



# ANNUAL REPORT

## 2012-2013

*It takes a community to save a farm.*



# DEAR MEMBERS AND FRIENDS



*MALT supporters* are critical to the stewardship of our local farmland, a precious and limited resource. Alongside family farmers, they serve as the guardians of this place and the many things it provides to our community—delicious food, clean water and fresh air, natural places for wildlife to thrive and people to enjoy. Together we are working to ensure these benefits will not disappear from Marin as they have from other major metropolitan areas across the country.

Here in Marin, something different is happening because of this dedicated community of supporters and farmers. Over the past year, together we saved two cattle and sheep ranches totaling 1,640 acres. In protecting these ranches together, we preserve majestic oak woodlands, dense evergreen forests and thriving grasslands. Together we protected the health of an entire watershed. Together we protected rare plants and animals, among others including the iconic golden eagle.

And together, we are preserving a way of life. In the next year, we plan to protect three more farms, including a family farm in Bolinas and a family ranch in Chilen Valley. The Martinelli family farm in Bolinas raises organic produce in harmony with nature. The rows of crops blend seamlessly into the wild surroundings, where the endangered coho salmon and the northern spotted owl make their home. Farther inland, the 627-acre Thatcher Ranch in Chilen Valley is

a missing piece in Marin's conservation puzzle. The property is adjacent to 5,000 acres of MALT-protected farmland. This ranch, along with a neighboring 606-acre parcel we are also working to protect, stands at the mercy of potential buyers. Wouldn't it be remarkable to complete this section of the puzzle?

For the past 33 years, our community has worked to ensure that every farming family that needs help preserving their farmland receives it. At this time we have many families coming to MALT for assistance. Your support will ensure that our farmland saving mission is successful and that no Marin farm is lost to development. Thank you,

