MORRISON

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TEAM BUILDING

Morrison's People Solutions Manager Jeff Boian talks about the importance of team dynamics.

GETTING TO KNOW MELISSA DEEN

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MORRISON SNAPSHOTS

Check out some of our highlights from this busy season! We've had fun.

CLIENT CORNER

There is always something new going on, so get caught up with our latest client news.

GORRILL RANCH

Gorrill Ranch's roots stretch back more than 100 years when Ralph Gorrill, an engineer from the California Bay Area, was helping to build a Northern California highway between two small towns and became enamored with one particular stretch of land along the developing roadway. Soon after, parcels of this land, which had been owned by Stanford University, became available for sale. Ralph purchased the original home ranch bordering Butte Creek, thus founding R. Gorrill Ranch Enterprises in 1918 near rural Durham, California.

With rich agricultural soil and with Butte Creek running through the property, Ralph knew that this would be an ideal place for rice farming. In the early days of the ranch, Ralph leveraged his engineering skills to survey the land, leveling the ground a section at a time, and designing a gravity-fed, water delivery system to provide irrigation to the ranch. This innovative irrigation design quickly earned Ralph a reputation as a pioneer in the rice industry, and many of his original engineering projects are still in operation on the ranch today.

When Ralph passed away in 1964, farming operations continued under the stewardship of his three daughters, Sally, Anne, and Jane. These three sisters remained at the helm for several decades, and it was under their leadership that the ranch began to diversify into orchard crops.

Gorrill Ranch remains a 100% family-owned business to this day, owned by more than 20 members of the third, fourth, and fifth generation, and is led by Managing Partner Correen Nichols-Davis, a fourth generation member of the Gorrill family. The ranch currently farms rice (both medium and short-grain) and orchard crops, including almonds, walnuts, and pecans, and maintains their own rice dryer.

In addition to the commitment to farming and food production, the ranch continues to honor Ralph's legacy by stewarding the land with sustainable farming practices and by participating in programs to support the local ecosystem and wildlife. These efforts include partnering with state and federal agencies to provide wetland habitat for migratory water fowl, preserving 40 acres of natural habitat for deer, turkeys, beavers, and more, and helping to restore local spring-run salmon populations with the Butte Creek Fish Passage Project. Gorrill contributed to this project by completing the Gorrill Fish Screen and Ladder Project in 1999, which helped to restore 25 miles of unimpeded flows for the salmon, resulting in over 10,000 regularly returning adult salmon (up from only a few hundred in the early 1990s).

Gorrill Ranch has a strong team to manage the ranch, dryer, and equipment maintenance shop, but they had found it challenging to find part-time assistance to manage the financial operations. Their needs were not significant enough to require a full-time CFO or Controller, but they still needed help with monthly accounting closes, preparing quarterly financial reports and annual crop profitability reports for board meetings, and assisting with annual budget preparation. Gorrill's Managing Partner and

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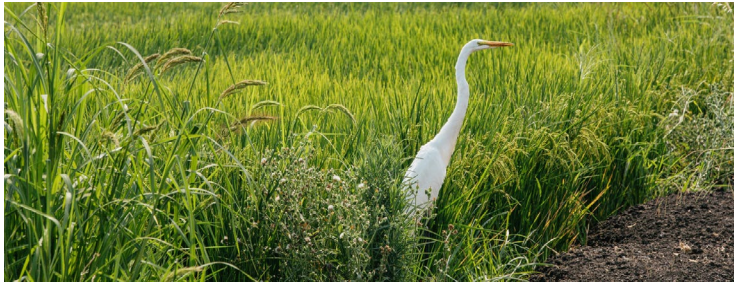
GORRILL RANCH

General Manager reached out to Morrison in Summer of 2012 to discuss their needs, and Morrison has worked with them as their fractional Controller ever since.

Over the years, Gorrill's needs have evolved, as they do with any business, and Morrison has adapted to and met those needs at every turn. As different opportunities have arisen, Morrison has assisted with cash flow projections and IRR (internal rate of return) analysis for various investment decisions (including potential property purchases, orchard redevelopments, and solar installation) to ensure that these important decisions were in alignment with the strategic planning goals implemented by Gorrill's board.

In recent years, Gorrill also decided to take daily bookkeeping tasks, such as accounts payable and accounts receivable, off of their Office Manager's plate to allow her to focus on managing ranch employees, coordinating with vendors and marketers, and managing the rice dryer shipping logistics, enabling those key business functions to operate smoothly. Morrison's bookkeeping team seamlessly pays bills, deposits checks, and keeps Gorrill's accounting records up to date.

Gorrill has also utilized Morrison's recruiting services to help fill key positions, including Operations and General Manager positions, and find candidates who not only have the skills to do the job, but also the values and work ethic to match Gorrill's company culture. With their management team firmly in place, Gorrill can confidently plan for the future as Ralph's legacy is passed down to the next generation. Morrison is honored to have served Gorrill Ranch for so many years and to continue to play a role in the ranch's success going forward.