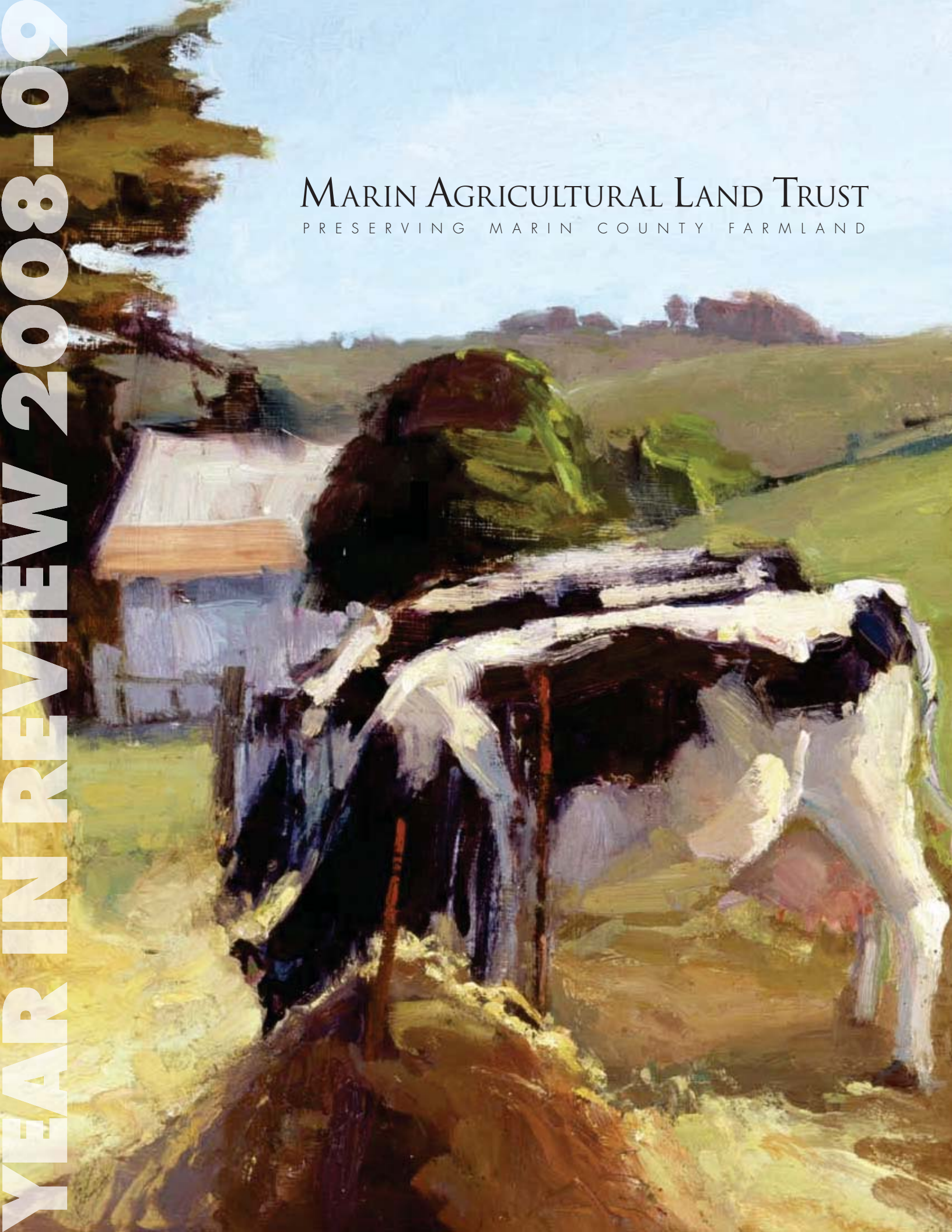


YEAR IN REVIEW 2008-09

MARIN AGRICULTURAL LAND TRUST

PRESERVING MARIN COUNTY FARMLAND



DEAR MEMBERS & FRIENDS,



Executive Director Bob Berner has led MALT since 1985

This report looks back on our 2008-09 fiscal year, when Marin Agricultural Land Trust permanently protected the 585-acre Red Hill Ranch. The agricultural conservation easement purchased by MALT enabled co-owners Kitty Dolcini and her brother Doug to buy out four other brothers and a sister. Without MALT, the property would have had to be sold and almost certainly would have been divided into multiple parcels.

