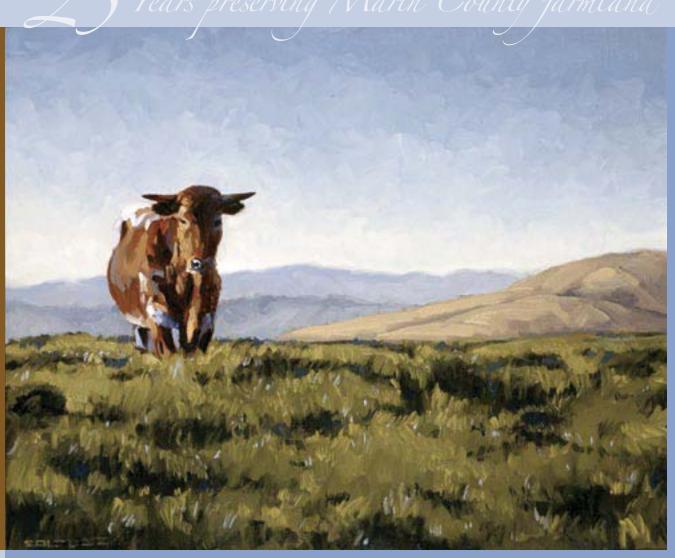
Marin Agricultural Land Trust



Year in Review 2004 - 2005

Dear members,

Twenty-five years ago, Ellen Straus and Phyllis Faber had a vision for the future of family farms in Marin County. The organization they created to realize their vision is Marin Agricultural Land Trust, the first agricultural land trust in the United States.

As MALT nears the end of its 25th anniversary year, we can be proud of what our founders envisioned and what we and our landowner and funding partners have accomplished: permanent protection of 38,000 acres, fully one-third of Marin's private agricultural land. MALT conservation easements eliminate the threat of subdivision and non-agricultural development on 57 family farms and ranches, forever. It doesn't take much imagination to envision what West Marin might look like today were it not for MALT.

However, threats to Marin farmland and agriculture persist; even after a quarter century of work, our job is not finished. Because of Marin's location on the edge of a metropolis of seven million people (and growing), and because of the extraordinary beauty of our coastal landscape, the market value of agricultural property continues to escalate—but not as farmland.

High land prices pose real hardships for families who want to transfer their farms and ranches from one generation to the next, or who need to buy out co-owners or partners. And these higher costs mean MALT must be effective in establishing relationships with both public funders and individual donors to achieve its mission.

I came to MALT almost 21 years ago. It has been my good fortune and extraordinary privilege to have the opportunity to know so many people who care about agriculture, and who work with MALT to save the farmland that is such a fundamental part of the character and quality of Marin County.

As we look to our next 25 years, we resolve to complete the vision set out by Ellen and Phyllis. With your continued help and support, and that of others we will need to recruit to our cause, I am confident we can finish the job. Thank you.

Robert Berner
Executive Director



To set sail on any body of water, you need three elements—a sturdy

craft, good experienced crew, and a strong sail.

As a 25-year-old organization, MALT is a vessel strong enough to continue far into the future. We have an excellent crew that's a wonderful combination of wisdom and experience combined with skills and energy, working as a team to take on the challenges before us.

But, of course, there is one ever-important element: the sail. It must be gentle and sensitive enough to catch the slightest breeze, or strong enough to withstand a gale-force wind. From a distance, a sail looks like one grand piece of material, but on closer examination, we see it is made up of numerous threads, woven from different directions, overlapping time and time again across the expanse of the fabric. That is where its strength is found.

That, too, is the way that our MALT board of directors was originally designed—a board made up of environmentalists, business men and women, and family farmers and ranchers. All of us come with different points of view; all of us share the mission of preserving Marin County farmland.

Thanks to the wisdom of our founders, our board is designed in this fashion. It is this design that has led to MALT's being recognized as the organization to emulate by other agricultural land trusts. This blueprint gives us respect and integrity to funders, as well.

