

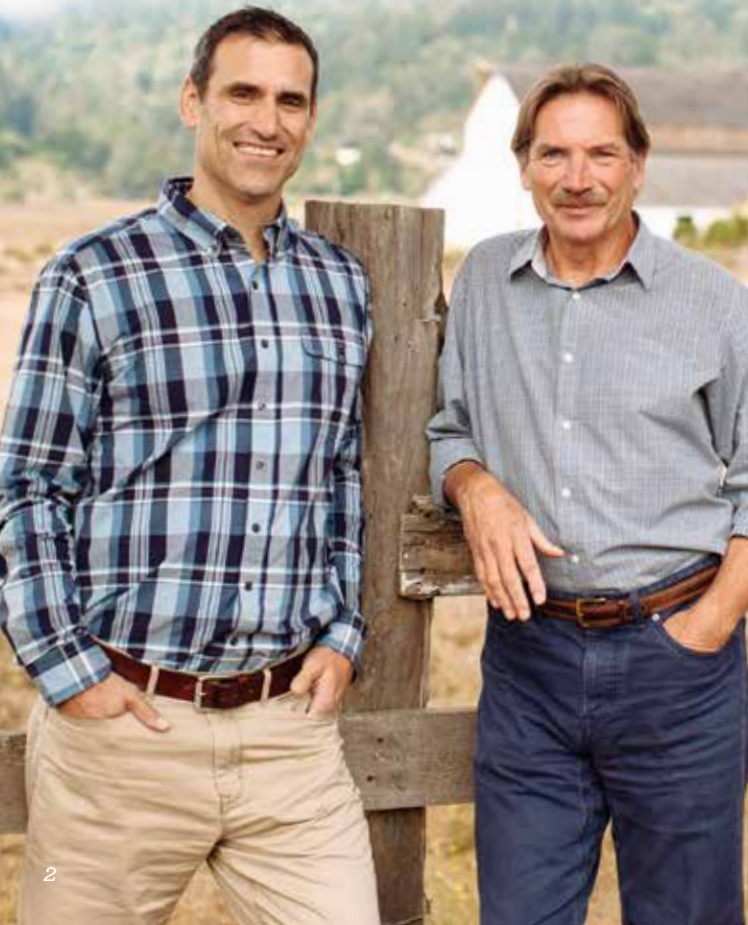


2014–2015 ANNUAL REPORT

Protecting the Beauty and Bounty of Marin Farmland



Dear Members and Friends,



With your support, the year that ended June 30, 2015, was immensely successful for MALT and the farmland we're dedicated to protecting.

First up was Thacher Ranch at the northwest end of Chilen Valley, 623 acres inhabited by sheep, cattle and wildlife. Owner Will Thacher's father bought the ranch in the 1960s, and it was his great wish that it be protected forever with a MALT easement. With help from our donors and voter-approved Measure A, now known as the Marin County Farmland Preservation Program, MALT fulfilled that wish in September 2014.

MALT staff worked through the fall to save Millerton Creek Ranch, an 864-acre gem just north of Point Reyes Station overlooking Tomales Bay. MALT seized an opportunity to buy it from a developer with a low-interest loan from a private foundation. Safe for the moment from division or estate development, much remains to be done to protect this ranch forever with a conservation easement.

Rounding out a busy fall, in late November MALT protected Paradise Valley Ranch in Bolinas, home to one of the oldest certified organic farms on the West Coast. Its 239 acres, owned by the Martinelli family, nurture not just organic beans and pumpkins, but also coho salmon and steelhead trout. MALT could not have protected this ranch without support from MALT donors, the Bolinas community and the generous donation of more than half the easement value by the Martinelli family.

Then came a first for MALT—and a first for land trusts across the country. With the acquisition of Mandatory Agricultural Use (MAU) amendments on two MALT-protected ranches, Poncia Ranch and Barinaga Ranch, MALT became the first land trust in the country with a program to both include MAU in new easements and systematically amend older easements with MAU—ensuring continued farming on protected land.

We're fulfilling MALT's promise—to our donors, Marin's farmers and ranchers, and the Bay Area community that enjoys Marin's beauty and bounty—that this land will be protected for farming for generations to come. It's a foundation upon which our farmers and ranchers have built successful businesses. As one measure of this success, the latest crop report for Marin County shows a historic high in gross agricultural income (\$101 million) in 2014, a remarkable 19 percent jump over 2013 and the fifth consecutive year of growth.

MALT is proud to be an integral part of this strong agricultural community. And we're proud to share our successes with and give thanks to you, the donors who make it all possible.

Sincerely,

A handwritten signature in black ink, appearing to read 'J. Watts'.

