

# MARIN AGRICULTURAL LAND TRUST

PRESERVING MARIN COUNTY FARMLAND

YEAR IN REVIEW  
2007 – 2008



## DEAR MEMBERS AND FRIENDS



Ken Smith

Over the past year, Marin Agricultural Land Trust completed the acquisition of conservation easements on four farms and ranches, permanently protecting another 2,094 acres from subdivision and non-agricultural development.

**MALT permanently protected another 2,094 acres this year.**

These easements demonstrate how critical MALT is to the future of agriculture in Marin. In this era of low farm income, high land prices, and the largest generational shift in decades, many farming families are being forced to regard their property as a financial asset they may need to divide among various heirs. Loss of forage due to drought plus the skyrocketing cost of feed all add to the economic stresses of today's family farmer.

The Crayne and Poncia projects each involved longtime owners. To continue their agricultural operations, they needed to buy out co-owners demanding to be paid their share of the market value of the property. Our purchase of a conservation easement provided the cash to make it happen. Without MALT, both properties would almost certainly have been sold out of the family and their agricultural futures jeopardized.

The Tomales Farm and Dairy project promises an exciting addition to Marin's agricultural vitality. This 243-acre farm bordering Tomales is part of a larger plan by owners John Williams and Ted Hall to re-establish dairy operations on an adjacent property. They hope to develop a facility that will make artisan cheese from milk produced by seasonally grass-fed cows. Hall and Williams generously donated one-half of the appraised value of the easement, which also extinguished six development rights.

MALT's purchase of a conservation easement from the Panfiglio family will enable them to make infrastructure improvements and build up the beef herd on their 810-acre property overlooking Tomales Bay. If MALT had not been able to purchase the easement, the ranch, with its appeal as a site for a country estate, might have been targeted for development.

Though we work closely with farming families to help them resolve ownership issues and create diversification plans, MALT is not preserving agricultural land just for the sake of the landowners. We're also protecting farmland because we know it is an essential part of our community: for the sustainable production of high quality food; as habitat for an extraordinary diversity of animals and plants; as the undeveloped and unspoiled gateway to Point Reyes National Seashore; and as a fundamental part of what makes Marin so special.

**But 60,000 acres are still at risk!** The population of the Bay Area is growing rapidly. The time to save our farmland will run out, and there will be no second chances. If we don't act now, there won't be a future for agriculture in Marin. If we are going to save this farmland, we must invest in it today—even during these difficult economic times.

We need your help. Your annual membership enables us to work with farming families like the Craynes, the Poncias, and the Panfiglios, and with agricultural visionaries and entrepreneurs like Williams and Hall. Your generous contributions to MALT's conservation easement program allow us to leverage state, federal, and foundation funding to preserve these farms and ranches for the future. And your vote provides our public partners with vital funds like those of California's 2006 Proposition 84 which helped us preserve each of these four properties.

Preserving Marin County farmland is both complicated and expensive. Yet we feel confident that with your continued support we can protect this working landscape that means so much to us. The staff and board of Marin Agricultural Land Trust look forward to continuing to strive together with you and with Marin's farming families in the days ahead to preserve both the tradition and the future of Marin County agriculture.

Thank you,



Bob Berner  
Executive Director



Loren A. Poncia  
Board Chair



## CONSERVATION EASEMENT PROGRAM



In 1980, Marin Agricultural Land Trust pioneered the use of agricultural conservation easements to protect farmland. Twenty-eight years later, easements remain the primary tool we use to protect the agricultural landscape of West Marin. Working in partnership with landowners, and with the support of MALT members and public funding partners, MALT has acquired easements on 63 family farms and ranches—almost 41,000 acres—all of them now permanently protected from the threat of subdivision or non-agricultural development.