The combination of a strong craft, great crew, and a well-designed sail has served us for the first 25 years and will serve us well as we sail into the future, into uncharted waters. Marin Agricultural Land Trust is a very strong organization, growing stronger with every member, donor, and volunteer. We welcome you aboard!

Sam Dolcini

Chair, Board of Directors

Preserving Marin

When faced with a significant financial need, landowners have the option of selling or developing their land. In Marin County, our family farmers and ranchers have another option: to sell an agricultural conservation easement to Marin Agricultural Land Trust.

During MALT's 25th year, three families chose this option, selling easements to MALT that permanently preserved 2,820 acres at a total cost of just over \$8 million. Over half of the necessary money needed to buy these easements was contributed by our funding partners; the other half came from members' donations to the Ellen Straus Farmland Preservation Fund.

In January, MALT purchased an easement on the 714-acre Giacomini Ranch, located on the east shore of Tomales Bay just north of Point Reyes Station and home to a family-run farmstead cheese operation that produces the award-winning Point Reyes Blue®. The State Coastal Conservancy continued its invaluable support of MALT through a \$750,000 grant toward the easement's \$1,850,000 appraised value. Our newest funding partner, the Gordon and Betty Moore Foundation, expressed its commitment to preserving Marin County farmland by investing \$1,110,000 in this easement.

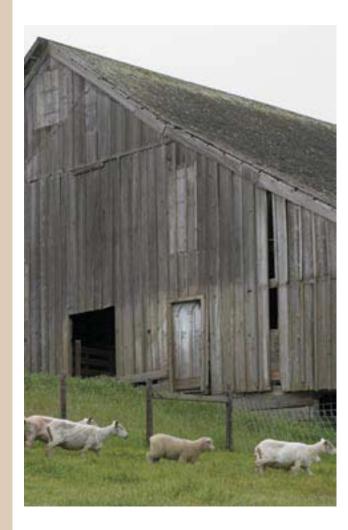
In April, MALT completed the Jacobsen Ranch project, protecting 981 acres of highly productive land in Chileno Valley. The landowner's grandson operates the ranch, running his J.G. Angus operation there and working to restore the mile of Chileno Creek coursing through the property. The Department of Conservation's California Farmland Conservancy Program, a steadfast supporter of MALT's efforts, contributed \$1,000,000 of the \$2,100,000 total easement cost, with the balance coming from the Straus Fund.

We completed our third project in May, paying the appraised value of \$4,131,000 for an easement on the 1,125-acre Pozzi Ranch with a \$1,450,000 grant from the State Coastal Conservancy and private contributions to the Straus Fund. The sale of an easement to MALT helped the Pozzi family purchase the ranch they had been leasing for many years. With spectacular frontage on Tomales Bay and Walker Creek, this property could have become an estate home site. Instead, it will remain in productive agriculture as the Pozzis continue their beef and sheep operation on the ranch they now own.

MALT could not offer a conservation option to local family farmers and ranchers without the generous support of our members and our private and public funding partners. As we move into our 26th year, we look forward to preserving the bounty of West Marin with you for many years to come.

—Aimee Crawford, Easement Program Manager

Conservation
easement
acquisition



COUNTY FARMLAND

While the conservation protections established in our easements are permanent, little else remains the same. Land ownership changes, agricultural markets ebb and flow, and weather can throw an ace at any time. Because these variables can significantly impact natural resources and agricultural productivity, MALT conducts a stewardship program that must remain as perpetual as the protections in our easements.

Monitoring protected farms and ranches annually is the foundation of the stewardship program and allows us to respond to ever-changing conditions and head off, or repair in some cases, significant impacts to the land. Landowners and agricultural operators, the people managing the land, are our partners in this venture and we do all we can to assist them.