Jamison Watts
Executive Director

A handwritten signature in black ink, appearing to read 'C. Kelly'.

Chris Kelly
Chair, MALT Board of Directors



Protected: Fallon Ranch

186 acres, Tomales

In September 2015, the first quarter of the new fiscal year, MALT protected Fallon Ranch, a 186-acre swath of coastal pasture near Tomales. Dairy cattle graze the ranch's gentle, grassy hills, while organic tomatoes, squash and potatoes grow row by row in fertile soil. Scott Murphy put roots down on the ranch in 1979 and currently leases most of its certified organic farmland and pastures to other local producers, including Petaluma Creamery and Little Organic Farm.

Downstream Benefits

A bright ribbon of green announces Stemple Creek's meandering passage through Fallon Ranch on its way to the Pacific Ocean at the Estero de San Antonio. The estero is protected as part of the Greater Farallones National Marine Sanctuary, one of the most diverse and bountiful marine environments in the world. Scott has fenced and planted trees along the entire length of Stemple Creek through his property, keeping cattle out of sensitive fish and wildlife habitat along its banks. Since it was fenced and replanted, the

willow-shaded stretch of stream through Fallon Ranch has seen the return of 20 different bird species, an indication of the restoration's success.

A Ranch at Risk

Small ranches in scenic enclaves like Tomales are at high risk for development as the market for country estates heats up throughout the Bay Area. Fallon Ranch, accessible from two main roads and already divided into two legal parcels, was especially vulnerable.

Anne Murphy, who co-owned the ranch with Scott, is moving out of the area and needed to sell her half of the ranch. But neither of them wanted to see the ranch split up. Had that happened, it's not likely Scott would have been able to maintain a financially viable operation on the acreage that remained in his ownership. Marin County could have lost 186 acres of vitally important farmland, along with the measureless benefits of Scott's careful stewardship and expert knowledge of his land.

"Fallon Ranch is not large, but its location—on the banks of a significant creek and near a 9,800-acre block of MALT-protected land—makes it a valuable piece of Marin's agricultural landscape. We're thrilled that this special place will remain farmland forever."

Protected Forever

Instead, with generous support from our donors and grants from Marin County and the USDA Natural Resources Conservation Service, MALT was able to step in and save Fallon Ranch. Proceeds from the sale of a MALT easement will enable Scott to buy Anne's half of the ranch, consolidate ownership, and keep its fields and pastures in production.

"Fallon Ranch is not large, but its location—on the banks of a significant creek and near a 9,800-acre block of MALT-protected land—makes it a valuable piece of Marin's agricultural landscape," said MALT Executive Director Jamison Watts. "We're thrilled that this special place will remain farmland forever."

2014–2015 Financial Report

Marin Agricultural Land Trust is pleased to report another successful year for both land protection and fundraising. In the 2014–2015 fiscal year MALT acquired easements on 862 acres of farmland and two Mandatory Agricultural Use (MAU) amendments further protecting 1,152 acres. MALT also entered into a structured land purchase to hold 864 acres temporarily. In addition, MALT monitored 72 existing easements, conducted four site evaluations, prepared two baseline reports for new easements, and updated two baseline reports for MAU amendments.

The fiscal year that ended June 30, 2015, was another strong fundraising year. Unrestricted operating contributions were over \$2 million, in addition to nearly \$600,000 raised from the private sector specifically for easement acquisitions. During the year, MALT also recognized a bequest in the amount of \$6.15 million from the estate of Stephen Ball.

REVENUE: Total revenue of \$11.4 million was up by \$8.1 million from last year, driven primarily by the \$6.15 million bequest and nearly \$2.6 million in public funding granted to MALT to acquire two agricultural conservation easements this year.

EXPENSES: Total expenses of \$6.8 million represent an increase of almost \$4.7 million from last year. Whereas no conservation easements were purchased during the fiscal year ended June 30, 2014, MALT acquired two conservation easements in 2014–2015 for a total cost of \$4.4 million, plus an MAU for \$69,000. Other program, fundraising and general administrative expenses were up 9 percent from the prior fiscal year, due primarily to increased Stewardship Assistance Program funding and the full-year impact of staff positions filled midyear 2013–2014.

NET ASSETS: MALT ended the year with almost \$18.7 million in net assets, an increase of \$4.7 million from last fiscal year. This increase is primarily due to the \$6.15 million bequest. MALT used \$2 million of funds raised in prior years to acquire two agricultural easements this year. In addition, MALT acquired fee title on Millerton Creek Ranch. This purchase was financed with a low-interest loan of \$3.9 million, along with \$700,000 from MALT's donors and \$700,000 from the present tenants and contracted future owners.

