



YEAR IN REVIEW 2009-2010

PRESERVING MARIN COUNTY FARMLAND



DEAR MEMBERS AND FRIENDS,



Executive Director Robert Berner and Board Chair Lynn Giacomini Stray

Each farm or ranch protected by a MALT easement brings us closer to becoming a whole community that values a strong local economy, clean air and water, a sense of place, and access to fresh, healthy food.



Bob Berner greets donor Sue Missimer at the 2010 Directors' Barbeque

Thirty years ago, Ellen Straus and Phyllis Faber had a vision for the future of family farms in Marin County. To realize that vision, they created Marin Agricultural Land Trust, the first agricultural land trust in the United States.

As MALT nears the end of its 30th 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 over 40% of Marin's working farm and ranch land. Given the county's proximity to a metropolis of seven million people, it's not difficult to imagine what West Marin might look like today were it not for MALT.

This year was a very successful one, and we would like to thank everyone who supported us in our mission of preserving Marin County farmland. Our achievements this past year included:

FARMLAND PROTECTION: During this fiscal year MALT permanently protected a Grade A Holstein Dairy that has been in operation since 1933, a goat dairy that was launched in 2007, and a small-scale sheep ranch located next to the beautiful Estero Americano. These diverse projects demonstrate our commitment to the many different forms of agriculture in Marin County, and our ability to work flexibly with private and public funders. Of the cost of \$3,205,000 required to complete the three projects, 61% was provided by grants from public agencies—the rest came from our generous individual supporters.

FUNDRAISING: In the face of a bleak fundraising landscape, where private donations to nonprofit organizations dropped nationwide by 3.2%, we exceeded our fundraising goals in all areas. Contributed income exceeded our goal by 15%, a testament to the generosity of our members and their confidence in our work. This surplus will help kick start our new fiscal year and strengthen MALT's ability to pursue its agricultural land protection mission.

STEWARDSHIP: As the amount of land protected by MALT conservation easements grows, our stewardship responsibility grows along with it. Our Stewardship team, in partnership with the landowners, conducted site evaluations on four potential properties, as well as site visits to all of our easement properties to ensure that the land is used and managed in a way that is consistent with the terms of the conservation easement. Stewardship staff are also actively involved in several conservation planning projects, including the development of a Stewardship Assistance Program to provide landowners with cost-share funding to enhance natural resources on MALT-protected properties. MALT is also leading a multi-agency effort to combat a distaff thistle infestation that threatens the productivity and biodiversity of thousands of acres of Marin rangeland.

LAND TRUST ALLIANCE ACCREDITATION:

After two years of challenging and time consuming work, MALT earned accreditation from the Land Trust Accreditation Commission, an independent program of the Land Trust Alliance. MALT joins 104 other land trusts from across the country, including 11 from California, that have been awarded accreditation since the fall of 2008. We have always believed in setting high standards for our agricultural land preservation program and stewardship practices. Accreditation means we conduct our work in an effective and ethical way, that we have the organizational and financial resources to promise that we can care for our agricultural easement properties in perpetuity, and that donors can be certain their contributions will be invested carefully to protect working farm and ranch land in Marin County forever.



OUTREACH & EDUCATION: Our public programs and activities continue to connect thousands of individuals directly to MALT, the land, and the importance of agriculture's economic, environmental and historic value to Marin County. More than 1,700 students from 35 different schools took part in our Farm Field Studies Program, and over 1,000 adults and families went on our Hikes & Tours. *Ranches & Rolling Hills*, our annual landscape art show and sale, brought hundreds of art lovers to the tiny Druids Hall in Nicasio, and raised over \$70,000 this year for the acquisition 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 *Ranches & Rolling Hills* artists.

COMMUNICATIONS: Thanks to a grant from the Taproot Foundation and the pro bono efforts of a team of volunteer professionals in branding and graphic design, MALT has received a brand new logo and refreshed visual identity. Incorporating the grassland of West Marin, our new logo defines the character of this special part of Marin County, and speaks to MALT's ongoing mission to preserve it, forever.

MALT's success this year goes far beyond dollars raised, acres saved, or individuals served. Each farm or ranch protected by a MALT easement provides benefits that go further than these measurements, and bring us closer to becoming a whole community that values a strong local economy, clean air and water, a sense of place, and access to fresh, healthy food.

Thank you to everyone who helped us make this year so successful. Onward to the next 30 years!

A handwritten signature in blue ink, appearing to read "Robert Berner".