Through a partnership with Marin Resource Conservation District, MALT has purchased a no-till drill and soil aerator that are available to local ranchers at reduced cost. With these tools, range condition can be improved with minimal disturbance to soils and established vegetation. This year, we are funding conservation projects, with help from public agency cost-share grants, on four protected ranches through our Stewardship Assistance Program. The projects, designed primarily to improve water and soil quality, include fencing streams to control livestock access and developing sources of water for animals in grasslands.

Our stewardship program, a model for many other organizations, has grown and developed along with our portfolio of protected properties. This year, a grant from the Gordon and Betty Moore Foundation allowed us to hire a Stewardship Assistant. With this additional support, we can better safeguard the natural and agricultural resources on MALT's easements and help our ranching partners respond to future challenges.

-Tony Nelson, Stewardship Coordinator

Ranchers and event hosts bring agriculture to life for the thousands of visitors who participate in our Hikes & Tours program: AllStar Organic, Janet Brown, Marty Jacobsen; Barboni Ranch, Bill Barboni; Black Mountain Ranch, Margaret Nobmann, Mike Giammona; Cerini Ranch; Corda Winery, Dave Corda, Jason Baker, Hank Corda; Cow Track Ranch, Liz & Bruce Daniels; Devil's Gulch Ranch, Mark & Myriam Pasternak; Doughty Dairy & Point Reyes Vineyard, Sharon & Steve Doughty, Jolynn Mendoza; Drakes Bay Hereford Ranch, Anne Murphy, Phyllis Faber; Fresh Run Farms, Peter Martinelli, Rich Gallagher; Gale Ranch and Bed and Breakfast, Sally & Mike Gale; Gary Giacomini; Grossi Ranch, Jim Grossi & family, Ralph Grossi; Historians, Dewey Livingston & Lois Parks; Hog Island Oyster Company, John Finger, Terry Sawyer, Michael Watchorn; Leo Ielmorini; Ielmorini Dairy, Doug Ielmorini; Ed & Ann Lafranchi Dairy & Nicasio Valley Farms, Mary & Randy Lafranchi; Lynette Pareglio; Laurel Dell School, Lisa Hanley & students; Leiss Ranch, Gladys Leiss, Betty Nunes; Little Organic Farm, David Little; Lunny Ranch & Drakes Bay Foods, Kevin Lunny; Marin Roots Farm, Jess Kuhn; Marin Sun Farms, Dave Evans; McEvoy Olive Ranch, Nan McEvoy, Shari de Joseph, Eliza Fisher, Jill Lee, Jeff Creque; Mitchell Ranch, John Mitchell & Bill Jensen; Mt. Barnaby Farms, Diane Matthew; Parks/Presser Ranch, Jorge Presser; Poncia Ranch, Al & Loren Poncia; Sartori Farm, Russ Sartori; Spirit Rock Meditation Center, Wes Nisker; Star Route Farms, Warren Weber and Doug Gallagher; Straus Family Dairy and Creamery, Albert Straus, Maya Elmer and Julian Kayne; Stubbs Vineyards, Tom & Mary Stubbs; Michael Whitt; David Wimpheimer; Windrush Farms, Mimi Lueberman; UCCE; Steve Quirt

Partners in Education help MALT reach out to the community about the importance of local agriculture: Marin Conservation Corps; The Nicasio, Olema, Novato, Point Reyes & San Rafael 4H Clubs; Marin County Farm Bureau; Marin Wine Growers Association; Nicasio School; Environmental Education Council of Marin; Marin Food Systems Project; Marin County Office of Education; Marin Organic; The Bay Institute; Slide Ranch; Walker Creek Ranch; University of California Cooperative Extension; Nicasio Historical Society; College of Marin; Nicasio Fire Department; Larry Bain, Acme Chophouse