In its 35th year of operation, MALT continues to be a healthy, financially stable organization, thanks to the support of its members and public agency partners. MALT is in an excellent position to continue and expand its work to protect Marin farmland in perpetuity. The amounts presented on the opposite page are derived from MALT's audited financial statements for the year ended June 30, 2015. Copies of the audited report are available upon request.



Stacey Witchel
Director of Finance
and Administration



Neil Rudolph
Treasurer, MALT
Board of Directors

Statement of Financial Condition *as of June 30, 2015*

ASSETS

Current assets—cash and cash equivalents	\$ 1,804,639
Current assets—bequest receivable	6,150,000
Current assets—other	219,409
Property, land and equipment, net of depreciation	1,347,908
Land held temporarily	5,300,000
Other noncurrent assets	427,270
Unrestricted investments held for long term	2,710,784
Restricted endowment investments	4,968,353
Investments and pledges restricted for conservation projects	664,938

TOTAL ASSETS **\$ 23,593,301**

LIABILITIES and NET ASSETS

LIABILITIES:

Accounts payable and accrued expenses	\$ 335,345
Long-term liabilities	4,597,500
TOTAL LIABILITIES	\$ 4,932,845

NET ASSETS:

Unrestricted	\$ 4,590,425*
Temporarily restricted	9,101,678
Permanently restricted	4,968,353
TOTAL NET ASSETS	\$ 18,660,456

TOTAL LIABILITIES AND NET ASSETS **\$ 23,593,301**

**Unrestricted net assets are broken down as follows:*

Operating, including \$1,320,019 of building and facilities	\$ 1,985,956
Easement acquisition fund	1,722,800
Board designated endowment	881,669

TOTAL UNRESTRICTED NET ASSETS **\$ 4,590,425**

Summary of Activity and Changes in Net Assets

REVENUE and ADDITIONS TO NET ASSETS

Contributions	\$ 8,750,868
Government grants	2,577,000
Program revenue and other	103,306

TOTAL REVENUE AND ADDITIONS TO NET ASSETS **\$ 11,431,174**

EXPENSES

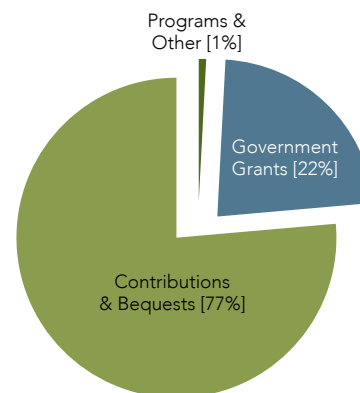
Purchase of conservation easements	\$ 4,482,199
Other program expenses	<u>1,062,885</u>
Fundraising	796,949
Management and support services	504,493

TOTAL EXPENSES **\$ 6,846,526**

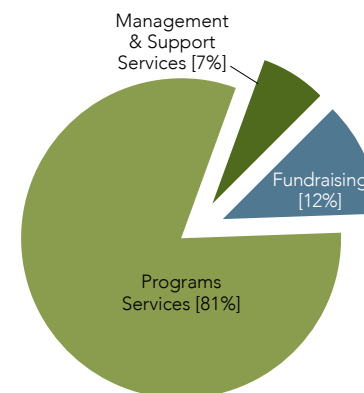
CHANGE IN NET ASSETS FROM OPERATING ACTIVITIES	\$ 4,584,648
Investment return	\$ 103,079

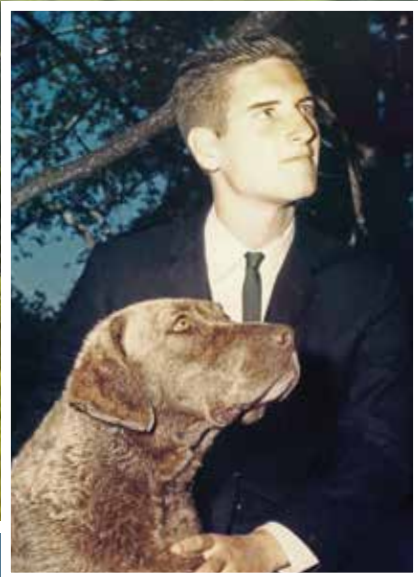
CHANGE IN NET ASSETS **\$4,687,727**

REVENUE BY CATEGORY



EXPENSES BY CATEGORY





A Gift for the Land

St. Helena Man Leaves More Than \$6 Million to MALT

Stephen S. Ball grew up on a ranch in Alamo, Calif., surrounded by his family's dairy cows, pigs, chickens and walnut orchard, and within easy reach of Mount Diablo, a place he loved to hike.