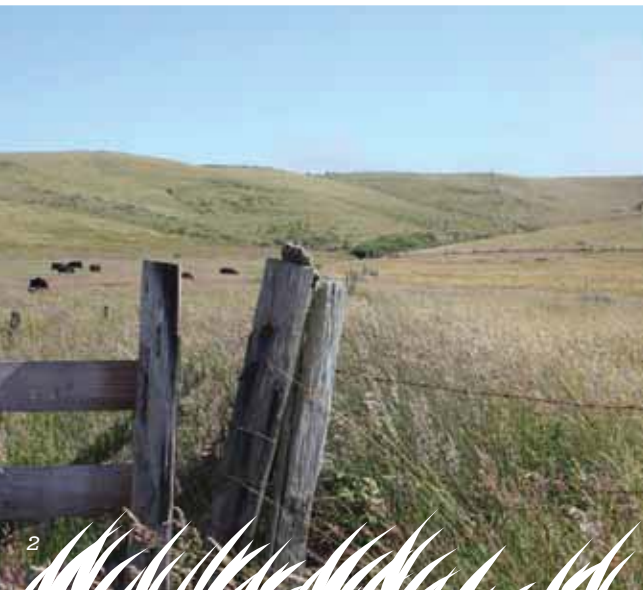
Robert Berner
Executive Director

A handwritten signature in blue ink, appearing to read "Lynn Giacomini Stray".

Lynn Giacomini Stray
Chair, Board of Directors



2009-2010 CONSERVATION EASEMENTS



64. SPALETTA DAIRY

Members of the Spaletta family have owned the 772-acre Cypress Lane Ranch since 1933. Charlie Spaletta and his son Tony run a Grade A Holstein dairy cow operation there, producing fluid milk for the Bay Area.

In the fall of 2009, MALT acquired an agricultural conservation easement with financial assistance from the Department of Conservation's California Farmland Conservancy Program and the United States Department of Agriculture, Natural Resources Conservation Service (NRCS). The remaining third of the funds was raised from MALT members and supporters, for a total payment of \$2,495,000, the independently appraised value of the easement.



65. TOLUMA FARMS

Owners David Jablons and Tamara Hicks of San Francisco bought Toluma Farms in Tomales in 2003 with a dream of rehabilitating the former cow dairy as a goat milk operation. After making extensive improvements to existing agricultural facilities and restoring creeks and waterways on the property, they launched a small, modern dairy in 2007. MALT paid \$290,000 for the 160-acre easement, all of it raised from MALT supporters.

The sale of an agricultural conservation easement to MALT will enable the couple to continue ongoing improvements. Currently, the Grade A milk produced on the farm is sold to Redwood Hill Creamery, while Toluma Farms cheesemakers have begun experimenting with crafting small quantities of their own handmade artisan cheese. A portion of the farm is leased to a neighboring beef rancher, and about 25 acres are leased for dry-farmed potatoes.



66. MAZZUCCHI RANCH

On June 30th 2010, the very last day of our fiscal year, MALT purchased a conservation easement on the 215-acre Mazzucchi Ranch in Valley Ford. Located along the shore of the Estero Americano, the property has been run by the Mazzucchi family as a small-scale sheep ranch for almost 50 years.

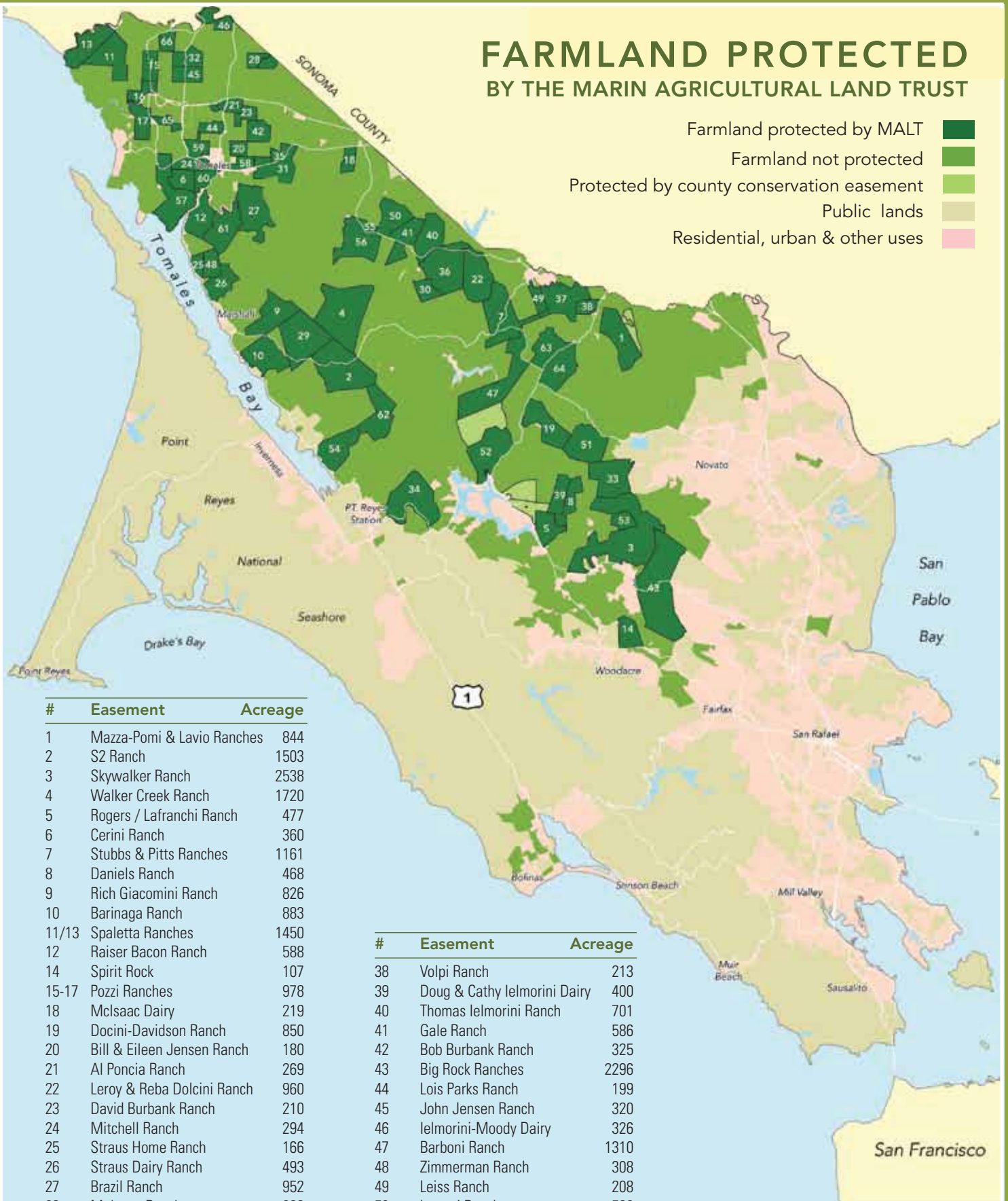
MALT paid \$424,000 for the easement, with all of the funds raised from MALT supporters. The sale of an easement to MALT will enable Stan Mazzucchi and his family to continue to run 300 sheep on the ranch, and to make improvements to expand the operation and maintain the high quality of the ranch.