Conservation
easement
stewardship

Outreach
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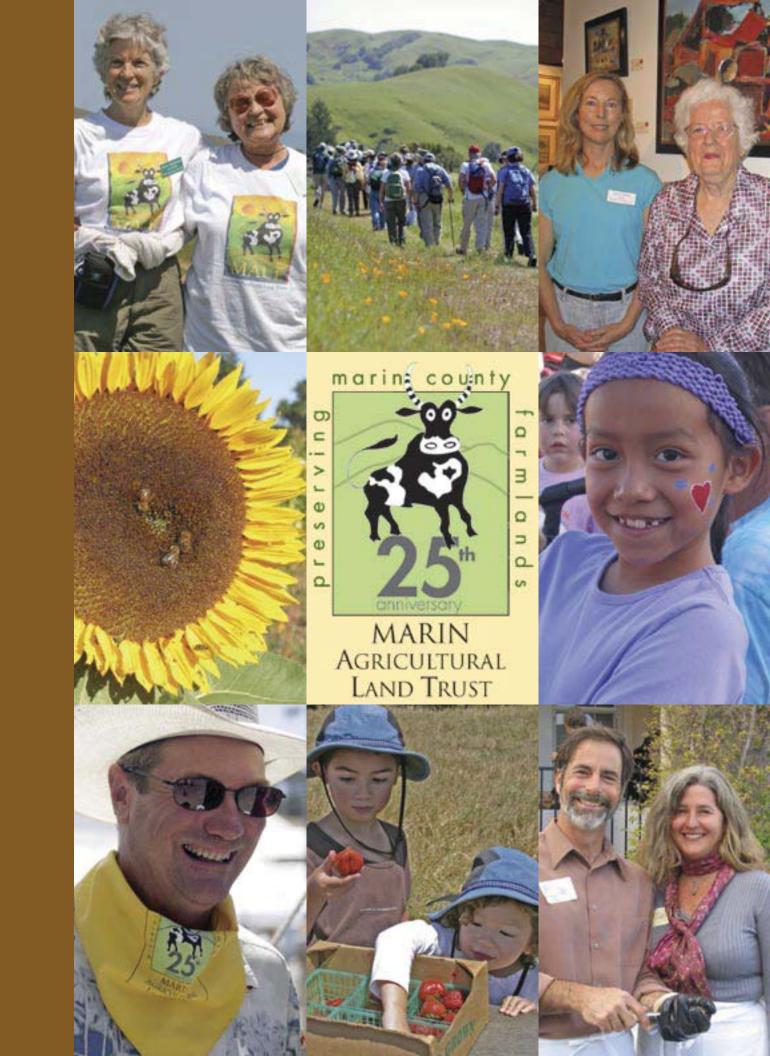
We believe that to preserve our farmland in active agriculture and to keep it healthy and productive for generations to come, we must also preserve peoples' connections to the land. This means educating communities about the social, environmental, and scenic values enhanced by our family farms. This means informing consumers about the importance of buying local products so farmers can stay in business. And this means reconnecting children with the wonders of agriculture so they grow up to be adults who will support Marin farms.

MALT builds these relationships between the agricultural and non-agricultural communities through education and outreach activities. During this, our 25th anniversary year, ranchers, growers, and producers have welcomed more than 4,000 people to 30 tours, hikes, and events on lands protected by conservation easements. A special informal series of anniversary talks brought together our founders, West Marin's family farmers, and the next generation of MALT board leaders who are some of the sons and daughters of our founding board members. Hundreds of families enjoyed Harvest Day at the Farm, while Taste of Marin (co-produced by Marin Organic) showcased celebrity chefs, organic produce, grass-fed beef, local wines, cheese, seafood, and even locally produced organic ice cream. Much of the food came from land protected by MALT conservation easements.

For the eighth year, a select group of artists painted the farmlands and open spaces of West Marin for the Ranches & Rolling Hills landscape art show and sale held at the Druids' Hall in Nicasio. The painters and photographers captured the working landscapes protected by MALT or threatened by development and contributed 50% of the income from sales. So far, nearly half a million dollars raised over the years in this way has been used for the purchase of agricultural conservation easements on Marin farms, permanently protecting them from non-agricultural development.