When Stephen died in April 2014 at the age of 69, he left a legacy that reflected those early years: bequests to 16 charitable organizations, among them groups focused on land conservation, natural resource protection and animal welfare.

To MALT he left a gift of \$6.15 million, the largest cash gift that the organization

has ever received. Stephen's bequest will enable MALT to significantly step up efforts to protect at-risk farm and ranch land in Marin County.

Both Stephen's father and grandfather were highway and heavy construction pioneers, building California's infrastructure of freeways, aqueducts, bridges and public transit facilities. But his time on the family ranch and exploring wilderness areas convinced him that open spaces should be preserved where practical, and that historical land uses, like agriculture, should be respected and supported.



Stephen Ball's sister, Susan Syar.

"Steve really understood the value of protecting nature," said his sister, Susan Syar. "He wasn't one to think you should be filling the land with commercial enterprise, but instead should save some."

A quiet and gentle man, Stephen lived by himself in St. Helena, surrounded by trees and wildlife. Rather than entering the family construction business, he started investing in the stock market. He quietly built a fortune and

generously distributed it to causes he was passionate about.

"He didn't want to leave a legacy or be celebrated with bells and whistles," explained Susan. "He wanted his money to go to the missions of the organizations he gave to, so that all of his money would be used to take care of nature and the land."

In this spirit, MALT will use Stephen's bequest to save more of Marin's farms and ranches from development, ensuring their continued use for agriculture and helping preserve each property's unique natural resources and wildlife habitat.

"He would be pleased to see this land protected by MALT so families can continue to work the land while preserving it. He would rather see open space than development." –Susan Syar, sister of Stephen Ball

His gift comes at a critical time for MALT and Marin farmland, providing capital as the per-acre cost of protecting land here skyrockets. "With this bequest, MALT will not only be able to protect more acres and more family farms, we'll also have funds to support MALT's ongoing stewardship of every acre of land we already protect, and to help farmers and ranchers innovate and adapt so

they can build and sustain their businesses," said MALT Executive Director Jamison Watts.

"He would be pleased to see this land protected by MALT so families can continue to work the land while preserving it," said Susan. "He would rather see open space than development."

Thanks to Stephen's generous bequest, more of Marin's rolling hills, wide open views, pastures and the animals that call this place home will continue to thrive. It's a peaceful legacy befitting his life.

"When we were cleaning Steve's house near St. Helena after he passed, I had a few workmen there, and as soon as they sat on his patio and opened their lunches, all these birds flew down," related Susan. "They told me, 'Obviously your brother was feeding the birds!' I can just imagine him sitting there, drinking his coffee and feeding the birds in the mornings."

In addition to his sister Susan Syar, Stephen Ball is survived by two brothers, Nate and Dennis, and sister Marsha Ball.





Hats Off for Your Support!

Tour de MALT riders roll past Marin dairy cattle.

Whether you joined MALT for the first time this year or have been a member since our early days, whether your support came in the form of dollars, time, expertise or food, *thank you*. On every protected farm and ranch, at every event showcasing Marin's beautiful and productive land, you stand beside MALT and the farmers and ranchers who care for this land.

All donors listed on the following pages gave to MALT during the last fiscal year, July 1, 2014, to June 30, 2015. Each and every gift, no matter the size, helps MALT protect more of the farmland you love, forever.



Volunteers Kamala Friedman and Jennifer Omholt.

MALT Volunteers

Thank you to the dedicated volunteers who devote many hours to MALT's Hikes, Tours and Tastings program, special events, office work and much more.

Beni Agoustari	Pat Burns	Adi Girroir	Jane Lyon	June Purpura	Laine Sprague
Jessica Andrews	Nancy L. Chaffin	Carol Golden	Christine Malone	Diane Rehn	Mary Jean Stavish
Virginia Babasa	Bob Davisson	Sherry Green	Nancy McKlveen	Andrew Riesenfeld	Robert Steinberg
Richard Beckman	Adam Dawson	Carol Haggerty	Tom McKlveen	Lynn A. Ross	Carol Sweeney-Wallace
Jan Blackford	Susan M. Dollberg	Jan Heglund	Julie Mikos	Pam Rothenberg	Gail Truman
Linda L. Blackwood	Sue Evans	Linda Herman	Richard Moore	Joanne Saunders	Alice Wallace
Charlotte Boesel	Kamala Friedman	Muniera Kadrie	Susan Moore	Dennis Scully	Elizabeth A. Wright
Esta Brand	Susan Galbraith	Beth Koelker	Jennifer Omholt	Leila Sharifi	Deborah Zierten
Ann Brenner	Marilyn Geary	Joan Lamphier	Allison Puglisi	Lydia Sharifi	

Farms and Ranches

Thank you to the farmers and ranchers who welcomed MALT event guests and Ranches & Rolling Hills artists on their land.