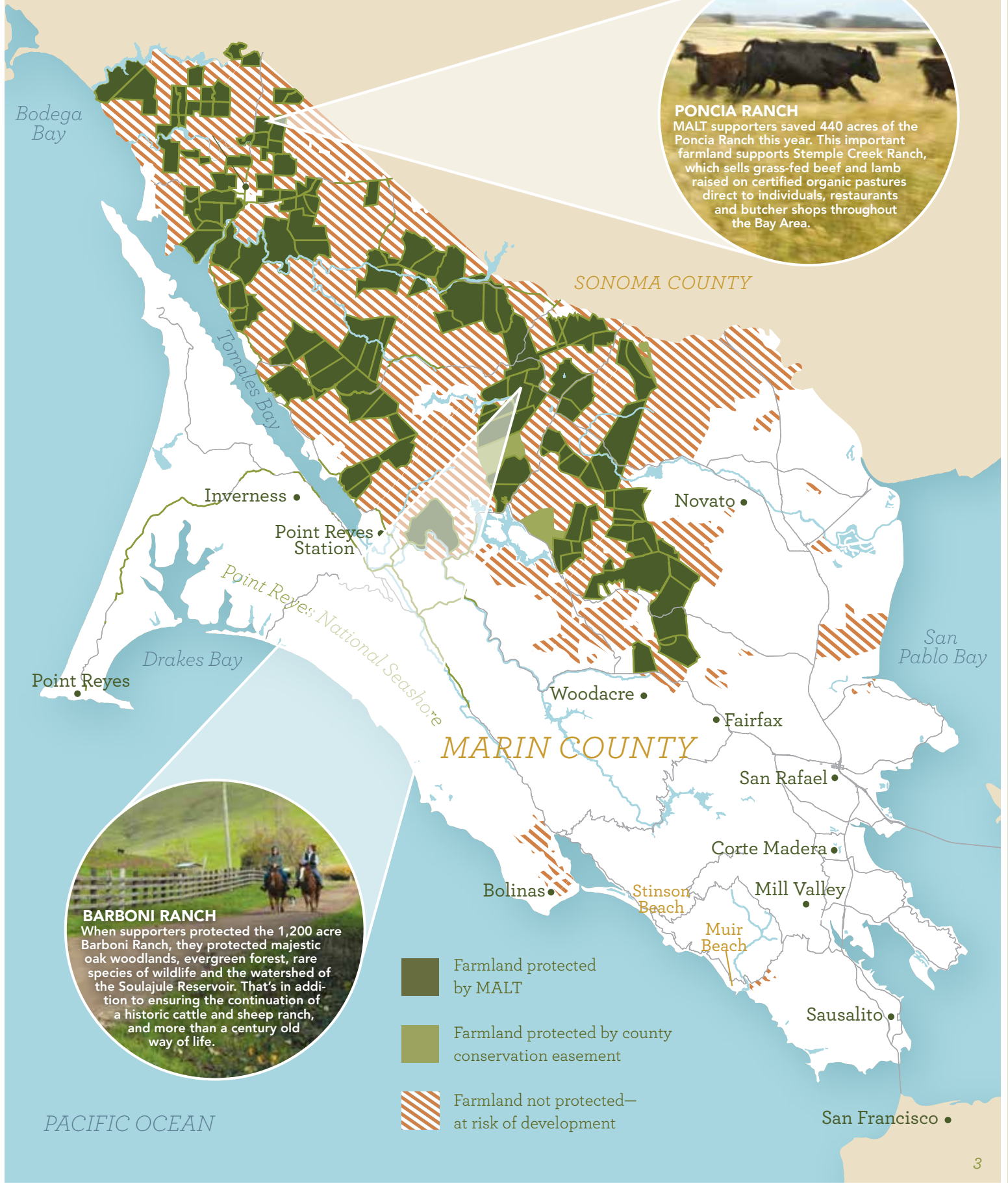
Jamison Watts  
Executive Director

Rick Lafranchi  
Chair, MALT Board of Directors



# MALT PROTECTED FAMILY FARMS

*Ranches protected by MALT in 2012–2013*





Paolo Vescia

## 2012–2013 FINANCIAL REPORT

*We are pleased to report* that 2012–2013 was a successful fiscal year. MALT acquired easements on 1,640 acres of farmland, monitored 68 existing easements, conducted three site evaluations for new projects and prepared three baseline reports for new easements. Also during the fiscal year, longtime Executive Director Bob Berner retired after 28 years of service. The MALT board successfully recruited and hired a new executive director, Jamison Watts, who joined the organization in January. Despite this change in senior management, unrestricted operating contributions grew to \$1.3 million. MALT also secured more than \$3.1 million in public agency funding.

**REVENUE:** Total revenue of \$6.4 million was up 64 percent from last year, primarily due to the receipt of public agency funds used for the acquisition of conservation easements during the year. More than \$2 million in revenue came from individuals and private foundations, including funds raised in connection with the successful Farmland Forever capital campaign to protect three local farms and to honor MALT's departing Executive Director.

**EXPENSE:** Total expense of \$7.5 million is up 50.7 percent from last year. During the fiscal year ended June 30, 2013, MALT's purchase of conservation easements cost a total of

\$5.2 million, versus \$2.9 million in the previous year. Much of this funding came from capital campaign contributions and public agency grants raised during the fiscal year. However, about \$1.5 million came from existing land acquisition assets raised in prior fiscal years. It should also be noted that MALT has no debt obligations, and has always been able to rely on current fundraising and existing assets to purchase conservation easements.

**CONCLUSION:** MALT ended the year with \$11.7 million in net assets, a decrease of \$0.5 million from last year. The main reason for this decline is that the conservation easements that were purchased this year used assets acquired in prior fiscal years.

In its 33rd year of operation, MALT continues to be a healthy, financially stable organization, thanks to its strong endowment and the support of its members, donors and public agency partners.

The amounts presented on the opposite page are derived from MALT's audited financial statements for the year ended June 30, 2013. Copies of the audited report are available upon request.

MALT Director of Finance and Administration Stacey Witchel and board member and Finance Committee Chair Bob Bingham. Photo: Paolo Vescia.



# STATEMENT OF FINANCIAL CONDITION *as of June 30, 2013*

## ASSETS

Current assets—cash and cash equivalents	\$ 3,149,917
Current assets—other	337,334
Property, land and equipment, net of depreciation	1,389,361
Other noncurrent assets	443,349
Unrestricted investments held for long term	1,701,232
Restricted endowment investments	4,968,353
Investments and pledges restricted for conservation projects	314,926

**TOTAL ASSETS** **\$12,304,472**

## LIABILITIES and NET ASSETS

### LIABILITIES:

Accounts payable and accrued expenses	\$ 628,208
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**TOTAL LIABILITIES** **\$ 628,208**