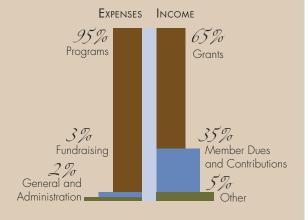
Nurturing the next generation of farmland conservationists is the shared goal of two collaborative projects in which MALT participates. The Marin Agricultural and Education Alliance (MAEA) and the Marin Food Systems Project both work to promote agricultural literacy, a regional food system, and local food in our schools. MAEA launched a feasibility study of a Marin County education farm, hosted the 6th annual Marin Agricultural Institute for teachers and, through the Marin Farm Field Studies Program, gave more than 500 students the opportunity to visit local farms. The Marin Food Systems Project collaborates with schools countywide to involve parents, teachers, food service directors, and school nurses in connecting schools to local farms and healthy fresh food.

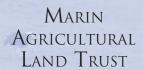




Statement of Activity and Changes in Net Assets

July 1, 2004 — July 1, 2005	Operating Fund	Ellen Straus Fund	Board-designated Endowment	Temporarily Restricted	JUNE 30, 2005 Total	June 30, 2004 Total
Support & Revenue:						
Grants	31,500	4,324,000		260,359	4,615,859	2,360,000
Contributions, dues & bequests	728,881	729,300	714,341		2,172,522	1,458,810
Programs	38,146				38,146	28,552
Merchandise sales	9,579				9,579	4,598
Special events	5,750	98,527			104,277	102,728
Interest & dividends	2,657	77,061	39,015		118,733	123,133
Gain/loss on investments		(10,125)	102,066		91,941	115,819
Assets released from restrictions	56,683	1,573,279		(1,629,962)		
Total revenue & support	873,196	6,792,042	855,422	(1,369,603)	7,151,057	4,193,640
Expenses:						
Programs	626,877	8,150,411			8,777,288	5,150,751
General & administration	156,956	9,047			166,003	149,020
Fundraising	166,916	146,667	825		314,408	269,519
Total expenses	950,749	8,306,125	825		9,257,699	5,569,290
Change in Net Assets	(77,553)	(1,514,083)	854,597	(1,369,603)	(2,106,642)	(1,376,650)
NET ASSETS, JULY 1, 2004	169,664	1,575,322	(1,975,648)	(1,635,971)	5,356,605	6,732,255
Interfund Transfer	74,477		(74,477)			
NET ASSETS, JULY 1, 2005	166,588	61,239	2,755,768	266,368	3,249,963	5,356,605





25th anniversary

The memory of MALT's co-founder Ellen Straus lives on in the Ellen Straus Farmland Preservation Fund. Contributions to this fund come from foundations, public agencies, and people like you. The money is used to purchase agricultural conservation easements. During the 2004–2005 fiscal year, MALT permanently preserved 2,820 acres at a total cost of \$8 million, thanks to this fund. For more information, or to make a contribution, contact Bob Berner at 415-663-1158 or rberner@malt.org.

The Operating Fund provides the money to carry out MALT's day-to-day activities in conservation easement acquisition, stewardship monitoring, and raising public awaremess about the importance of preserving Marin County's productive farmlands. Most of the revenue for the Operating Fund comes from membership dues and contributions.

When MALT purchases a conservation easement, it also takes on a permanent responsibility for seeing that the terms of the easement are carried out and that the agricultural and natural resources of the land are protected. The Board-designated Endowment provides an assured source of continual funding for that stewardship, both now and in the future.

that helps protect Marin's agricultural heritage and preserve its spectacular landscapes. We gratefully acknowledge here the Guardians, Stewards, Benefactors, Patrons, and Sponsor donors who have made contributions in the 2004-2005 fiscal year. We extend our appreciation to each of our many other donors at all levels whose names are too numerous to list here. Our thanks go also to our Partners for Preservation for remembering MALT in their estate plans, and to those who give through the Earthshare workplace giving program.