Barinaga Ranch, Marcia Barinaga & Corey Goodman	Millerton Creek Ranch, Mike Giammona & Andrew Zlot	Spaletta Ranch, Jim Spaletta
Bob Burbank Ranch, Bob Burbank	Moore Ranch, Jim & Margaret Moore and Rich Gallagher	Spirit Rock, John Griffith
Chileno Valley Ranch, Mike & Sally Gale	Moretti Family Dairy, Mike & Monique Moretti	Stemple Creek Ranch & Poncia Ranch, Loren & Lisa Poncia and Al & Cathie Poncia
Corda Ranch, Fred & Nettie Corda	Nicasio Native Grass Ranch, John Wick & Peggy Rathmann	Straus Home Ranch, Vivien Straus & Michael Straus
Cow Track Ranch, Liz & Bruce Daniels	Nicasio Valley Cheese Co., Rick Lafranchi, Randy Lafranchi & Scott Lafranchi	Stubbs Vineyard, Tom & Mary Stubbs
Erickson Ranch, Lee & Janeann Erickson	Nicasio Valley Farms & Lafranchi Dairy, Randy & Lynette Lafranchi	Thacher Ranch, Will Thacher
Fallon Ranch, Anne Murphy	Panfiglio Ranch, Joe Panfiglio	Thomas Ielmorini Ranch, Tom & Claudia Ielmorini
Fresh Run Farm & Paradise Valley Ranch, The Martinelli Family	Point Reyes Farmstead Cheese Co., Bob Giacomini, Lynn Giacomini Stray & Jill Giacomini Basch	Thornton Ranch, Gary Thornton & Marissa Thornton
Grossi Ranch, Ralph Grossi	Red Hill Ranch, Kitty Dolcini & Doug Dolcini	Tocalino/Gause Ranch, Jerry & Cleo Gause
Ielmorini Ranch, Doug & Cathy Ielmorini	S/2 Ranch, The Stevens Family	Toluma Farms, David Jablons & Tamara Hicks
Jensen Ranch, Bill & Eileen Jensen		Walker Creek Ranch, George Stratman
Leiss Ranch, Nancy Chaffin & Betty Nunes		Zimmerman Ranch, Bill Zimmerman
Marshall Home Ranch and Dairy, Marissa Thornton		

Experts, Educators and Venues

Thank you to the chefs, cheesemakers, winemakers, educators and venue owners who shared their time and talent through MALT's outreach programs.

Andrea Giuliani, Chef, Piazza d'Angelo	Dr. Michael Whitt
Hungry Owl Project	John Wick & Jeff Creque, Marin Carbon Project
Jewish Community Center of San Francisco	Alison Young & Rebecca Johnson, California Academy of Sciences
Justice Grace Vineyard, Eric Cohen	Erik Young, University of Washington
Donato Scotti, Restaurateur, Desco,	
Donato Enoteca & La Strada	
Doreen Smith, Botanist	

Ranches & Rolling Hills Artists

Thank you to the artists who contributed original works depicting Marin farmland for MALT's Ranches & Rolling Hills Landscape Art Show and Sale.

Chris Adessa	Kristen Garneau	Richard Lindenberg	Gary D. Smith
Krystal Allen	Susan Hall	Manny Lopez	J. Thomas Soltesz
Leslie Allen	Whitney Brooks	Bruce Mitchell	Robert Gantt Steele
Nanette Biers	Hansen	William Mitchell	Nancy Stein
Martha Borge	Jeremy Harper	Carol Peek	Arturo Tello
Christin Coy	Tim Horn	Ane Carla Rovetta	Millicent Tomkins
William B. Dewey	Ray Hunter	Richard Schloss	Ward Walkup
Michael Drury	Larry Iwerks	Wendy Schwartz	Thomas Wood
Jon Francis	Paul Kratter	Suzanne Siminger	
	Jeanette Le Grue		

MALT Donors *July 1, 2014 – June 30, 2015*

VISIONARY GIFTS

(\$50,000 OR MORE)

Anonymous (4)

Marcia Barinaga &
Corey Goodman

Bingham, Osborne &
Scarborough Foundation

Marilyn Burns & Jeffrey Sellon *

Charlie Faber &
Lorraine Gervais-Faber

Faber Family Fund **

Fidelity Investments Charitable
Gift Fund

Carolyn & Larry Lewis

Marin Community Foundation

The Justine Miner Trust

The Schow Foundation *

Schwab Charitable Fund

Gail Seneca & Harold Nathan *

Vanguard Charitable
Endowment Program

(\$20,000–\$49,999)