This year was a particularly busy one as our easement staff met with many farming families considering selling an easement. Faced with an understandably difficult decision—giving up their development rights in perpetuity—landowners naturally have many things to take into account, and they turn to MALT to guide them through the process. “We try to fully understand the family’s situation in these first meetings with the landowners and through a subsequent site evaluation to determine the agricultural viability of the land and the operation,” says Easement Program Director Jeff Stump. “Families may be faced with settling estate tax issues, consolidating ownership of a ranch inherited by several siblings, or considering diversifying from longtime traditional operations. We can provide a path that may not have been apparent to them before.”

### **MALT pioneered the use of agricultural conservation easements.**

Once an independent appraisal has determined the value of the easement, the landowner makes his or her decision to proceed. Fundraising goes on simultaneously as staff applies for public funding for the project or prioritizes the use of funds already received from

members and other donors. When MALT first began acquiring easements on farmland, the easement values averaged \$400 per acre. Today, easement values range from \$2500–4500 per acre, so fundraising is no small task.

Our work is not finished once the easement is acquired. MALT's Stewardship Program assumes responsibility for monitoring the property in cooperation with the landowner after the transaction is completed. Through baseline documentation to objectively characterize each easement property, annual monitoring to evaluate changes in conditions over time, and hands-on assistance in resource conservation, MALT's Stewardship staff ensures that the natural and agricultural resources are protected.

This year, our Stewardship Assistance Program broadened its scope of improvement projects to include invasive plant removal, creek restoration, development of methane digesters, and more. MALT's Stewardship Program is also a partner in the Marin Carbon Project, a collaborative effort begun in early 2008 to help enhance agricultural sustainability by researching land management methods that help sequester carbon and may have potential as partial solutions to global warming. MALT also collaborates with UC Cooperative Extension on workshops for landowners that advise them on regulatory requirements for grazing operations, business diversification, and more.



Allison Kiehl, MALT Stewardship Associate, samples soil for the Marin Carbon Project

**An agricultural conservation easement prohibits non-agricultural development or subdivision, and uses or practices which would be destructive to the agricultural value of the land. The easement is recorded, and future owners are bound by its terms in perpetuity. The land remains privately owned and on the tax rolls.**



All photos above and opposite Paige Green except as noted

## VOLUNTEERS AND PARTNERS IN EDUCATION

**Volunteers help us broaden our Outreach & Education efforts by assisting on Hikes & Tours, staffing special events, and creating a network of advocates for family farms:** Paula Alsterlind; Kate Baxter; Chris Bergin & Martin Kubos; Celeste Binnings; Jerry Binnings; Donna Bohegian; Diane Bolman; Ed Boyce; Ann Brenner; Julian Brock; Ned & Catherine Brown; Kathy Callaway; Ed Christiansen; Sara Clow; Deborah Coburn; Annie Cooper; Elizabeth Danel; Chris Desser; Peggy Diedrichs; Gary Diedrichs; Susan Dollberg; Jennifer Drake; Sue Evans; Diane Fairchild; Lester Foote; Paula Frankel; Marilyn Geary; Adi Girroir; Candice Gold; Carol Golden; David Green; Kathy Grey; Marion Guyer; Clair Hadley; Donald Hanahan; Lillian Hanahan; Judith Hanks; Lorraine Heitchue; Anne Hellman; Linda Herman; Helene Holl; Marguerite Illingworth; Pamela Johnson; Diane Judd; Muniera Kadrie; Tricia Kalish; Dahlia Kamesar; Heide Kawahata; Leigh Kenny; R. Scott Lafranchi; Rick Lafranchi; Joan Lamphier; Silvia Lange; Gari Leary; Bill Lee; Mike Litchfield; Bonnie MacLaird; Bev McIntosh; Trigg McLeod; Thomas Merritt; Ron Moore; Christie Nelson; Solvig Palm-Nicholls; Steven Pironti; Allison Puglisi; June Purpura; Joyce Rhodes; Dexter Roberts; Lynn Ross; Cynthia Sawtell; Carol Schoenfeld; Donna Shoemaker; Marcia Sitcoske; Sherry Stanton; Gail Truman; Jano Tucker; Alice Wallace; Karen Whitaker; Rosie Wilson; Janet Wittkopf; Deborah Zierten; Noah Zim