We had been working with the family off and on for some 10 years to find a conservation solution, and we are delighted, thankful, and proud of the outcome. Today, Doug runs beef cattle, Kitty raises organic strawberries, and 25 acres are rented to organic farmer David Retsky who does business as County Line Farms. This fall, we held our annual Directors' Barbecue at the ranch. Spirits (and the temperature) soared as we celebrated the permanent protection of the scenic farmland in Hicks Valley while enjoying a delicious lunch of food grown on the ranch and on other family farms in Marin.

Protecting farmland is the heart of MALT's program

Celebrating the completion of a project is the culmination of mostly invisible work by MALT's staff and Board of Directors. The work includes evaluating a potential project, working with the family and their advisors, and drafting a conservation easement designed to protect the agricultural and natural resource values of the property. Title reports and appraisals are ordered. The Board of Directors reviews the project on an ongoing basis and helps raise the funds for the easement purchase. On average, at least half the cost of MALT easement purchases is provided by individual donors like you. When possible, public funding partners are identified to match the private contributions.

And that's just the beginning.

MALT has a perpetual responsibility to ensure that the provisions of the easement are met by current and future owners. Protecting and preserving farmland by acquiring conservation easements is the heart of MALT's program. We couldn't do this without your support, so we work hard to make people aware of the importance of farmland to the quality of our lives, the threats to its future, and the need to take action to ensure that our children and grandchildren will be able to experience it, too. None of this would be possible without the commitment of our individual, business, foundation, and public agency supporters acknowledged in this report.

We're grateful for your generosity!

In particular, the California Coastal Conservancy, the Department of Conservation's California Farmland Conservancy Program, and the Natural Resource Conservation Service's Federal Farmland Preservation Program have been vital funding partners. Collectively, they've provided almost half of the funds needed to preserve 15,000 acres of Marin farmland over the past several years.

We also want to recognize the long-term commitment of our Partners for Preservation whose thoughtful inclusion of MALT in their estate plans helps ensure the permanent protection of Marin County farmland. We salute our many volunteers, too, and the partner organizations and agencies whose work is so essential to the future of agriculture in Marin County.

On behalf of the Board of Directors and staff, thank you!



Bob Berner
Executive Director

**More than
41,500 acres
have been
permanently
protected, but
60,000 acres
are still at risk**

P.S. We're now into our 2009–2010 fiscal year and we've already protected another family farm. The 772-acre Spaletta

Ranch was the 64th agricultural conservation easement acquired by MALT.



Bill Barboni II, 4th-generation Marin County rancher



Bill Barboni raises grass-fed, hormone-free beef and lamb on his ranch in Hicks Valley

Bill Barboni devotes a fair amount of his time and energy to land stewardship. "Besides the obvious goal of turning a profit," Bill says, "my ranching philosophy involves keeping the multi-generation tradition of ranching alive and taking great care of my animals as well as the land." With this philosophy, Bill successfully markets his grass-fed, hormone-free beef and lamb to local retailers.

Bill has consistently made improvements to his family's 2,500-acre ranch in Hicks Valley to better manage his livestock operation and the natural resource values of the property. Some 1,300 acres of the ranch are protected by a MALT conservation easement.

MALT's stewardship staff monitors each protected farm or ranch annually to ensure that natural & agricultural resources are protected

During the last five years, Bill has partnered with the Marin Resource Conservation District, USDA Natural Resources Conservation Service, and MALT to complete conservation-oriented projects that benefit the land as well as his business. Projects include restoration of stream corridors and riparian fencing as well as construction of creek crossings and off-stream water developments. The goal of many of these projects is to restrict livestock access to natural waterways.

Bill believes these conservation projects go hand-in-hand with the health of his animals. "I would rather have my animals drinking out of a clean water trough than a mud hole in the creek," he says. "It is disease control and allows for better cattle distribution among pastures." When not ranching, Bill is a veterinarian, and he considers good land management to be a form of preventative medicine for his livestock.

Bill doesn't feel there is a conflict between protecting and enhancing habitat values and ranching for profit. His philosophy on land stewardship? "There is a happy medium where you can protect habitat and farm the land."