FARMLAND PROTECTED

BY THE MARIN AGRICULTURAL LAND TRUST

Farmland protected by MALT ■
 Farmland not protected ■
 Protected by county conservation easement ■
 Public lands ■
 Residential, urban & other uses ■



#	Easement	Acreage
1	Mazza-Pomi & Lavio Ranches	844
2	S2 Ranch	1503
3	Skywalker Ranch	2538
4	Walker Creek Ranch	1720
5	Rogers / Lafranchi Ranch	477
6	Cerini Ranch	360
7	Stubbs & Pitts Ranches	1161
8	Daniels Ranch	468
9	Rich Giacomini Ranch	826
10	Barinaga Ranch	883
11/13	Spaletta Ranches	1450
12	Raiser Bacon Ranch	588
14	Spirit Rock	107
15-17	Pozzi Ranches	978
18	Mclsaac Dairy	219
19	Docini-Davidson Ranch	850
20	Bill & Eileen Jensen Ranch	180
21	Al Poncia Ranch	269
22	Leroy & Reba Dolcini Ranch	960
23	David Burbank Ranch	210
24	Mitchell Ranch	294
25	Straus Home Ranch	166
26	Straus Dairy Ranch	493
27	Brazil Ranch	952
28	Maloney Ranch	288
29	Respini Ranch	1242
30	Ellis Ranch	274
31/35	Sartori Ranch & Faith Ranch	797
32	Reimer Ranch	356
33	Ryan Tocalino Ranch	856
34	Nobmann Ranch	1192
36	Fred & Karen Dolcini Ranch	1003
37	Corda Ranch	847

#	Easement	Acreage
38	Volpi Ranch	213
39	Doug & Cathy Ielmorini Dairy	400
40	Thomas Ielmorini Ranch	701
41	Gale Ranch	586
42	Bob Burbank Ranch	325
43	Big Rock Ranches	2296
44	Lois Parks Ranch	199
45	John Jensen Ranch	320
46	Ielmorini-Moody Dairy	326
47	Barboni Ranch	1310
48	Zimmerman Ranch	308
49	Leiss Ranch	208
50	Lanatti Ranch	586
51	Grossi Ranch	870
52	Moore Ranch	1007
53	Phillips Lands	120
54	Robert Giacomini Dairy Inc.	714
55/56	Jacobsen Ranch	981
57	Martin & Sally Pozzi Ranch	1125
58	Tomales Farm & Dairy, East	178
59	Crayne Ranch	294

#	Easement	Acreage
60	Tomales Farm & Dairy, West	243
61	Eugene Poncia Ranch	750
62	Panfiglio Ranch	810
63	Dolcini Red Hill Ranch	565
64	Spaletta Ranch Corporation	772
65	Toluma Farms	160
66	Mazzucchi Ranch	215

CYNTHIA SAWTELL, VOLUNTEER



Cynthia Sawtell and friend at the Bivalve Dairy

“Our Marin farmland is a treasure, and I feel so proud to be part of an organization that is working to preserve it for future generations.”

Cynthia Sawtell moved home to the Bay Area in mid-2006 after a 30-year IT career with American Airlines, which had taken her first to Tampa, FL and then to Arlington, TX.