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Bingham Kearns
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Stephanie DiMarco & Jim Harleen

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EarthShare of California

Ellen Fair

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The Leestma Family Foundation

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Deborah & Robert McNeil *

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John B. & Lucretia T. Sias *

Harvey L. Sorensen &
Maud C. Sorensen Foundation *

Kimbel J. & Debra J. Stuart Fund *

sunshine polka-dot foundation

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Lois & Melvin Tukman *

Amy & Kirby Wilcox

Ted & Lisa Williams **

Jerry J. Wilson Memorial
Foundation *

Patty & Jack Wright Foundation

BENEFACTOR

(\$1,000–\$4,999)

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Barbara Andersen *

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Andrea & Doug, Lindsay &
Ben/The Apatow Family **

Ayco Charitable Foundation

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William Downing Fund *

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Bishop Pine Fund **

Garth W. Bixler & Steven Barclay

BlackRock Matching Gift Program

Bill & Patty Blanton Fund

GUARDIAN

(\$10,000–\$19,999)

Anonymous (5)

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Hadley & Ethan Dettmer

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Gilbert-Wroten Fund *

Guillot Wilson Family Fund

Ms. Lynne L. Heinrich &
Dr. Dwight Jaffee *

JEC Foundation *

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The Schauble Family Foundation

Schrader-Robertson
Family Fund **

Andrew Thompson &
Rebecca Spring *

Bill & Diane Zuendt *

STEWARD

(\$5,000–\$9,999)

Deborah & Arthur Ablin
Family Fund **

In Memory SHARON DOUGHTY

Marin's ranching community lost a dear friend in Sharon Mendoza Doughty, who passed away in November 2014. Raised on her family's ranch on the Point Reyes Peninsula, Sharon was a successful dairy farmer, owner of Point Reyes Vineyards, an ardent conservationist and a dedicated teacher. She served four years on MALT's board of directors, including two terms as president. MALT has gratefully accepted more than \$2,500 in memory of Sharon, a lasting legacy for an outstanding member of our community.

* Donors to MALT for 10-19 years ** Donors to MALT for 20 years or more

MALT Donors *July 1, 2014 – June 30, 2015*

Bliss Fund
Barbara Boucke *
Pamela Braswell & Margaret Nettles
Ann & Paul Brenner *
W.D. Brewer *
Stuart & Jean Brown **
Wendy Buchen **
Mike & Elizabeth Buckley **
Arlene Buechert
Annie & Ken Bugher
Priscilla & Michael Bull **
Kathleen J. Burke & Ralph Davis *
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Jan & Ray Capper *
Casey Family Foundation
Sheila Caulwell **
Joseph & Susan Cerny **
Constance E. Chesnut *
Chevron Matching Gift Program
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Yvon Chouinard *
Jack & Merilou Clapper *
Wayne Clark **
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Crawford & Jess Cooley **
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Cornell Family Charitable Fund *
Alice Corning *
John Crary & Barbara Whiteside Crary
Mary A. Crocker Trust
Timothy Culler & Ellen Bermingham

Michael G. Cunningham Family Fund
Mr. William Dagley & Ms. Edith Dagley
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Peter J. Davis *
Richard M. Davis Fund **
Thomas Davis & Marden Plant *
Allison & Michael Delman



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Carole Ely

Gaia Fund *
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Ned & Laura Klingelhofer
The Paul H. Klingenstein & Kathleen R. Bole Family Fund
Robert & Karen Kustel
Rick & Debby Lafranchi *
Michael D. Lagios, M.D. & Sheila E. Concannon **
Robert Lane & Tom Cantrell
Andrea Langenberg, M.D. & Lyle Shlager, M.D.
Sarah Mathews Legge Trust Fund *
Lillian Lessler
Stephen & Mimi Lewis **

“My grandmother grew up on a dairy farm in rural Minnesota, so I have always appreciated the incredible dedication it takes to be a rancher. It is even more challenging in Marin with all the development pressures spilling from the city. I can’t think of a better use of money and time than helping MALT preserve agriculture in our backyard.”