STEWARDSHIP PROGRAM

In cooperation with landowners, MALT's Stewardship Program staff monitor each protected farm or ranch annually to ensure that the natural and agricultural resources are protected. Staff also is actively involved in several conservation planning projects. One of them, the Marin Carbon Project, is a local initiative designed to quantify, promote, and market carbon sequestration in rangeland and agricultural soils. MALT is part of a consortium that includes UC Berkeley and UC Davis scientists and representatives from the Marin Resource Conservation District, USDA Natural Resources Conservation Service, University of California Cooperative Extension, and Marin Organic.

Stewardship staff also works with partner organizations and agencies to provide guidance and oversight to the San Francisco Regional Water Quality Control Board on its development of a Conditional Grazing Waiver Program for the Tomales Bay Watershed which includes 34 farms and ranches protected by MALT easements. This new regulatory program requires all grazing operations in the watershed to complete and implement ranch plans to reduce agricultural non-point sources of pollution. Staff works one-on-one with easement landowners to assist in the development of these plans.



Allison Puglisi, Volunteer



Allison Puglisi was one of 20 MALT volunteers who helped out at the 2009 Directors' Barbecue

When Allison Puglisi turned 16, a busy 4-H friend asked her to adopt a goat he couldn't care for any longer. She quickly agreed. Keeping one eye on the fence-jumping, rambunctious, and very social creature named Gertie, Allison helped her father nail tall fence extensions around his Novato pasture all afternoon. It's not every girl's idea of a 16th birthday celebration, but Allison Puglisi has been pitching in her entire life.

Since 2007, she's been a MALT volunteer, and we've seen that same positive spirit brighten the day at countless activities. She's led farm tours, organized children's activities, parked cars, served burgers and, oh, yes, engaged and educated people about the importance of preserving Marin County farmland. Allison has met many farmers and growers through her volunteer work and observed their farming practices. For the past three years, she has worked parttime for Point Reyes Station farmer Peter Worsley. It's all part of a dream she's long had to be able to grow food herself. She and her husband David recently bought three acres in Lagunitas. "I am eagerly hauling horse manure to improve the soil and scanning seed catalogs with a vengeance," she says. That's while also volunteering for MALT.

"The reason I volunteer for MALT is that I want Marin's beautiful, open farm and ranch land to remain that way and in the hands of family farmers and ranchers. I like volunteering because the staff believes what they do is important and makes a difference to our society. They provide insights and information with a cheering attitude that gives us volunteers confidence and pride."

OUTREACH & EDUCATION PROGRAM

Outreach and Education programs and activities create public awareness of MALT and of agriculture's historic and economic value to Marin County.

Planting potatoes, bottle-feeding a new calf, tasting greens fresh from the field: they're all part of a day's fun—and learning—for the 1,300 students who took part in our Farm Field Studies program this year. Adults, too, are inspired. More than 1,000 went on our Hikes & Tours of West Marin farms, making lasting connections with the farmers, the food, and the land MALT works to protect.

Our ongoing lecture series, "Food and Farming on the Urban Edge," features intriguing speakers and partners who support and complement our conservation mission.

Ranches & Rolling Hills, our annual landscape art show and sale, has become a beloved tradition for participating artists as well as for the thousands of art lovers who flock to the tiny Druids Hall in Nicasio each May. Nearly \$2 million worth of art has been sold since the first show in 1998 with 50% of the proceeds going to the Ellen Straus Land Preservation Fund for the purchase of conservation easements.

None of these activities would be possible without our dedicated volunteers or the family farmers who host farm tours, school groups, and *RRH* artists. We thank them all.