“I was retired and thrilled to be able to live in the place of my dreams and the home of my heart,” says Cynthia. “When I started thinking about volunteer work as a way to establish roots in a new community, my best friend told me what a great organization MALT was.”

Prior to Cynthia’s career at AA, she had spent a few years “trying on” being a homestead farmer. She kept dairy goats and chickens, along with a small organic garden, in San Mateo County. When her career took off, she put that idea on the shelf. As a parent, she had great experiences working with school children, and through frequent trips to France she developed a passion for cooking with fresh, local ingredients.

“Volunteering for MALT gave me the opportunity to weave together all of my interests and passions,” says Cynthia. “When (MALT Education Director) Constance Washburn gave me the opportunity to help develop the Farm Field Studies program, I knew I’d found my place!”

Thanks to volunteers like Cynthia, MALT’s Farm Field Studies Program was able to hold 64 farm field trips during the 2009-2010 school year, and bring more than 1,700 children from 35 Bay Area schools out to Marin farms and ranches for hands-on learning about agriculture, nutrition, and local food.

“For me, it’s important to spend time making a difference in other people’s lives. I find that volunteering for MALT, especially in Farm Field Studies, lets me know that my time and energy are being invested in the future, not just in preserving the beautiful ranches and rolling hills of Marin, but in cultivating the future supporters of food from our local farms.

“When a child exclaims: ‘From now on, we’re going to ALWAYS make our own butter at home’, I know I’ve helped that child realize the connection between the food she eats and the farms it comes from. When she’s had a terrific experience of discovery on a farm, she will grow up to shop at the farmer’s market... and become a MALT supporter in her own right!”



2010 PARTNERS IN OUTREACH & EDUCATION.

The following organizations and agencies have helped MALT reach out to the community about the importance of local agriculture.

California's Artisan Cheese Festival
Cavallo Point Lodge
Institute at the Golden Gate
College of Marin Indian Valley Campus
Earth Day Marin
Marin Wine Growers Association

Matrix Parent Network
Point Reyes National Seashore
Transition West Marin
The Marin Carbon Project
The Edible School Yard

FARM FIELD STUDIES BUSINESS SPONSORS

Autodesk	Veritable Vegetable
Bank of Marin	Straus Family Creamery
Clover-Stornetta Farms	Gerald Thompson <i>on behalf of the C. M. van Vliet Trust</i>
Earl's Organics	Wells Fargo Foundation
Good Earth Natural Foods	

MALT VOLUNTEERS

Paula Alsterlind	Sara Clow	Adi Girroir	Muniera Kadrie	Ann Piper	The Taproot Foundation
Gunsu Altindag	Deborah Coburn	Candice Gold	Tricia Kalish	Melinda Pitcher	<i>Patti Glover,</i>
Lynn Anderson	Linda Dahl	Carol Golden	Heide Kawahata	Allison Puglisi	<i>Jean Goldman</i>
Mark Bauermeister	Karen Dietrich	Kathy Grey	Leigh Kenny	June Purpura	<i>ML Haynes</i>
Kate Baxter	Gloria DeMaria	Donald Hanahan	Caroline Kraus	Susan Pridmore	<i>Kerri McHale</i>
Celeste Binnings	Susan Dollberg	Lillian Hanahan	Joan Lamphier	Elizabeth Quinn	<i>Joni Sugimura</i>
Jerry Binnings	Sarah Domenico	Lorraine Heitchue	Kurt Legler	Joyce Rhodes	<i>Natalie Thompson</i>
Jan Blackford	Jennifer Drake	Anne Hellman	Kathryn Lino	Christa Rieger	Gail Truman
Jeffrey Blanchfield	Sue Evans	Liz Hendey	Bonnie MacLaird	Lynn Ross	Jano Tucker
Donna Bohegian	Lester Foote	Linda Herman	Janet McGarry	Cynthia Sawtell	Frances Waddock
Diane Bolman	Paula Frankel	Helene Holl	Bev McIntosh	Carol Schoenfeld	Alice Wallace
Ann Brenner	Kamala Friedman	Marguerite Illingworth	Penny Noble	Donna Shoemaker	Karen Whitaker
Kathy Callaway	Susan Galbraith	Kristi Jacobson	Heidi Otto	Rebecca Simon	Shannon Wilson
Ed Christiansen	Marilyn Geary	Pamela Johnson	Laurel Pershall	Stephanie Smith Stein	Deborah Zierten
Ina Clark	Robert Gelardin	Diane Judd			