### NET ASSETS:

Unrestricted	\$ 5,070,660
Temporarily restricted	1,637,251
Permanently restricted	4,968,353

**TOTAL NET ASSETS** **\$11,676,264**

**TOTAL LIABILITIES AND NET ASSETS** **\$12,304,472**

## Summary of Activity and Changes in Net Assets

## REVENUE and ADDITIONS TO NET ASSETS

Contributions	\$ 2,064,354
Government grants	4,024,500
Program revenue and other	262,427

**TOTAL REVENUE AND ADDITIONS TO NET ASSETS** **\$ 6,351,281**

## EXPENSES

Purchase of conservation easements	\$ 5,245,304	
Other program expenses	<u>1,124,121</u>	\$ 6,369,425
Fundraising		766,073
Management and support services		361,655

**TOTAL EXPENSES** **\$ 7,497,153**

## CHANGE IN NET ASSETS FROM OPERATING ACTIVITIES

Investment return	651,521
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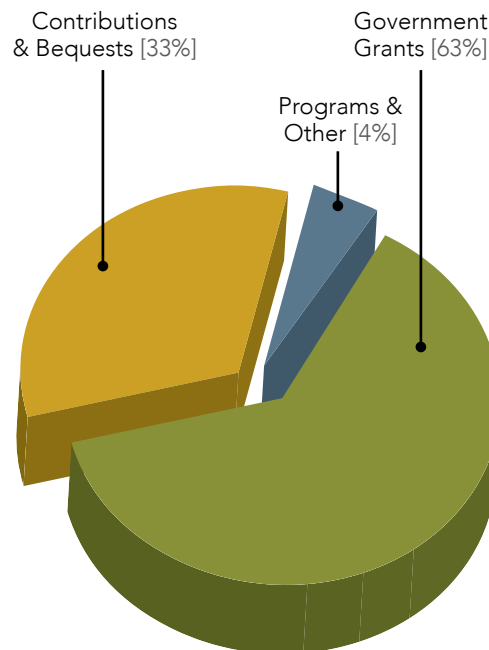
**CHANGE IN NET ASSETS** **\$(494,351)**

## Unrestricted net assets are broken down as follows:

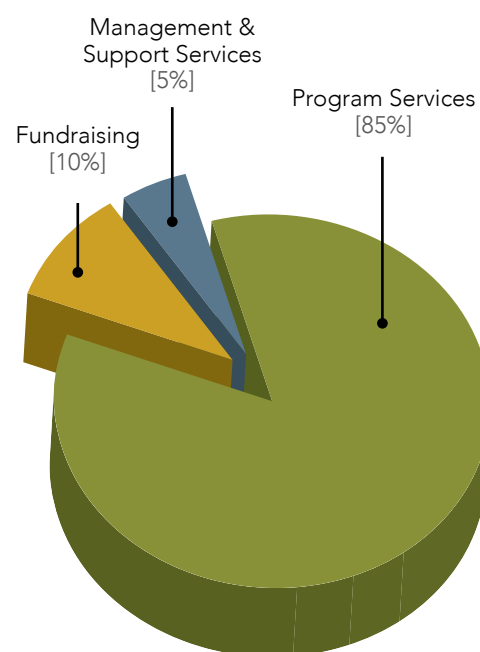
Operating, including \$1,389,286 of building and facilities	\$ 1,315,998
Easement acquisition fund	2,799,919
Board designated endowment	954,743

**Total Unrestricted Net Assets** **\$ 5,070,660**

## REVENUE BY CATEGORY



## EXPENSES BY CATEGORY





Rob Brodman

## THANK YOU, MALT SUPPORTERS



Rob Brodman

*It takes a community* to protect the land and carry on Marin's farming traditions. MALT's donors, volunteers, farmers and ranchers all play an essential role in ensuring that this great legacy continues. MALT's donors and public agency partners listed on the following pages provide funding that helps ensure that no farm is lost to development.

Volunteers and farmers play a unique role among supporters in helping MALT foster a connection between people and the land through MALT events. Last year, volunteers and farmers worked with MALT to host Hikes, Tours and Tastings that showcased local food, wine and art to build awareness of and support for the need to save local farmland. We are grateful to the individuals, organizations and businesses that participate in MALT's event program. Through it, they inspire our community's growing commitment to keeping farms in Marin's future. Thank you, MALT supporters, for making possible the saving of family farms.