**Farm Tour & Event Hosts & Leaders make our farm visits and field trips possible:** AllStar Organic, Janet Brown, Marty Jacobsen; American Farmland Trust, Ralph Grossi; Timothy Horn; Ane Rovetta; Bianchini Dairy, Karen and John Taylor; Black Mountain Ranch, Margaret Nobbman & Mike Giamonna; Chef, Usanee Klimo; Cow Track Ranch, Liz & Bruce Daniels; Crayne Ranch, Jennifer Donaldson & Mike Crayne; Devil's Gulch Ranch, Mark & Myriam Pasternak; Drakes Bay Family Farms, Kevin & Nancy Lunny; Drakes Bay Hereford Ranch, Anne Murphy; Draper Farm, Jerry Draper & Mea McNeil; Escalle Winery, Mary Tiscornia; Farm Fresh Cooking Class, Helene Hall, Leigh Kenny, Marcia Sitcoske, Rebecca Simon; Gause Ranch, Jerry Gause & Chick Kretz; Gospel Flats, Don & Micky Murch; Hamlet Ranch, Donald Bacon & Jennifer Raiser; Hog Island Oyster Co., John Finger, Terry Sawyer; Historians, Dewey Livingston & Crawford Cooley; Lafranchi Dairy & Nicasio Valley Farms, Randy Lafranchi, Lynette Pareglio; MALT co-founder, Phyllis Faber; Marin Winegrowers Association, Thomas Fogarty Winery, Kendric Vineyards; Orogeny Winery; Sean Thackrey; Pey-Marin Vineyards; Dutton-Goldfield; Stubbs Vineyard; Vergari Wines, Vision Cellars, Point Reyes Vineyards; Corda Winery; Willow Brook Cellars & Mark Pasternak; McEvoy Olive Ranch, Nan McEvoy, Shari de Joseph, Eliza Fisher, Jill Lee; Naturalist, David Wimpfheimer; Panfiglio Ranch, Joe Panfiglio; Paradise Valley Produce, Dennis & Sandy Dierks; Point Reyes Farmstead Cheese Co., Lynn Stray & Bob Giacomini; Point Reyes Vineyards, Steve and Sharon Doughty; Poncia Ranch, Gene Poncia; Al Poncia; Richard Respini; Stewart Ranch, Amanda Wisby; Straus Family Dairy and Creamery, Albert Straus; Red Hill Ranch, Kitty & Doug Dolcini; Toluma Farm and Dairy, Drs. Tamara Hicks & David Jablons, Laura Patterson; Tomales Farm and Dairy, Ted Hall; Tresch Dairy, Joe & Kathy Tresch; Windrush Farms, Mimi Luebberman; University of California Cooperative Extension, Ellie Rilla and Steve Quirt

**Partners in Outreach & Education include organizations and agencies that help MALT reach out to the community about the importance of local agriculture:** California's Artisan Cheese Festival; Dominican University; Marin Winegrowers' Association; Nicasio Historical Society; Tomales History Center; Marin Agriculture and Education Alliance member organizations (Environmental Education Council of Marin; College of Marin; Marin County Farm Bureau; Marin County Farmers' Markets; Good Earth Natural Foods; Marin County Office of Education; Marin Organic; University of California Cooperative Extension); Point Reyes Farmers' Market; The Bay Institute; Slide Ranch; Slow Food Nation





Elisabeth Ptak

## OUTREACH AND EDUCATION PROGRAM

Just as a farmer or rancher uses a variety of tools to work the land and his or her animals, Marin Agricultural Land Trust uses a variety of offerings in our Outreach and Education programs to teach people that preserving local farms is relevant to their day-to-day lives. We have seen first-hand that when people understand more about where the food they eat grows, and when they personally connect with the farmer who produces that food, their support for local agriculture and MALT'S efforts to preserve the land naturally increases.