Photos both pages Paige Green

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; Rob Beckstrom; Celeste Binnings; Jerry Binnings; Jeffrey Blanchfield; Donna Bohegian; Diane Bolman; Ann Brenner; Julian Brock; Kathy Callaway; Ed Christiansen; Sara Clow; Deborah Coburn; Annie Cooper; Elizabeth Danel; Peggy Diedrichs; Gary Diedrichs; Susan Dollberg; Jennifer Drake; Sue Evans; Diane Fairchild; Lester Foote; Paula Frankel; Kamala Friedman; Susan Galbraith; Marilyn Geary; Robert Gelardin; Adi Girroir; Candice Gold; Carol Golden; Kathy Grey; Donald Hanahan; Lillian Hanahan; Lorraine Heitchue; Anne Hellman; Linda Herman; Helene Holl; Marguerite Illingworth; Pamela Johnson; Linda Judd; Muniera Kadrie; Tricia Kalish; Dahlia Kamesar; Heide Kawahata; Leigh Kenny; Joan Lamphier; Silvia Lange; Robin Lavin; Gari Leary; Bonnie MacLaird; Heather Martinelli; Marci McCormick; Janet McGarry; Bev McIntosh; Trigg McLeod; Ron Moore; Jessica Naong; Christie Nelson; Solvig Palm-Nicholls; Allison Puglisi; June Purpura; Elizabeth Quinn; Joyce Rhodes; Christa Rieger; Lynn Ross; Cynthia Salaysay; Cynthia Sawtell; Carol Schoenfeld; Donna Shoemaker; Rebecca Simon; Marcia Sitcoske; Dabney Smith; Stephanie Smith Stein; Sherry Stanton; Gail Truman; Jano Tucker; Alice Wallace; Karen Whitaker; Barbara Whittenton; Shannon Wilson; Janet Wittkopf; Deborah Zierten

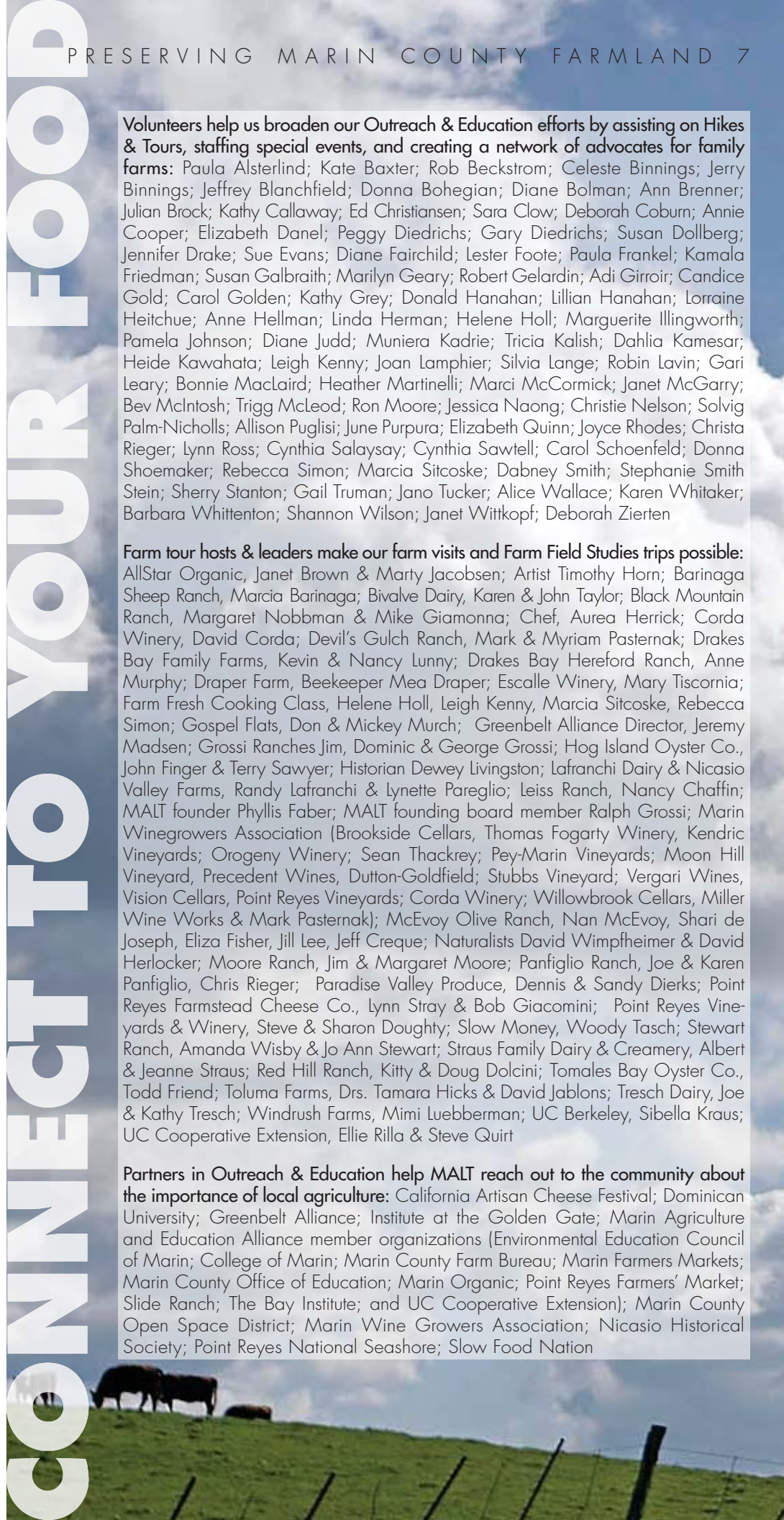
Farm tour hosts & leaders make our farm visits and Farm Field Studies trips possible:

AllStar Organic, Janet Brown & Marty Jacobsen; Artist Timothy Horn; Barinaga Sheep Ranch, Marcia Barinaga; Bivalve Dairy, Karen & John Taylor; Black Mountain Ranch, Margaret Nobbman & Mike Giamonna; Chef, Aurea Herrick; Corda Winery, David Corda; Devil's Gulch Ranch, Mark & Myriam Pasternak; Drakes Bay Family Farms, Kevin & Nancy Lunny; Drakes Bay Hereford Ranch, Anne Murphy; Draper Farm, Beekeeper Mea Draper; Escalle Winery, Mary Tiscornia; Farm Fresh Cooking Class, Helene Holl, Leigh Kenny, Marcia Sitcoske, Rebecca Simon; Gospel Flats, Don & Mickey Murch; Greenbelt Alliance Director, Jeremy Madsen; Grossi Ranches Jim, Dominic & George Grossi; Hog Island Oyster Co., John Finger & Terry Sawyer; Historian Dewey Livingston; Lafranchi Dairy & Nicasio Valley Farms, Randy Lafranchi & Lynette Pareglio; Leiss Ranch, Nancy Chaffin; MALT founder Phyllis Faber; MALT founding board member Ralph Grossi; Marin Winegrowers Association (Brookside Cellars, Thomas Fogarty Winery, Kendric Vineyards; Orogeny Winery; Sean Thackrey; Pey-Marin Vineyards; Moon Hill Vineyard, Precedent Wines, Dutton-Goldfield; Stubbs Vineyard; Vergari Wines, Vision Cellars, Point Reyes Vineyards; Corda Winery; Willowbrook Cellars, Miller Wine Works & Mark Pasternak); McEvoy Olive Ranch, Nan McEvoy, Shari de Joseph, Eliza Fisher, Jill Lee, Jeff Creque; Naturalists David Wimpfheimer & David Herlocker; Moore Ranch, Jim & Margaret Moore; Panfiglio Ranch, Joe & Karen Panfiglio, Chris Rieger; Paradise Valley Produce, Dennis & Sandy Dierks; Point Reyes Farmstead Cheese Co., Lynn Stray & Bob Giacomini; Point Reyes Vineyards & Winery, Steve & Sharon Doughty; Slow Money, Woody Tasch; Stewart Ranch, Amanda Wisby & Jo Ann Stewart; Straus Family Dairy & Creamery, Albert & Jeanne Straus; Red Hill Ranch, Kitty & Doug Dolcini; Tomales Bay Oyster Co., Todd Friend; Toluma Farms, Drs. Tamara Hicks & David Jablons; Tresch Dairy, Joe & Kathy Tresch; Windrush Farms, Mimi Luebberman; UC Berkeley, Sibella Kraus; UC Cooperative Extension, Ellie Rilla & Steve Quirt

Partners in Outreach & Education help MALT reach out to the community about the importance of local agriculture:

California Artisan Cheese Festival; Dominican University; Greenbelt Alliance; Institute at the Golden Gate; Marin Agriculture and Education Alliance member organizations (Environmental Education Council of Marin; College of Marin; Marin County Farm Bureau; Marin Farmers Markets; Marin County Office of Education; Marin Organic; Point Reyes Farmers' Market; Slide Ranch; The Bay Institute; and UC Cooperative Extension); Marin County Open Space District; Marin Wine Growers Association; Nicasio Historical Society; Point Reyes National Seashore; Slow Food Nation

CONNECT TO YOUR FOOD



Shannon Wilson, Donor



Donors Janine Guillot & Shannon Wilson

San Francisco resident Shannon Wilson lived on a farm on Route 66 in Missouri when she was young, and her love of farmland and fresh, healthy food springs out of cherished childhood memories. “I remember the taste of the grapes right off the vine, picking strawberries and blackberries with my grandmother, walking through the fields, and finding a profusion of delicious watercress near the springhouse. These sensory experiences on the land gave me a feeling of being totally in the moment, as well as a sense of place and a sense of self.”