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Public Grants:
California Dept of Conservation
Farmland Conservancy Program
California State Coastal Conservancy
County of Marin
USDA-NRCS Farm & Ranch Land
Protection Program

In-Kind Contributions (\$250 or more)

Atwood Ranch California Printed Chileno Valley Natural Beef Corda Winery
Cowgirl Creamery
Devil's Gulch Ranch
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Wild Blue Farm

MALT gratefully acknowledges contributions-

In Memory of: Lowell 'Buzz' Airola Lowell 'Buzz' Gerald Black Robert Borello Robbie Bratenahl Charles (Chuck) Curley Ken Davis Flou Dericke Ned Griffith Sr Fay L. Jensen Ulrich Karrer Betty Knapp Donnie Lamso Ruthann Long Peter Mackby Marjorie Ongaro Rascal Jane Richard Ray Earl Rotherme Adora Stanton Adora Stanton Frances Lilienthal Stein Terry Stoltz Phil Taylor Louise Tompkins Mrs. Withers

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Ranches & Rolling Hills Artists- May 2005

Whitney Abbott Meredith Brooks Abbott Richard Blair Martha Borge Ralph Borge Marcia Burtt Chris Chapman Russell Chatham Dan Cooper Christin Cov William B. Dewey Willard Dixon Michael Drury Mike Enriquez Ion Francis Karen Gruszka Susan Hall Glenna Hartmann Dana Hooper Timothy Horn John Iwerks Larry Iwerks Rick Lyttle Dan McCormick Zee Zee Mott Ane Carla Rovetta Rick Schloss Wendy Schwartz Suzanne Siminger Gary Smith Skip Smith J. Thomas Soltesz Ray Strong Arturo Tello Sarah Vedder Ward Walkup Patricia Wallis Thomas Wood

Volunteers help us broaden our outreach and education efforts by assisting on Hikes & Tours, staffing special events, and creating a network of advocates for family farms: Angie Ackley, Paula Alsterlind, Katrina Anderson, Suzanna Anderson, Peter Banning, Michelle Beaulieu, Steve Bjerklie, Diane Bolman, Patrick Borg, Ann Brenner, Kathy Callaway, Ginny Cannon, Jude Cassel, Ed Christiansen, Joyce Crews, Sandy Davis, Peggy Diedrichs, Gary Diedrichs, Jennifer Drake, Sue Evans, Amy Forseth, Sandra Forsyth, Lori Fouts, Diana Franco, Marilyn Geary, Laurel Gilbert, Tony Gilbert, Candice Gold, Julie Grantz, Karen Gray, Sara Guinness, Marion Guyer, Anne Hellman, Cecilia Hoyt, Andrew Hoyt, Jennifer Johnson, Pam Johnson, Cindy

Jordan, Diane Judd, Muniera Kadrie, Dahlia Kamesar, Roanne Kaplow, Steffi Karliner, Heide Kawahata, Brian Lamoreaux, Joan Lamphier, Silvia Lange, Bonnie MacLaird, Lora Martens, Marc Matheson, Bev McIntosh, Ewell McIsaac, Gene Ptak, Ron Moore, Liz Muller, Christie Nelson, Peter Nelson, Tina Pavane, Sandra Peck, Linda Peterson, Grace Raube, Joyce Rhodes, Tracy Salcedo, Bob Schafgans, Donna Shoemaker, Sarah Slaughter, Patricia Spaletta, Joy Stillian, Winifred Tarpey, Christina Waldeck, Alice Wallace, Karen Whitaker, Barbara Whitt, Michael Whitt, Rebecca Wright, Joe Youmans

25 Vears
Ing to
Warin In Review

In the late 1970s, when Ellen Straus and I first talked about trying to find a way to increase certainty for ranchers and farmers in Marin County, little did we dream of the organization that exists today.

The first MALT board, a very compatible group of ranchers and non-ranchers, worked hard to earn both the trust of the ranching community and the confidence of county officials. Our president, Ralph Grossi, and other rancher board members—Earl Dolcini, Al Poncia, Willie Lafranchi—were all well-respected by their peers; however, the concept of conservation easements was new, and it took several projects before the idea was deemed acceptable or even a good one. Today, 25 years later, protecting ag land through conservation easements is almost universally accepted.