This year we expanded our toolkit of public offerings on Marin farms and ranches. Our Hikes & Tours included an outdoor drawing class where participants made pastel chalks from the earth beneath their feet, a *plein-air* painting workshop, and a strenuous hike to identify wildflowers and native grasses.

We climbed Three Peaks and Black Mountain, we stomped grapes, sampled artisan cheeses, and cooked feasts using delicious produce picked on local farms. As part of Slow Food Nation, the first-ever American collaborative gathering to unite the growing sustainable food movement, MALT (with Taste of Marin partners Marin Organic and Marin Farmers' Markets) sponsored Slow Journeys to some of the most innovative agricultural destinations in Marin and benefited from a special Slow Dinner at Greens Restaurant on San Francisco Bay.

In the spring, we co-sponsored the first "Geography of Hope" conference, a celebration of the writing life and environmental legacy of Wallace Stegner. This three-day exploration of writings about the West and its rich heritage gave the land, as well as the writing, a chance to shine. Our annual landscape art show and sale, was held for the 11th year in May. This year also saw the publication of *Ranches & Rolling Hills: Art of West Marin— A Land In Trust*, an elegant hardcover book that celebrates the art show and serves as a treasure of fine art and a historical record of land conservation and farmland protection in West Marin.

Our 85 trained and dedicated volunteers are some of our most valuable assets, enabling us to significantly broaden our outreach and education efforts. With the help of a specially trained core group, this year our Farm Field Studies (FFS) program brought the wonders of the farm to more than 1,000 Bay Area schoolchildren, their teachers, and their parents. For some children, a FFS field trip represents their first exposure to a place where food is grown. The sights, scents, and flavors of the day provide memories for these children that may last a lifetime and can be the seed of a lifelong connection to the land.

**Encouraging every generation to value farmers, farmland, and the foods of West Marin**

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pictured before enjoying  
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at Peter Worsley's farm

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Estate of Edmund J. Brunswick  
Estate of Beatrice Byrne  
Estate of Anna Dehner D'Alvy  
Estate of Albert Denney  
Estate of William & Bernice Eastman

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California Council of Land Trusts  
Department of Conservation California  
Farmland Conservancy Program  
Marin County Board of Supervisors  
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USDA Natural Resource  
Conservation Service

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**(\$250 or more)**

Beringer Vineyard  
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Lynn Lazier, The Nature Conservancy  
Pey-Marin Vineyard  
Piatto Restaurant  
Point Reyes Vineyard  
Ken Smith Photography  
Straus Family Creamery  
Stubbs Vineyard  
Tomaes Farm & Dairy,  
Ted Hall & John Williams

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William A. Atchley, M.D.  
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Mark Logan Boles  
Casey Brooks  
Galen M. Burgett  
James Canepa  
John Ericson  
Brigitte Freed  
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John Cabela  
Kathy Callaway  
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**Ranches & Rolling Hills**