MALT HIKE, TOUR, AND EVENT HOSTS AND LEADERS & FARM FIELD STUDIES HOSTS

AllStar Organic, Janet Brown, Marty Jacobsen	Tim Horn, Artist	Point Reyes Books, Steve Costa and Kate Levinson
Peter Asmus, Author	Indian Valley Farm & Edible School Yard, Wendy Johnson	Point Reyes Farmstead Cheese Co., Lynn Stray & Bob Giacomini
Barinaga Sheep Ranch, Marcia Barinaga	KT's Kitchen, Catherine Bromhead	Point Reyes Compost, Ted Stray
Bivalve Dairy, Karen and John Taylor	Lafranchi Dairy & Nicasio Valley Farms, Randy Lafranchi & Lynette Pareglio	Point Reyes Vineyards & Winery, Steve and Sharon Doughty
Black Mountain Ranch, Margaret Nobmann & Mike Giamonna	Leiss Ranch, Nancy Chaffin	Chef Susan Pridmore, Farm Fresh Cooking Class
BN Ranch, Bill & Nicolette Niman	Dewey Livingston, Historian	Red Hill Ranch, Kitty & Doug Dolcini
Corda Ranch, Gary Corda	Marin Carbon Farm, John Wick & Peggy Rathmann	Allan Reeves, Bicycle Tour Leader
County Line Harvest, David Retsky	Marin Winegrowers Association	Wendee Silver, U. C. Berkley
Devil's Gulch Ranch, Mark & Myriam Pasternak	<i>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</i>	Straus Family Dairy and Creamery, Albert & Jeanne Straus
Drakes Bay Family Farms, Kevin & Nancy Lunny	McEvoy Olive Ranch Nan McEvoy, Shari de Joseph, Eliza Fisher, Jill Lee, Jeff Crique	Stemple Creek Ranch & Poncia Ranch, Loren Poncia & Al Poncia
Drakes Bay Hereford Ranch, Anne Murphy	Moore Ranch, Jim and Margaret Moore	Stubbs Vineyard, Tom & Mary Stubbs
Escalle Winery, Mary Tiscornia	Nicasio Valley Cheese Company, Rick & Scott Lafranchi	Toluma Farm, Drs. Tamara Hicks & David Jablons
Phyllis Faber, MALT Co-Founder	Paradise Valley Produce, Dennis & Sandy Dierks	Transition West Marin, Bernie Stephen
Gale Ranch & Chileno Valley Beef, Mike & Sally Gale		Tresch Dairy, Joe & Kathy Tresch
Gospel Flat Farm, Don & Mickey Murch		Westview Jerseys, Richard & Marilyn Hughes
Temple Grandin		Windrush Farms, Mimi Luebberman
Hog Island Oyster Co., John Finger & Terry Sawyer		

GAIL SENECA, BOARD MEMBER AND DONOR

“Living in Inverness in the mid-90s

I heard about an organization that protected land from development, and had a notion that MALT was good for my views.” This would prompt Gail Seneca to join MALT and, after meeting its co-founder Ellen Straus during the course of a major fundraising campaign, she would come to realize that her “views”—which included a sweeping hilly landscape that she later learned was the Giacomini Ranch—were more than just picturesque scenery, but working agricultural land with a rich history that in many cases stretched back for generations. “It was a wonderful introduction to MALT in the form of an amazing person.” That meeting with Ellen started Gail on the path to being a major donor and valued Board member.



Participating in MALT hikes and tours further exposed “this kid from New York City” to Marin’s working ranches. She remembers her first tour of the Erickson’s sheep farm and her dawning understanding that West Marin’s gorgeous landscapes actually provided food and sustained families of owners and workers. Now meeting farmers and ranchers through MALT, she further appreciates their endless challenges, from volatile weather and commodity prices to global competition. “Their ability to persevere and innovate, all for their love of the land, is humbling.”

“I’ve come a long way from ‘What lovely views!’ to an understanding that those ‘views’ contain grit, history and love.”

When asked what brought her to MALT’s Board, Gail said that one of her guiding tenets in philanthropy is that relatively small amounts of money can make a big difference when people closest to the issues become leaders, and bureaucracies get out of the way.

Gail brings an impressive business background to MALT’s Board, where she serves as Treasurer and heads the Finance and Investment Committee. She helps ensure that the funds that donors entrust to MALT are invested well and budgeted appropriately.

Looking ahead, Gail views rising land prices and the lack of governmental support in this time of fiscal crisis as the greatest challenges to the future of farming in Marin. “Because MALT has earned the confidence of agriculturists, government agencies and the broader community, it is ideally positioned to take on these challenges,” Gail says. She hopes that MALT will be able to continue to fund conservation easements and to partner with ranchers and farmers on land stewardship, education and product diversification programs.

“I’ve come a long way from ‘What lovely views!’ to an understanding that those ‘views’ contain grit, history and love. I am thrilled to be engaged in this important work.”



WAYS TO GIVE

Essential partners in MALT's mission are our financial supporters—generous foundations, public agencies, and individuals who share our mission to preserve Marin County farmland, ensuring the land will remain as productive agriculture, open space, and wildlife habitat, forever. MALT offers donors the following creative options to help further our important work. To make a secure gift online, visit www.malt.org/donate, or call 415-663-1158 ext. 312 to speak with someone in our development department.

MEMBERSHIP: Your membership contributions to our annual fund provide 80% of our annual operating budget.

BEQUESTS & PLANNED GIFTS: Bequests and memorial 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.

MONTHLY GIVING

THROUGH THE PHYLLIS FABER CIRCLE: Named in honor of MALT's co-founder, this option allows you to support MALT through monthly gifts charged to your credit card.