There are more than 135,000 acres of privately owned ag land in Marin. Over the years, as east Marin has grown in population, fiscal significance, and political importance in the county, agriculture has suffered in many ways: from statewide competition; cost increases; product price declines; and greatly increased numbers of regulations. By 1980, the year MALT was formed, the number of dairies, Marin's most profitable type of operation, had greatly declined—from several hundred in the 1950s to fewer than 70. Ellen and I knew something was desperately needed. We knew our County Supervisors and the ongoing coastal planning effort considered protecting agriculture to be a priority.

Several kinds of miracles brought MALT to where it is today. The State Coastal Conservancy (SCC) and the San Francisco Foundation gave us grants to acquire our first easements, and the Marin Community Foundation and the SCC have loyally supported us in many ways. Bob Berner became our Executive Director and has developed an effective easement program over his 20-year tenure as well as good relations with the community. Some remarkable and dedicated staff have worked to create very successful membership and development programs, popular outreach and volunteer programs (so that we in east Marin understand the importance of the ag industry to our lives), and effective stewardship programs. In 1980, we obtained \$15 million from Proposition 70 that supported



the easement program for many years and, more recently, the Marin Community Foundation, public agencies, and wonderfully generous individual donors contributed to a successful \$10 million capital campaign, completed in 2002.

MALT has developed into a stable, effective, and respected organization. It has not all been perfect, but the results smooth the wrinkles. MALT has easements on more than 38,000 acres on 57 family farms and ranches—some 30% of the county's farmland. We are all very proud of this, but there still is a long way to go to get to the certainty that Ellen and I envisioned. The price of land has doubled over those 25 years, and so has the cost of easements, and 80,000 acres are still at risk.

It is my belief that, eventually, the voters of Marin should pass a measure that provides a stream of money to the MALT easement program. Everyone benefits from the extensive amount of farmland that the owner takes care of, as well as providing healthy crops for us to eat. So, wouldn't it be fair for everyone to contribute a small amount to protect that land?

While the MALT program is working for many farming families, we also need to make sure the industry itself is successful. It is one thing to preserve land for agriculture, but agriculture itself must thrive. Each of us can help a lot by buying local products and insisting that our stores and restaurants provide them as well.

At the last lunch that Ellen and I had together, we celebrated the fact that we had second-generation ranchers on our board. Imagine! The sons and daughter of three of our earliest board members serve on the MALT board today—Sam Dolcini, Loren Poncia, and Lynn Giacomini Stray. That the young are now staying on the land and participating in its future is yet another measure of success. If Ellen were alive today, I know she would agree that it has been a great honor for us both to see MALT develop as it has—a great journey!

—PHYLLIS FABER
MALT co-founder, with Ellen Straus



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2004-2005 Board of Directors, left to right: Joe Gillach; Chris Kelly; Warren Weber; Doug Moore; Anne Flemming; Stan Gillmar; Janeann Erickson; Tony Gilbert; Sam Dolcini; Jim

Staff, left to right, back row: Leah Smith; Katherine Landreth; Stella Cousins. Middle row: Tony Nelson; Elisabeth Ptak; Aimee Crawford; Bob Berner. Front row: Laura Holter; Laura Patterson; Katie Medwar