Volunteer Emanuela Gay. Photo: Rob Brodman.

## MALT VOLUNTEERS

*Thank you to our dedicated MALT volunteers who help with our Hikes, Tours and Tastings program, special events, office work and much more:*

Paula Alsterlind	Kamala Friedman	Lisbeth Koelker	Lynn A. Ross
Richard Beckman	Susan Galbraith	Christine Kuhen	Joanne Saunders
Jody Berman	Emanuela Gay	Joan Lamphier	Cynthia Sawtell
Jane Blackford	Marilyn Geary	Jane Lyon	Dennis Scully
Linda L. Blackwood	Adi Girroir	Christine Malone	Donna Shoemaker
Ann Brenner	Carol Golden	Bonnie Berg	Rebecca R. Simon
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Sue Evans	Illingworth	Allison Puglisi	Elizabeth A. Wright
Paula Frankel	Muniera Kadrie	June Purpura	Deborah Zierten
	Elena Khan	Diane Rehn	

## FARMS AND RANCHES

*Thank you to the farmers and ranchers who have hosted MALT events on their land:*

Black Mountain Ranch, Margaret Nobmann, Mike Giammona & David Osborn	Leiss Ranch, Nancy Chaffin & Betty Nunes	Point Reyes Farmstead Cheese Company, Lynn Stray & Jill Basch	Straus Family Dairy & Creamery, Albert, Jeanne & Vivien Straus
Cow Track Ranch, Liz Daniels	Marin Carbon Farm, Peggy Rathmann & John Wick	Pozzi Ranch, Joe Pozzi & Amy Chesnut	Thornton Ranch, Gary & Marissa Thornton
County Line Harvest, David Retsky	Moore Ranch, Jim & Margaret Moore & Rich Gallagher	Red Hill Ranch, Kitty & Doug Dolcini	Toluma Farms, Tamara Hicks & David Jablons
Escalle Winery, Mary Tiscornia	Nicasio Valley Cheese Co., Rick, Randy & Scott Lafranchi	Spaletta Ranch, Jim Spaletta	
Fresh Run Farms, Peter Martinelli	Nicasio Valley Farms & Lafranchi Dairy, Randy Lafranchi & Lynette Pareglio	Stemple Creek Ranch & Ponica Ranch, Loren, Lisa, Cathie & Al Poncia	



Rancher Joe Pozzi. Photo: Deb Wilson.

## ORGANIZATIONS, CHEFS AND WINEMAKERS

*Thank you to the speakers, chefs, winemakers, producers and others who contributed their time, knowledge and skill to our outreach programs:*

Nick Balla & Courtney Burns, Bar Tartine	Shari de Joseph, Eliza Fisher & Jill Lee	Marin Winegrowers Association:	Skywalker Ranch Vineyards,
Ken Cook, Environmental Working Group	Heidrun Meadery	Bailiwick Wines,	Stubbs Vineyard,
Brian Cooley, CNET	Claire Herminjard & Stephen Goldmann,	Brookside Cellars,	Vision Cellars,
Devils Gulch Ranch, Mark Pasternak & Myriam Kaplan-Pasternak, DVM	Stephen Goldmann, Mindful Meats	Burning Bench Cellars, Couloir Wines, Deloach Vineyards,	Willowbrook Cellars
Sharon & Steve Doughty, Point Reyes Vineyards & Winery	Sarah Hodge, Chef Sean Baker, Chef & Owner of Gather Restaurant	Dutton-Goldfield, Easkoot, Kendric Vineyards,	McEvoy Olive Ranch,
	Hungry Owl Project	Pacheco Ranch Winery, Pey-Marin Vineyards, Point Reyes Vineyards, Sean Thackrey,	Nan McEvoy
	Doreen Smith, Botanist		Julie Rossotti, Rossotti Ranch
			Michael Zilber, Cowgirl Creamery



Chef Sarah Hodge. Photo: Rob Broadman

# MALT DONORS *July 1, 2012 – June 30, 2013*

## VISIONARY (\$20,000 OR MORE)

Anonymous (7)  
11th Hour Project  
Bingham Kearns Charitable Fund \*  
Bingham, Osborne, & Scarborough Foundation  
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sunshine polka-dot foundation  
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*"It has been a true thrill and pure joy to watch MALT's astounding achievements in precious land preservation and the subsequent support of the craft of farming. It is an honor...and incredibly rewarding...to support MALT via its Legacy Circle program."*