GIFTS OF STOCK: Receive a charitable deduction for the full, fair market value of your gift, along with an exemption from capital gains tax, on shares you have owned for at least one year (under current law).

HONORARY OR MEMORIAL GIVING: Celebrate the lives and achievements of special individuals by making gifts in their honor.

WORKPLACE GIVING: Check with your employer about matching gifts or workplace giving through EarthShare.

MALT SUPPORTERS

July 1, 2009 - June 30, 2010



VISIONARY

(\$20,000 or more)

Anonymous (5)
Ayrshire Foundation
Bingham, Osborne, &
Scarborough Foundation
Bingham Kearns
Charitable Fund
Estate of Beatrice E.
Bofinger
Susie Tompkins Buell
Fund
County of Marin
Nathan Cummings
Foundation
Roberta & Richard
Cummings
Department of
Conservation California
Farmland Conservancy
Program

Estate of Susan Hedge
Hossfeld
JEC Foundation
Carrick & Andy
McLaughlin
The Mendelson Family
Fund
Bonnie Mitsui &
The Meshewa Farm
Foundation*
Ben Polk & Erin Kinikin
Cleaves and Mae Rhea
Foundation
Schrader-Robertson
Family Fund*
S+F Charitable Fund
Roger & Susan Schow
Jeffrey Sellon
John A. Sellon 1994
Charitable Lead Trust

Frances McDormand &
Joel Coen
Charles Stewart Mott
Foundation
Rebecca Patton & Tom
Goodrich
Jennifer Raiser & Donald
Bacon
Harvey L. Sorensen
& Maud C. Sorensen
Foundation
Jean Starkweather*
Kimbel J. and Debra J.
Stuart Fund
C.M. Van Vliet 2007
Trust & Gerald Thompson,
Trustee
Shannon M. Wilson &
Janine M. Guillot
Anthony Wright

Connie & Dan Burkhardt
Marilyn Burns Fund
Amy & Harold Bush
Gerald K. Cahill &
Kathleen S. King Fund*
Ray & Jan Capper
Randy & Polly Cherner*
Chevron Texaco Matching
Gift Program
Yvon Chouinard
Clover Stometta Farms, Inc.
John & Nina Cobb
Frances & George Collins
Sue Conley & Nan
Haynes
Carson Cox & Deborah
Haase
John & Barbara Crary
Peter J. Davis
Dick & Ginny Davis

Jane M. Gitschier
Chuck & Leslie Gompertz
Good Earth Natural Foods
Google
Lynn Gordon & David E.
Simon Fund
Steve & Mary Gorski
Neal Gottlieb
Charles P. Gresham
Sallie Griffith*
M. J. Groper*
Dean & Nancy Hanson*
Angela Hilt & Blake
Reinhardt
The James Irvine
Foundation
David Jablons
& Tamara Hicks
Kristine & Steve Jaeger
Eric Karpeles & Mike Sell

Sarah Mathews Legge
Trust Fund of MCF
Mark & Sandy Levine*
Wil Levine
N. Colin Lind & Anne Lind
Haynes Lindley
Pat & Dick Locke
T. Dixon Long
& Springcreek Foundation
Misty MacCready
& Melvyn Wright
Catherine & Richard
MacDonald
Craig MacLeod*
Allan & Eleanor Martini*
Andrew & Tracy Matthes
Edward L. Middleton
& Angele Khachadour
Jane, Stacy, & Scott
Miller Fund

Marin Agricultural Land Trust's success in preserving working farms and ranches in Marin County is due to the inspiration of our founders, the dedication of board members, staff, and volunteers, and the financial contributions of our supporters.

Terry Gamble
& Peter Boyer
Stan Gillmar
& Kate D. Baxter
Mark & Kristen Goldstein
Patricia & Bernard Goldstein
Family Foundation
Estate of Robert C. Held
Mrs. Katharine H.
Johnson*
Leaves of Grass Fund
Marin Community
Foundation
Marin County Board of
Supervisors
Smith Charitable
Remainder Unitrust*
USDA Natural Resource
Conservation Service
Henry & Barbara White

Andrew Thompson
& Rebecca Spring
Franklin D. Thompson
Trust
W.I.G.T. Printing
Eric Woodhouse

STEWARD

(\$5,000-\$9,999)

Anonymous (5)
Deborah & Arthur Ablin
Family Fund*
Barney & Barney
Foundation
John E. and Helen K.
Cahill Fund*
The Caldwell-Fisher
Charitable Foundation
Common Counsel
Foundation
Crawford & Jess Cooley*
Davis Family Foundation*
William Eastman &
Bishop Pine Fund*
Reade & Jennifer Frank
Gaia Fund
Penelope A. Gerbode
Gilbert-Wroten Fund
The Griffiths Family
Charitable Fund*
Jon & Linda Gruber
Joanne & Peter E. Haas,
Jr. Fund
Victor & Lorraine Honig

BENEFACITOR

(\$1,000-\$4,999)