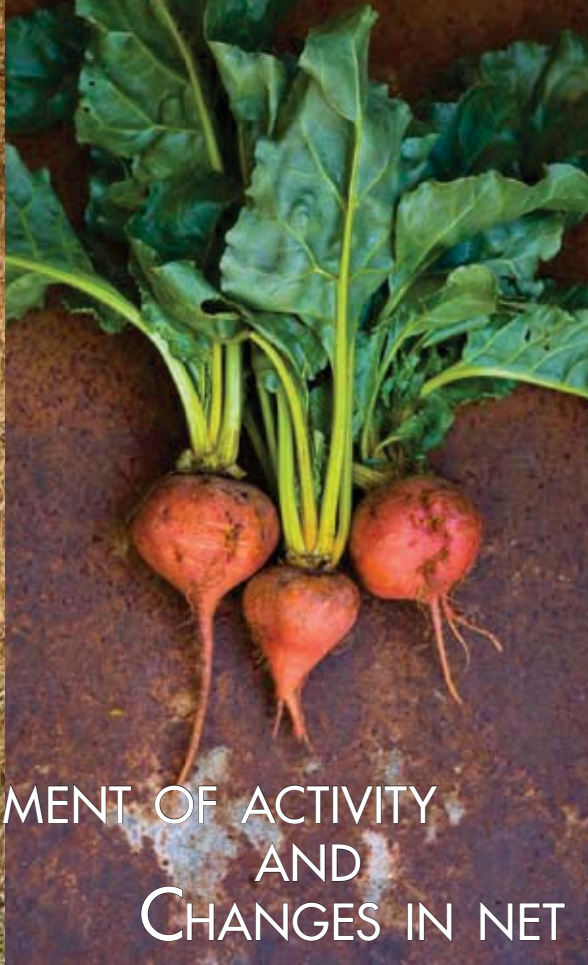
**Artists 2008**

Meredith Brooks Abbott  
Whitney Brooks Abbott  
Martha Borge  
Ralph Borge  
Marcia Burt  
Chris Chapman  
Russell Chatham  
John Comer  
Dan Cooper  
Christin Coy  
William B. Dewey  
Willard Dixon  
Michael Drury  
Michael Enriquez  
Jon Francis  
Karen Gruszka  
Susan Hall  
Glenna Hartmann  
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Jeanette Le Grue  
Manny Lopez  
Dan McCormick  
Zee Zee Mott  
Ane Carla Rovetta  
Rick Schloss  
Wendy Schwartz  
Suzanne Siminger  
Gary Smith  
Skip Smith  
J. Thomas Soltesz  
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Millicent Tomkins  
Sarah Vedder  
Ward Walkup  
Thomas Wood  
Michael Whitt, Curator

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San Francisco Insurance Center  
SPG Solar, Inc.  
Star Route Farms  
Sun First! Solar  
Toyota Marin  
Veritable Vegetable  
WIGT Printing

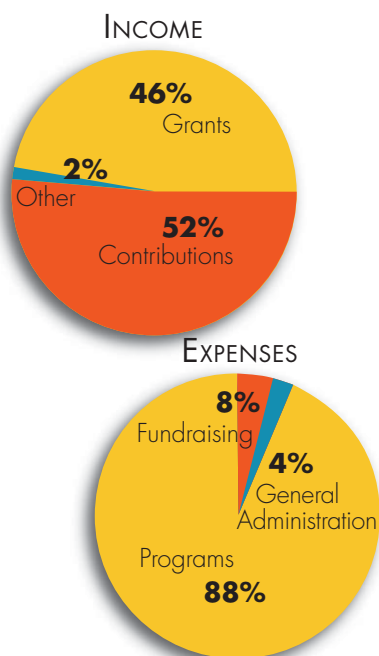




# STATEMENT OF ACTIVITY AND CHANGES IN NET ASSETS

All photos Paige Green except as noted

Elisabeth Ptak



July 1, 2007 — June 30, 2008	UNRESTRICTED	TEMPORARILY RESTRICTED	PERMANENTLY RESTRICTED	JUNE 30, 2008 TOTAL	JUNE 30, 2007 TOTAL
<b>SUPPORT &amp; REVENUE:</b>					
Grants	30,000	4,360,000		4,390,000	574,500
Contributions, dues & bequests	1,478,820	1,072,330	1,281,694	3,832,844	9,539,421
Conservation easement donation*		1,000,000		1,000,000	2,300,000
Programs	45,086			45,086	54,844
Merchandise sales	135,799			135,799	24,695
Special events	112,350			112,350	140,505
Interest & dividends	353,873			353,873	140,271
Gain/loss on investments**	(501,255)			(501,255)	501,658
Assets released from restrictions	6,554,652	(6,554,652)		-	
Total revenue & support	8,209,325	(122,322)	1,281,694	9,368,697	13,275,894
<b>EXPENSES:</b>					
Programs	6,916,105			6,916,105	4,054,815
General & administration	287,215			287,215	271,419
Fundraising	602,924			602,924	602,613
Total expenses	7,806,244			7,806,244	4,928,847
<b>Change in Net Assets:</b>	403,081	(122,322)	1,281,694	1,562,453	8,347,047
<b>NET ASSETS JULY 1, 2007</b>	6,759,603	3,281,107	3,122,264	13,162,974	4,815,927
<b>NET ASSETS JUNE 30, 2008</b>	7,162,684	3,158,785	4,403,958	14,725,427	13,162,974
<b>NET ASSETS JUNE 30, 2008</b>					
OPERATING FUND	1,108,305				
ELLEN STRAUS FUND	4,656,204				
STEWARDSHIP FUND	1,398,175				
<b>TOTAL</b>	<b>7,162,684</b>				