~Joe Gillach, Legacy Giving Circle member and MALT member since 1998, Belvedere

Carol Dimeling, M.D. & Timothy Gee, M.D. **
George Dirkes & Gail Stern **
Bruce Dodge
Dolby Match Program
Ronald Dorp & April Eya
Doug Dossey & Kathrin Dellago
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David & Terry Griffiths *
The Griffiths Family Charitable Fund **
Maureen Groper **

MALT Donors July 1, 2014 – June 30, 2014

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 Alex & Kristin Livingston
 T. Dixon Long &
 Springcreek Foundation **
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~Lois Tukman,

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~Sabine Bergmann and Sean Kasmir, New MALT Members and Farmland Forever Circle monthly donors, Berkeley

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In Memory ROANE SIAS

MALT gratefully honors the life of Roane Sias, who passed away in May at age 92. Roane was a decorated World War II hero who twice escaped German captors, as well as a lifelong Marin resident. He had been a MALT member since 1985, and after his death friends and family donated nearly \$14,000 to the organization in his name. Roane's widow, Clare Wheeler Sias, shared, "The sections of Marin County that MALT has been able to do such an exceptional job of preserving meant a great deal to Roane. As a boy growing up in the county he spent a good deal of time exploring interesting spots in West Marin. In the last few months of his life, we drove over many miles of back roads again. He enjoyed every drive we made!"

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"The ranches, farms and open spaces of West Marin reconnect me to my Midwestern rural roots and have for the past 35-plus years provided a welcome retreat for my family. Volunteering with MALT has provided me with new friendships, a sense of purpose and giving back, as well as another good reason to spend time with others in the area MALT has helped to preserve."

~Rich Moore, MALT volunteer and member, San Rafael

IN-KIND CONTRIBUTIONS (\$250 OR MORE)

Jodi Fedor, Zachary Walton &
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CORPORATE VISIONARY (\$20,000)

Straus Family Creamery

CORPORATE GUARDIAN (\$10,000–\$19,999)

Cowgirl Creamery *
Whole Foods Market **

CORPORATE STEWARD (\$5,000–\$9,999)

Clif Bar Family Foundation
Fentons Creamery
Pacific Gas & Electric Company
United Markets

CORPORATE CONSERVER (\$2,500–\$4,999)

Nutiva Nourish Foundation
Pam Ferrari Custom Catering *
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California's Artisan Cheese Festival
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edible Marin & Wine Country
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Farmstead Creamery
Vin Antico

CORPORATE CIRCLE SPOTLIGHT: STRAUS FAMILY CREAMERY



GOOD THINGS COME IN GLASS BOTTLES

The Straus family and MALT go way back. In 1980, dairy rancher Ellen Straus co-founded MALT, seeking to stem the tide of residential development that threatened to extinguish Marin's ranching way of life. Ellen, her husband, Bill, and their son Albert used proceeds from the sale of a MALT easement to stabilize their dairy and help create a succession plan. In 1994 Albert

launched Straus Family Creamery, the first certified organic dairy west of the Mississippi. Straus has always sold its organic milk in sturdy glass bottles, which customers can bring back to stores to be reused.

To mark Straus Family Creamery's 20th anniversary, the company made a major contribution to the future of Marin's farming community: For each bottle that Straus customers returned, Straus donated one penny to MALT's Save-an-Acre Project. From June 2014 to May 2015, shoppers turned in three million bottles, earning enough pennies to donate nearly \$30,000 to MALT and save 24 acres of Marin County farmland.