Preserving farmland keeps a community “growing”—in the best sense of the word It also inspired her desire to preserve farmland. As a donor, Shannon explains her giving philosophy, “My partner Janine and I set an annual giving budget and agree how we’ll allocate that budget across causes. Within each cause, we choose one or two organizations that we really want to support—MALT is one of them. Everyone has a giving level they are comfortable with. We try to find that level, and then stretch beyond it a bit.”

Living in an urban environment doesn’t keep Shannon from having a strong connection to the value of preserving farmland. “Fresh food nourishes us—body and soul. Every time I sit down at a restaurant, I appreciate where the food comes from. I’m especially pleased when I am able to enjoy food in San Francisco that I know was produced on a MALT-protected property.”

Shannon also is a MALT volunteer, and she’s a regular visitor to West Marin, drawn by the sense of community as much as the natural beauty of the farmland she loves. “Preserving farmland is not just about open space and landscape; it keeps a community alive and vibrant—‘growing’ in the best sense of the word.”

WAYS TO GIVE

Become a member—More than 4,000 of you make annual gifts totaling about \$1 million—a remarkable 80% of our total operating budget. Your support allows us to do the work vital to preserving Marin County farmland so that the land will remain as productive agriculture, open space, and wildlife habitat, *forever*.

Donate to the Ellen Straus Farmland Preservation Fund—Your gifts, along with grants from public agencies and funds raised at our annual *Ranches & Rolling Hills* Landscape Art Show and Sale, are used to purchase agricultural conservation easements.

Leave a legacy to the Stewardship Fund—Your bequests and other planned gifts help build a crucial endowment for MALT that allows us to be partners in stewardship with the landowners and effectively monitor the easements we hold.

THANK YOU all for your support this past year!

MALT SUPPORTERS

July 1, 2008 — June 30, 2009

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In preparing this report, every effort was made to ensure that it is accurate and complete. If there is an omission or an error in spelling, please accept our apologies and notify the Development Office so our records can be corrected. This report lists all gifts of \$250 or more received between July 1, 2008, and June 30, 2009. Gifts received after that date will be listed in next year's report.

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Marin Agricultural Land Trust's success in preserving Marin County farmland is due to the inspiration of our founders, the dedication of staff, board members, and volunteers, and the financial contributions of supporters. We gratefully acknowledge here those who have given \$250 or more. We also thank other supporters at all levels whose names are too numerous to include but whose support is essential. Thanks also to those who give through Earth Share.

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Left: Hicks Valley rancher Doug Dolcini; center: Donor Blossom Young with beets from County Line Farm; right: Development Director Kristine Ball & organic farmer David Retsky





Left: Donors Drs. Tamara Hicks & David Jablons; center: Donors Marijke & Peter Donat; right: Artists Richard Linderberg & Richard Schloss prepare for our annual art show

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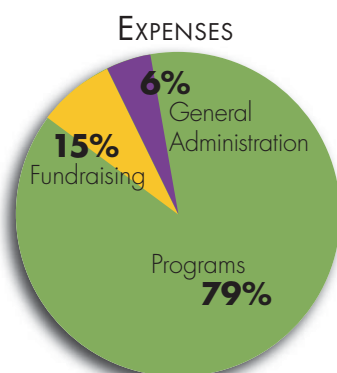
STATEMENT OF ACTIVITY AND CHANGES IN NET ASSETS