\* Represents the difference between the appraised value of the easement purchased and the amount paid by MALT.

\*\* Includes realized & unrealized gains & losses on permanently restricted endowment fund.



## YOUR FINANCIAL SUPPORT MAKES A DIFFERENCE

- Your membership contributions to our Annual Fund provide 80% of our annual operating budget.
- Your gifts to the Ellen Straus Farmland Preservation Fund are used to purchase conservation easements—as are monies raised at the annual *Ranches & Rolling Hills* Landscape Art Show & Sale.
- Bequests and memorial gifts you make go to our Stewardship Fund which supports the monitoring of each protected property to ensure that the terms of the easement are met and that the agricultural and natural resources are protected.

Marin Agricultural Land Trust depends on members and supporters like you to help us continue the important work of protecting farmland from non-agricultural development. We could not have achieved as much as we have in the past year without your ongoing financial support. THANK YOU!

Dexter Roberts



## PARTNERS FOR PRESERVATION

Partners for Preservation MALT's planned giving program, provides an opportunity for individuals to make a charitable gift to MALT with estate assets. You can support our work by naming MALT as a beneficiary of your will, IRA, or 401(K) fund, or by setting up a Charitable Remainder Trust or Charitable Gift Annuity. Donors are recognized as Partners for Preservation in our Annual Report and invited to special PFP events.

So far, more than 125 members have notified us that they have named MALT in their estate plans. We hope you'll consider joining them. For information, please contact Rita Cummings, Development Director, at 415-663-1158, ext. 305, email [rcummings@malt.org](mailto:rcummings@malt.org), or visit [www.malt.org/giftplanning](http://www.malt.org/giftplanning).

All photos both pages Paige Green except as noted

Elisabeth Ptak





## SPEAKING OF MALT...

**"We are committed to MALT's vision for our family and for our community."**

—Donors Brian Ashe and Cindy Rigatti



Cindy Rigatti and Brian Ashe

In the 28 years since its founding, MALT has succeeded thanks to thousands of donors committed to the mission of preserving farmland in Marin County. Two such individuals, Brian Ashe and Cindy Rigatti, have supported MALT consistently and generously for many years.

When they moved to California as newlyweds in the 1980's, Brian and Cindy fell in love with the West Marin landscape and decided to make their home here. They are now busy working and raising two children in Mill Valley. Brian practices employment law with a large San Francisco firm. Cindy volunteers her managerial accounting skills for the children's PTAs and does contract work with small businesses in the Bay Area. Both live active outdoor lives and deeply appreciate Marin's natural beauty and abundance of healthy local food.

But back in 1997, a notice in the San Francisco Chronicle for the very first MALT art caught Cindy's eye. She and Brian drove to Nicasio on a whim that weekend and wound up buying their first piece of art. Their relationship with MALT started then and quickly grew into a tradition.

According to Brian, "Every spring we attend the art show, buy a new piece of art, and give it to each other as our joint wedding anniversary gift. That tradition, as well as making annual contributions to the operating fund, has allowed us to become more involved in MALT's mission over the years. MALT is one of the primary nonprofits we support."