~ Rebecca Wright

## BENEFACTOR (\$1,000–\$4,999)

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Christopher & Jane Adams \*\*  
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# MALT DONORS *July 1, 2012 – June 30, 2013*

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## LEAVE A LEGACY of local farmland

*When you include a gift to MALT in your estate plans, you join a community of visionary conservationists committed to protecting Marin's historic landscape, local food and environment. Learn how you can support our farmland forever mission through your:*

- Will • Retirement plan • Living trust • Life insurance policy
- Gift of home or farm

To choose the best gift for you, contact Director of Development Kristine Ball at 415.663.1158 ext. 318 or at [kball@malt.org](mailto:kball@malt.org).

*To learn more, go to [www.malt.org/legacy](http://www.malt.org/legacy).*

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# MALT DONORS *July 1, 2012 – June 30, 2013*

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**(\$500–\$999)**

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## BECOME A REGULAR MALT SUPPORTER.

*It's the best way to protect Marin farmland.*

The Phyllis Faber Circle is our monthly giving program, inspired by the vision and achievements of our co-founder. Monthly gifts bring predictable funding that allows us to plan our work. Your small monthly contribution can play a major role in protecting local farms and ranches.

- Membership starts from as little as \$5/month.
- Your credit card is billed automatically each month. Cancel any time.
- You save MALT time, paper and postage, so your gift has more impact on the places you love.

Join us today at [www.malt.org/monthly-giving](http://www.malt.org/monthly-giving) or contact Development Associate Michael Woolsey at [mwoolsey@malt.org](mailto:mwoolsey@malt.org) or 415.663.1158 ext. 306.

McLaughlin

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# MALT DONORS *July 1, 2012 – June 30, 2013*

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*“A working landscape of farms and ranches is precious and beautiful. I am enthusiastic about helping preserve that landscape and being a part of MALT’s success and vision.”*

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*"We are incredibly fortunate to live in a county where 30 percent of the land is still in agriculture. This is extraordinary given the proximity to a major metropolitan area. Through MALT's pioneering efforts, not only has half of this land been protected in perpetuity, but they have developed the most dollar efficient preservation model that we are aware of."*

~ Colin & Anne Lind

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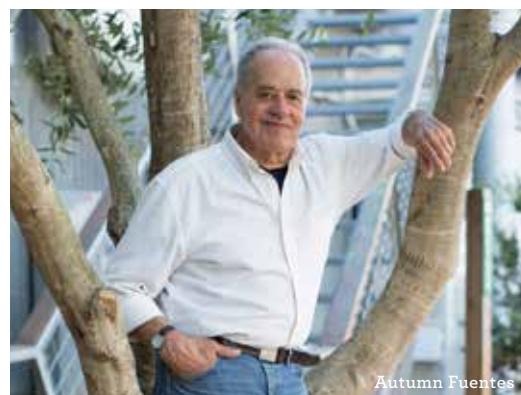


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*“MALT’s mission in supporting agriculture in West Marin is intrinsic to maintaining the community as a place that is as viable socially and economically as it is uniquely beautiful geographically.”*

~ Jon Fernandez



Autumn Fuentes

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To find out more, contact Annual Fund Manager Noelle Moss at [nmoss@malt.org](mailto:nmoss@malt.org) or 415.663.1158 ext. 312.

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*"I support MALT because I believe in MALT's mission, which represents a beautiful compromise between commercial and environmental aims. By preserving Marin farmland, MALT helps local agriculture survive. At the same time, MALT preserves the beautiful, undeveloped landscapes of West Marin for generations to come."*

~ Karen Whitaker

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July 1, 2012 – June 30, 2013



Michael Woolsey

*"It's critical that we save open space, and equally important to properly steward the land for meaningful conservation and local production—while at the same time building a community and having fun. MALT does all of this."*

~ Barbera Brooks

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# MALT THIS YEAR

## 3,379

DONORS GAVE TO MALT



Erin Wrightsman

## 463

NEW DONORS CONTRIBUTED



Michael Woolsey

## 54%

HAVE GIVEN FOR 10+ YEARS



Paige Green

## 1,640

ACRES OF NEW LAND PROTECTED



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*Local businesses play* an important role in protecting Marin's farmland. MALT would like to thank the following companies for the support they gave over the past year.