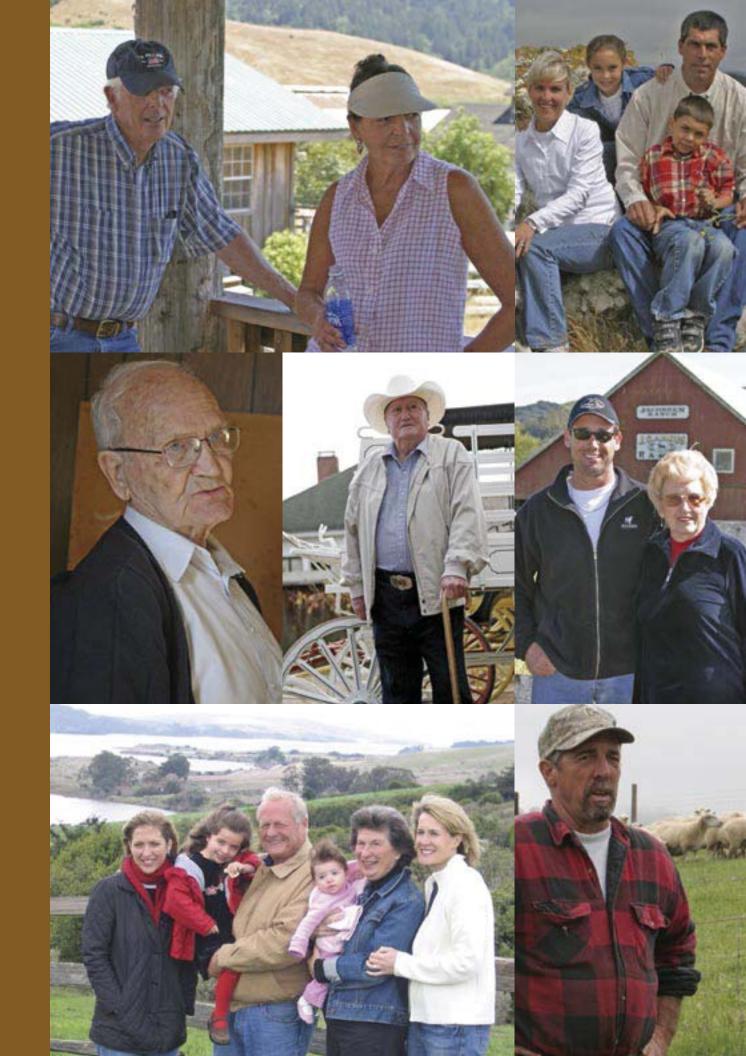
McIsaac. Not pictured: Haynes Lindley; Phyllis Faber; Tim Furlong; Steve Kinsey; Tim Nunes;

Loren Poncia; Lynn Giacomini Stray; Bill Zimmerman

"I was raised to believe that the farmer is the backbone of the country."

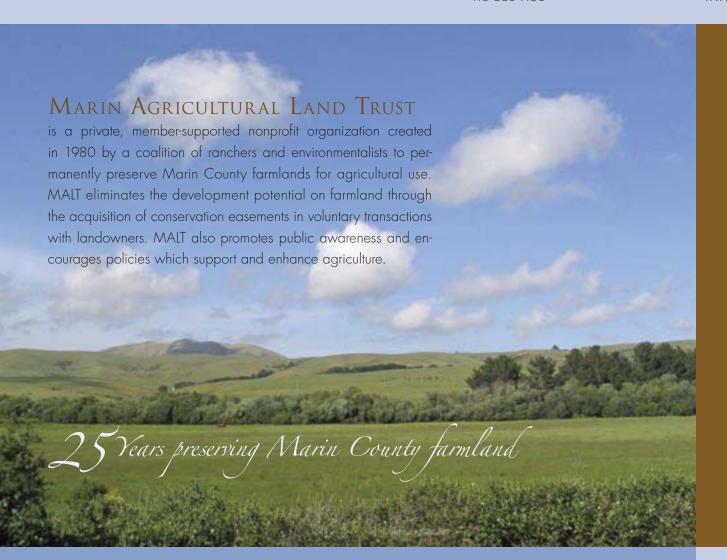
-Willie Nelson







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On the cover: Bull on the Hill, Lanatti Ranch by J. Thomas Soltesz, one of the participating artists in Ranches & Rolling Hills, a show and sale of landscape art to benefit MALT and the preservation of Marin County farmland. The ninth annual show will take place on May 20 & 21, 2006, at the Druid's Hall in Nicasio.

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