"Our love for Marin calls us to try to keep the magical part of this place alive—the open fields of small family farmland, the endless hiking trails, the unspoiled vistas, and breathtaking natural beauty. 'Saving the environment' is a pretty ambiguous idea, but directing our giving to local environmental nonprofits makes a material difference that counts. MALT fits perfectly into these goals."

"By purchasing conservation easements on farmland today, MALT ensures that these properties won't be developed—ever. That means our legacy as donors will allow our children and our children's children to enjoy this wonderful part of the world, unspoiled by sprawl and tract housing. We are committed to that vision for our family and for our community."

California poppies photo courtesy USDA NRCS





**"Our bequest will be part  
of MALT's legacy."**

—Donors Mark and Kristin Goldstein

Tiburon residents Mark and Kristin Goldstein have been donors to MALT for a decade—"ground-stomping fans," says internet entrepreneur Mark. He and Kristin believe that MALT's model of purchasing conservation easements is a smart solution to preserving the agrarian way of life and the rural quality of Marin County. So when they married five years ago, they asked their friends to make donations to MALT instead of giving traditional wedding gifts.

Mark's family had owned farmland in New England so his love of the working landscape came naturally. But he first came to appreciate MALT's efforts to protect farmland when he began to bicycle the picturesque roads of West Marin which are dotted with family farms and watched over by grazing Holsteins.



Mark Goldstein with son Jack

And now that he and Kristin have two children of their own—Jack, 3½ and Athena, 20 months—becoming Partners for Preservation was the logical next step. As Mark says, "We recognized that we wanted to leave a portion of our assets to MALT. We like the way the organization is run, and it makes us feel good knowing that West Marin will stay as it is for future generations because of MALT. Our bequest will be part of that legacy."

Mark continues to bike in West Marin and encourages his fellow cyclists to become MALT supporters, too. "We hope more and more people of our generation will support Marin Agricultural Land Trust. Protecting this landscape is good for everyone."

All photos both pages Paige Green except as noted





Ken Smith



Dexter Roberts



Paige Green



**On the cover:** *Hay Bales and Truck*, by Oak Group artist John Comer, 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 12th annual show will take place on May 16 & 17, 2009, at the Druid's Hall in Nicasio. *Ranches & Rolling Hills: Art of West Marin—A Land in Trust*, the book inspired by the show, can be purchased at local bookstores and at [www.malt.org](http://www.malt.org).

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 Editor: Elisabeth Ptak; Graphic design: Gay Stack



**Staff**, left to right back row: Constance Washburn; Christine Harvey; Jeff Stump; Hope Ratner; Deborah White; Bob Berner. Left to right, front row: Nick Rohan; Kristine Ball; Elisabeth Ptak; Rita Cummings; Barbara Petty; Victoria Moore; Mia Pelletier. Not pictured: Kelly Brown; Allison Kiehl.

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**MALT Kids** (the adorable children of our staff), left to right: Luke Jaffar; Julia Pelletier; Patrick Monroe Allen; Lucy Jaffar; Sophie Pelletier. Not pictured: Jacob White; Brennan Brown; Gemma Brown

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# 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 conservation easements, which total nearly 41,000 acres on 63 family farms and ranches. For more information about Marin's family farms and the food they produce visit [www.malt.org](http://www.malt.org). Post Office Box 809, Point Reyes Station, CA 94956 415.663.1158

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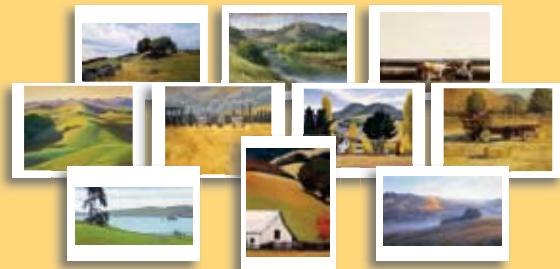
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