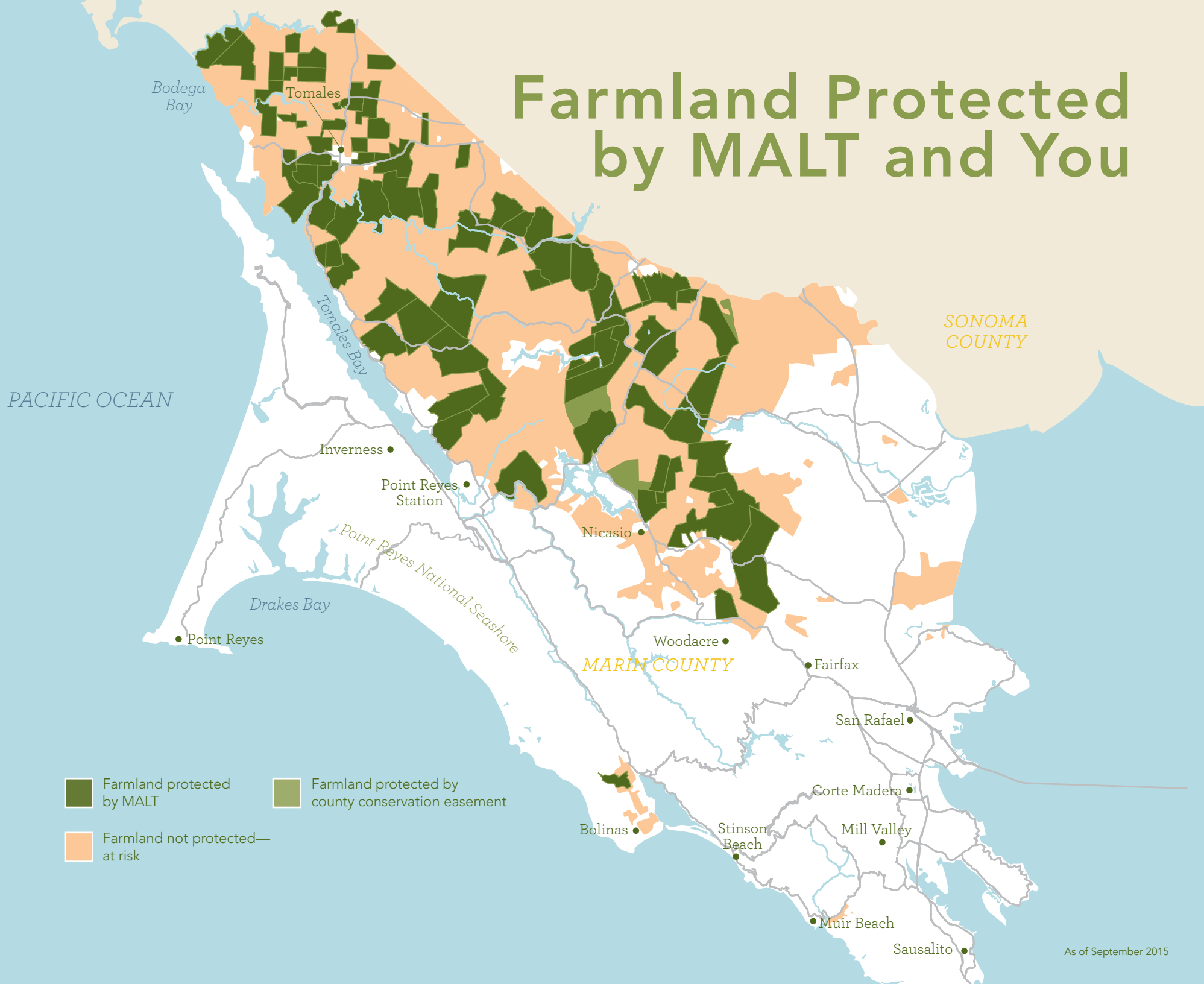
"Straus's mission is to sustain organic family dairy farms in Marin and Sonoma counties. MALT preserves the land, and that gives dairy farmers like us a place to build viable, sustainable businesses where farmers can thrive and care for the land, our animals and our community."

~Albert Straus, Founder of Straus Family Creamery

In preparing this report, we made every effort to ensure that it is accurate and complete. If there is an omission or error, please accept our apologies and notify the development department at (415) 663-1158 x312 or development@malt.org so we can correct our records. This report lists all gifts of \$250 or more received between July 1, 2014, and June 30, 2015. Gifts made after that date will be published in next year's report.

*Donors to MALT for 10-19 years ** Donors to MALT for 20 years or more

Farmland Protected by MALT and You



Marin Farms and Ranches by the Numbers

NEARLY HALF OF MARIN'S PRIVATE FARMLAND IS PROTECTED

76	family farms and ranches protected by MALT
47,854	acres preserved by MALT for agriculture
\$63.8	million in conservation easement payments made by MALT to farmers and ranchers since 1980

MARIN'S AGRICULTURAL ECONOMY IS GROWING

\$101	million in gross value of Marin agricultural production in 2014— an all-time record
19%	increase in Marin crop and livestock values from 2013 to 2014
5	consecutive years of growth

DRIVEN IN LARGE PART BY VALUE-ADDED PRODUCTS LIKE ORGANICS AND ARTISANAL CHEESE

86%	of Marin dairies are now organic
7	artisanal cheese companies use milk from MALT-protected land

THERE'S MORE TO BE DONE

>50%	of private Marin farmland is unprotected
\$3,500	to protect one acre of Marin farmland today, on average

OUR MISSION, OUR VISION

MALT's mission is to permanently protect Marin's agricultural land for agricultural use. Our vision for Marin is a thriving agricultural community in a healthy and diverse natural environment.

**THANK YOU FOR YOUR COMMITMENT TO PROTECTING MARIN'S FARMS
AND RANCHES.**

2014–2015

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Chileno Valley Ranch, protected by MALT since 2000.

Marin Agricultural Land Trust is a member-supported nonprofit organization created in 1980 by a coalition of ranchers and environmentalists to permanently protect Marin County farmland. Some of the Bay Area's most highly acclaimed meats, dairy products and organic crops are produced on farmland protected by MALT totaling nearly 48,000 acres on 76 family farms and ranches.

Learn more about Marin's working farms and the food they produce at www.malt.org.