Anonymous (17)
Howard & Ann Allen*
Barbara Andersen
Jane Anderson
& Tess Ayers
Tom & Julie Atwood
Autodesk, Inc.
Ms. Mary Bachman
& Mr. William Downing
Bill D. Barboni, D.V.M.
Barclays Global Investor
Peter & Janice Barry
Thomas & Johanna Baruch
Battle Family Foundation
Pamela & Albert Bendich
David & Julie Bernard
Bessemer Trust
Annette Billingsley
& Terry Bergmann
Mrs. G. Bland Platt
The Paul H. Klingenstein
and Kathleen R. Bole
Family Fund
Paul & Ann Brenner
California's Artisan
Cheese Festival
Catherine & Ned Brown
Charles Buki
Priscilla & Michael Bull*
Kathleen J. Burke
& Ralph Davis

Thomas Davis
& Marden Plant
Michael & Allison
Delman
Ethan & Hadley Dettmer
Carol Dimeling, M.D.
& Timothy C. Gee, M.D.
George Dirkes
& Gail Stern*
Peter & Marijke Donat
William H. Draper III
& Phyllis C. Draper
Drexler Estate Fund*
Donald & Barbara
Eastman*
Steve & Sharon Edelman
David & Erin Elliott
Robert & Gilda Elliott*
C. J. Eschelbach*
Faber Family Fund*
Ellen Fair
Angelo P. Figone
Denise Filakosky
& Richard Bergmann
Anne & Mason Flemming
Margot Fraser Fund
Jeffrey Freedman
& Marie Boylan
Joel & Brenda Fugazzotto
Richard Gale
Jim & Maggie Gault*
Gary & Linda Giacomini
Bob & Dean Giacomini*
Susan & Dennis Gilardi

Alan & Jean Kay*
Michael & Rosalind
Keiser
Nancy H. & James Kelso
Fund
Drs. Carol & Douglas Kerr*
Sue Fisher King
Nancy L. Kittle*
John Kozubik
Diana & Ronald Lamson
Robert & Jennifer Leathers

Janet L. Mills
John & Susan Monson
Doug & Margaret Moore*
George & Sandra Morris
Muller Family Foundation
Betsey & Terry Nelson
Brenda & John Newcomb
Nicasio Valley Farms
Patricia & Norman Nicolay
Frank & Lois Noonan

GUARDIAN

(\$10,000-\$19,999)

Anonymous (5)
Mrs. Thomas Adams
Robert Blitzer & Xenry
Margaret A. Cargill
Foundation
Cox Family Fund
David & Vicki Cox
Dick & Pat Daly*
EarthShare of California
Ellen Foundation





MALT SUPPORTERS

July 1, 2009 - June 30, 2010

Norcross Wildlife Foundation
Edna V. O'Connor*
Diane E. Parish & Paul Gelburd
Kirk L. Pasquinelli, DDS & Deborah Sullivan
William & Elizabeth Patterson Family Fund
Eileen & Phil Perkins
PG&E Corp. Foundation Matching Gifts Program
Jane & Rod Phibbs*
Kristina & George Phipps
Nick & Susan Pritzker
Peggy Rathmann & John Wick, The Rathmann Family Foundation
Katherine & Phil Reilly*
Reliance Fund

Geneen Roth & Matt Weinstein
Enid & Alan Rubin
Carla Ruff
Tim & Annette Ryan
Peter & Judith Sager
Jeff & Trish Scales
Betty and Jack Schafer
Max & Molly Schardt*
Patricia A. Schmidt
Joyce & Jim Schnobrich
Frank & Lee Seidner
Lucretia & John Sias
Spencer & Stacey Sias
John Simpson & Christine Makuch-Simpson
Jane & Thomas Singer
Kathleen Ann Skeels
Lee & Perry Smith Fund

Henry O. Timnick Charitable Gift Fund
Elaine Tope & Chuck McLaughlin
Marjorie & Barry Traub
Lois & Melvin Tukman
Frank & Judith Valone*
Christina & Ken Waldeck
David & Anne-Marie Walker
Walsh Charitable Fund
Wells Fargo Community Support Campaign
Wells Fargo Foundation
Karen Whitaker
Searle Whitney
Edward & Lisa Williams
Jerry J. Wilson Memorial Foundation
James & Beth Wintersteen*
Bruce & Nancy Worthington

Kent & Terry Ainsworth
Janet W. Allen
Claire Anspach
Peter & Patricia Arrigoni Fund
Bank of America Matching Gifts Program
Bank of Marin Community Fund
Nancy & Donald Barbour*
Christopher & Catherine Barnes
Kane-Barrengos Foundation
Alvin H. Baum, Jr. & Robert Holgate*
Anne Baxter
Dave & Anne Bernstein
Donald & Renate Bixby
Linda L. Blackwood
Gerald & Carol Block

Mr. & Mrs. William H. Crocker
Thomas W. Crowell & Patricia A. Pirrone
Timothy Culler
Bruce & Liz Daniels*
Susan Daniloff
Laurie Davis
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William B. Dewey
Willard Dixon
Michael Drury
Mike Enriquez
Jon Francis
Kristen Garneau
Karen Gruszka
Susan Hall
Jeremy Harper
Dana Hooper
Tim Horn
Ray Hunter
John Iwerks
Larry Iwerks
Jeanette Le Grue