*"Brooke and I are inspired by the mission of MALT. We are a local, Marin based coffee company that relies on local farmers for organic milk for our coffee bars. We also own our own coffee farm in Panama. We know first hand the importance of protecting precious farmlands for current and future generations, and into perpetuity."*

~ Helen Russell and Brooke McDonnell,  
Equator Coffees & Teas



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*"We support MALT because MALT supports agriculture."*

~ Bob Falco and Dan Figone,  
Hunt & Behrens, Inc.

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*These farms and ranches sell direct to people and markets in our community.*



## Andante Dairy at Volpi Ranch

**FARMER:** Dairy owners:  
John A. & John W. Volpi,  
Cheesemaker: Soyoung Scanlan

**PRODUCT:** Small batch  
farmstead cheese

**WHERE TO BUY:** For info visit  
[www.andantedairy.com](http://www.andantedairy.com)



## Point Reyes Farmstead Cheese Co.

**FARMER:** Bob Giacomini  
and family

**PRODUCT:** Farmstead cheese

**WHERE TO BUY:** For info visit  
[www.pointreyescheese.com](http://www.pointreyescheese.com)



**PRODUCTS:** Organic milk,  
yogurt and ice cream

**WHERE TO BUY:** Widely  
available in the Bay Area.  
For info visit  
[www.strauscreamery.com](http://www.strauscreamery.com)



## Barinaga Ranch

**FARMER:** Marcia Barinaga



**PRODUCTS:** Farmstead  
sheep's milk cheese, lamb  
and wool products

**WHERE TO BUY:** For info and  
to order direct from the ranch at  
[www.barinagaranch.com](http://www.barinagaranch.com)



## Toluma Farms

**FARMER:** Tamara Hicks and  
David Jablons

**PRODUCTS:** Farmstead goat and  
mixed cheeses

**WHERE TO BUY:** For info visit  
[www.tolumafarms.com](http://www.tolumafarms.com)



## Dolcini's Red Hill Ranch

**FARMER:** Siblings Kitty and  
Doug Dolcini



**PRODUCTS:** Grass fed beef  
and eggs

**WHERE TO BUY:** County Line  
Harvest produce and Dolcini  
Ranch eggs and beef are available  
at the ranch's farmstand on Point  
Reyes-Petaluma Rd. Beef can also  
be ordered by contacting Doug at  
[dolcineranching@gmail.com](mailto:dolcineranching@gmail.com)



## Cow Track Ranch

**FARMER:** Liz Daniels

**PRODUCTS:** Organic vegeta-  
bles, wine grapes, nursery crops  
and lavender products

**WHERE TO BUY:** For info  
and to order online visit  
[www.cowtrack.net](http://www.cowtrack.net)



## Stemple Creek Ranch

**FARMER:** Loren and Lisa Poncia



**PRODUCTS:** Grass fed beef  
and lamb

**WHERE TO BUY:** For info and  
to order direct from the ranch at  
[www.stemplecreek.com](http://www.stemplecreek.com)



## Pozzi Ranch

**FARMER:** Joe Pozzi



**PRODUCTS:** Grass fed beef,  
lamb and wool products

**WHERE TO BUY:** Order online  
at [www.pozziranch.net](http://www.pozziranch.net). Also  
available at select Bay Area  
Whole Foods Markets



## Fallon Hills Ranch

**FARMER:** Siblings Shannon,  
Kevin and Brian



**PRODUCTS:** Grass fed beef  
and lamb

**WHERE TO BUY:** Order direct  
from the ranch and find out where  
to buy at [www.fallonhills.com](http://www.fallonhills.com)



## Black Mountain Ranch

**FARMER:** Dave Osborn and  
Mike Giamona

**PRODUCT:** Grass fed beef

**WHERE TO BUY:** Order  
direct from the ranch at  
[blackmountainbeef@yahoo.com](mailto:blackmountainbeef@yahoo.com)



## Chileno Valley Ranch

**FARMER:** Mike and Sally Gale



**PRODUCTS:** Grass fed beef,  
eggs, heirloom apples and barn  
for events



**WHERE TO BUY:** Order beef  
and other products online at  
[www.chilenobnb.com](http://www.chilenobnb.com). Ranch  
hosts u-pick Sundays in the fall  
and special events year-round



