**  
Craton Capital GP, LLC

**$5,000**  
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Supima Cotton

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**$1,000**  
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Region 6 Golf Tournament: $10,000

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