| July 1, 2008 — June 30, 2009 | JUNE 30, 2009 TOTAL | JUNE 30, 2008 TOTAL |
|---|------------------------|------------------------|
| REVENUES AND ADDITIONS TO NET ASSETS | | |
| Membership, contributions and grants | \$1,699,011 | \$4,642,847 |
| Government grants | 775,000 | 3,580,000 |
| Conservation easement contributed | | 1,000,000 |
| Investment income(loss) * | (757,312) | (147,381) |
| Program revenue and other | 187,078 | 293,234 |
| Total Support & Revenue | 1,903,777 | 9,368,700 |
| EXPENSES AND PURCHASES OF CONSERVATION EASEMENTS | | |
| Purchases of conservation easements | 2,692,715 | 6,211,278 |
| Other program expenses | 827,087 | 704,828 |
| Total Program Expenses | 3,519,802 | 6,916,106 |
| General and administrative | 285,746 | 287,215 |
| Fundraising | 666,560 | 602,924 |
| Total Administrative & Fundraising | 952,306 | 890,139 |
| Total Expenses & Purchases of Conservation Easements | 4,472,108 | 7,806,245 |
| Change in Net Assets | (2,568,331) | 1,562,455 |
| NET ASSETS JULY 1, 2008 (2007) | 14,725,432 | 13,162,977 |
| NET ASSETS JUNE 30, 2009 (2008)** | \$12,157,101 | \$14,725,432 |

** NET ASSETS JUNE 30, 2009 consist of the following funds:

| | | |
|------------------------|--------------|--------------------|
| Operating Fund | \$1,500,470 | |
| Ellen Straus Fund | 4,623,954 | Total Unrestricted |
| Stewardship Fund | 285,663 | 6,410,087 |
| Temporarily restricted | 1,328,661 | Total Restricted |
| Permanently restricted | 4,418,353 | 5,747,014 |
| | \$12,157,101 | \$12,157,101 |

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



ASSET, LIABILITY AND NET ASSET SUMMARY

| | | |
|--|--------------|--------------|
| Current assets - cash and cash equivalents | \$3,206,158 | \$1,513,805 |
| Current assets - other | 439,174 | 2,968,910 |
| Property and equipment, net of depreciation | 1,141,833 | 1,151,091 |
| Irrevocable planned gifts at present value | 155,348 | 105,976 |
| Unrestricted securities held for long term | 1,134,582 | 1,162,633 |
| Restricted endowment investments | 4,418,353 | 4,403,959 |
| Investments and pledges restricted for conservation projects | 1,173,313 | 3,052,810 |
| Other assets | 543,989 | 442,104 |
| Total Assets | \$12,212,750 | \$14,801,288 |
| Current liabilities | \$ 55,649 | \$ 75,856 |
| Total Net Assets | 12,157,101 | 14,725,432 |
| Total Liabilities and Net Assets | \$12,212,750 | \$14,801,288 |



(Top row, left to right) Marcia Barinaga and her farmstead sheep milk cheese; Baby's first farm visit! (Row two) MALT Hikes & Tours included: the Ryan-Tocalino Ranch; Tomales Bay Oyster Company (Row three) Kids enjoy Farm Field Studies; Stewardship Director Patricia Hickey meets with landowners (Row four) Dairy ewes; Bolinas farmer Warren Weber talks lettuce during a MALT-sponsored Slow Food Nation tour

Photos: Paige Green; Colleen Proppé; Sarah Carter; Elisabeth Plak; Helen Zucker



Staff, left to right: Kristine Ball; Jeff Stump; Hope Ratner; Deborah White; Victoria Moore; Sandy Dierks; Barbara Petty; Kelly Brown; Elisabeth Ptak; Mia Pelletier; Constance Washburn; Christine Harvey; Helen Zucker; Bob Berner; Allison Kiehl; Patricia Hickey. Not pictured: Cindy Jordan; Hilary Jeffris



Board of Directors, left to right: (front row) Sue Conley; Phyllis Faber; (middle row) Gail Seneca; Anne Flemming; (back row) Lynn Giacomini Stray; Loren Poncia; Sabin Phelps; Dominic Grossi; Doug Moore; Joe Gillach. Not pictured: Bob Bingham; Mike Gale; Tony Gilbert; Steve Kinsey; Rick Lafranchi; Peter Martinelli; Jim McIsaac; Julie Rossotti

On the cover: *Delicious Hay*, by Jeanette LeGrue, 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 13th annual show will take place on May 15 & 16, 2010, 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.

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Editor: Elisabeth Ptak; Graphic design: Gay Stack. Printed on recycled paper with soy inks.

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 more than 41,500 acres on 64 family farms and ranches.

For more information about Marin's family farms and the food they produce visit **malt.org**.
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2008—2009

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