## Marin Roots Farm at Volpi Ranch

**FARMER:** Jesse Kuhn

**PRODUCT:** Organic vegetables

**WHERE TO BUY:** Available  
at local farmers' markets and  
restaurants. For info visit [www.marinrootsfarm.wordpress.com](http://www.marinrootsfarm.wordpress.com)



## Allstar Organics at Lafranchi Ranch

**FARMER:** Marty Jacobson &  
Janet Brown

**PRODUCTS:** Organic produce,  
handmade herbal salts and sugars

**WHERE TO BUY:** For info visit  
[www.allstarorganics.com](http://www.allstarorganics.com)



## Barboni Ranch

**FARMER:** Bill Barboni



**PRODUCTS:** Grass fed beef  
and lamb

**WHERE TO BUY:** Available at  
Bay Area Whole Foods Markets



## Nicasio Valley Cheese Co.

**FARMER:** Scott and  
Rick Lafranchi

**PRODUCT:** Farmstead cheese

**WHERE TO BUY:** Available  
at the Lafranchi's cheese shop  
in Nicasio and online at  
[www.nicasiocheese.com](http://www.nicasiocheese.com)



## County Line Harvest at Dolcini's Red Hill Ranch

**FARMER:** David Retsky

**PRODUCT:** Organic produce

**WHERE TO BUY:** For info visit  
[www.countylineharvest.com](http://www.countylineharvest.com)



## Stubbs Vineyard

**FARMER:** Tom and Mary Stubbs

**PRODUCT:** Wine

**WHERE TO BUY:** Tomales  
Bay Food Company and online at  
[www.stubbsvineyard.com](http://www.stubbsvineyard.com)



## Straus Family Creamery

**FARMER:** Albert and  
Jeanne Straus





Paige Green

## A BRIGHT FUTURE



Paige Green

### *Sixth generation* rancher

Marissa Thornton works side by side with her father, Gary Thornton, on their 1,013-acre sheep and cattle ranch. MALT protected the 160-year-old ranch in 2011, which helped the family take care of onerous estate taxes that could have forced them to sell it. It took a decade to protect this ranch, which would not have been possible without the generous support of MALT donors.

Today, the ranch is growing and its future is bright. It sells beef and lamb to markets such as Whole Foods. Protecting the ranch also enabled Marissa to restart its historic dairy. The dairy was closed after the family's herd needed to be sold to help pay the taxes.

Marissa began the painstaking process of modernizing the dairy building more than a year ago with the help of partners, including UC Cooperative Extension. Now that it is complete, Marissa has partnered with Bleating Heart's Seana Doughty and Dave Dalton to produce delicious sheep's milk cheese. This next generation dairy couldn't have happened without a community of supporters like you.



#### **Thornton Ranch, Bleating Heart**



**FARMER:** Gary and daughter Marissa Thornton



**PRODUCTS:** Beef, lamb and sheep's milk cheese

**WHERE TO BUY:** Meat at select farmers' markets and Whole Foods Markets. Cheese at [www.bleatingheart.com](http://www.bleatingheart.com)

## 2012-2013 BOARD OF DIRECTORS

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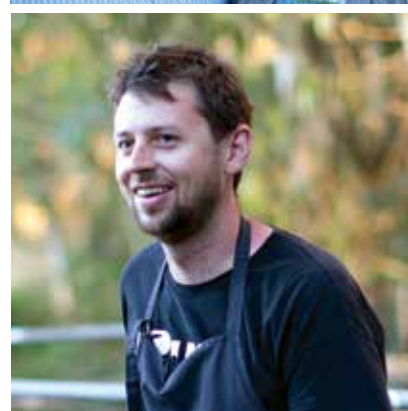
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Marin Agricultural  
Land Trust

*Marin Agricultural Land Trust* is a member-supported, nonprofit organization created in 1980 by a coalition of ranchers and environmentalists to permanently preserve Marin County farmland. Some of the Bay Area's most highly acclaimed dairy products and organic crops are produced on farmland protected by MALT agricultural conservation easements, which total more than 45,000 acres on 72 family farms and ranches.

For information about Marin's working farms and ranches and the food they produce, visit [malt.org](http://malt.org).



Photos: Paige Green, Rob Brodman, Paolo Vescia, Michael Woolsey, Autumn Fuentes, Deb Wilson and Erin Wrightsman