Richard Lindenberg
Manny Lopez
Daniel McCormick
Zee Zee Mott
Davis Perkins
Jeri Quinn
Ane Carla Rovetta
Rick Schloss
Wendy A. Schwartz
Suzanne Siminger
Gary Smith
J. Thomas Soltesz
Nancy Stein
Arturo Tello
Millicent Tomkins
Sarah Vedder
Ward Walkup
Pat Wallis
Tom Wood

MALT board member and owner of Fresh Run Farms Peter Martinelli with his dog Kip



STATEMENT OF ACTIVITY *and* CHANGES IN NET ASSETS

July 1, 2009 - June 30, 2010

3,687

donors gave to MALT

347

new donors contributed

41%

donors of ten years or more

1,147

acres of new land protected

NEW LEAF PAPER®
ENVIRONMENTAL
BENEFITS STATEMENT
*of using post-consumer waste
fiber vs. virgin fiber*

Marin Agricultural Land Trust saved the following resources by using Reincarnation Matte (FSC), made with an average of 100% recycled fiber and an average of 60% post-consumer waste, processed chlorine free, designated Ancient Forest Friendly™ and manufactured with electricity that is offset with Green-e® certified renewable energy certificates.

10	Trees
4857	Gallons of Water
3.7	Million BTUs of
295	Pounds of Solid
1008	Pounds of Greenhouse Gases

Calculations based on research by Environmental Defense and other members of the Paper Task Force.

www.newleafpaper.com

Statement of Financial Condition as of June 30, 2010

ASSETS

Current assets—cash and cash equivalents	\$ 3,750,137
Current assets—other	384,097
Property, land and equipment, net of depreciation	1,099,794
Irrevocable planned gifts at present value	318,630
Unrestricted investments held for long term	1,396,962
Restricted endowment investments	4,418,353
Investments and pledges restricted for conservation projects	111,684
Other assets	221,824

TOTAL ASSETS **\$11,701,481**

LIABILITIES *and* NET ASSETS

LIABILITIES:

Accounts payable and accrued expenses	\$ 108,514
TOTAL LIABILITIES	\$ 108,514

NET ASSETS:

Unrestricted *	\$ 6,524,300
Temporarily restricted	650,314
Permanently restricted	4,418,353
TOTAL NET ASSETS	\$11,592,967
TOTAL LIABILITIES AND NET ASSETS	\$11,701,481

Summary of Activity and Changes in Net Assets

REVENUE *and* ADDITIONS TO NET ASSETS

Memberships, contributions, grants and bequests	\$ 2,524,253
Government grants	1,663,332
Investment income and gains	579,258
Program revenue and other	160,948
TOTAL REVENUE AND ADDITIONS TO NET ASSETS	\$ 4,927,791

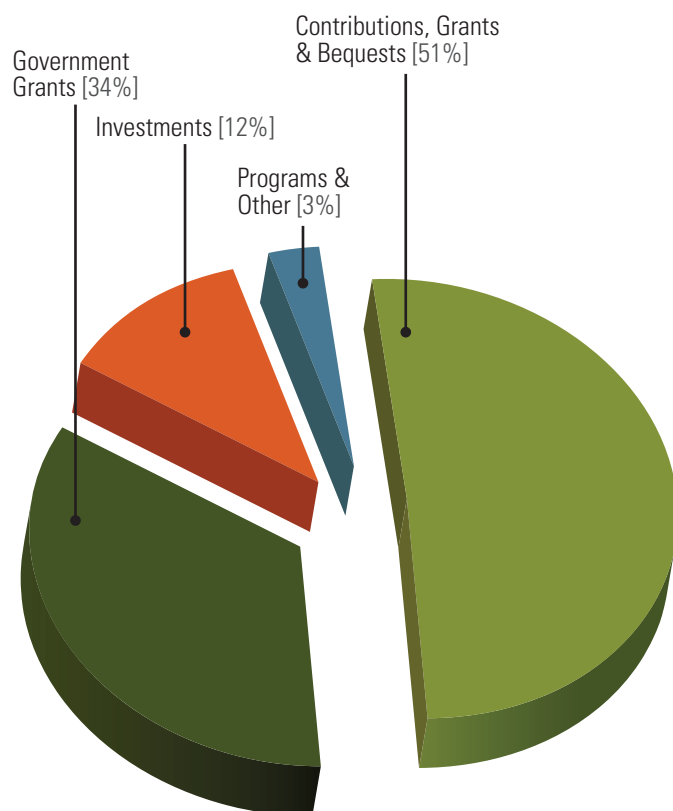
EXPENSES

Purchase of conservation easements	3,543,310	
Other program expenses	<u>1,061,369</u>	\$ 4,604,679
Fund raising		521,264
Management and support services		365,981
TOTAL EXPENSES		\$ 5,491,924

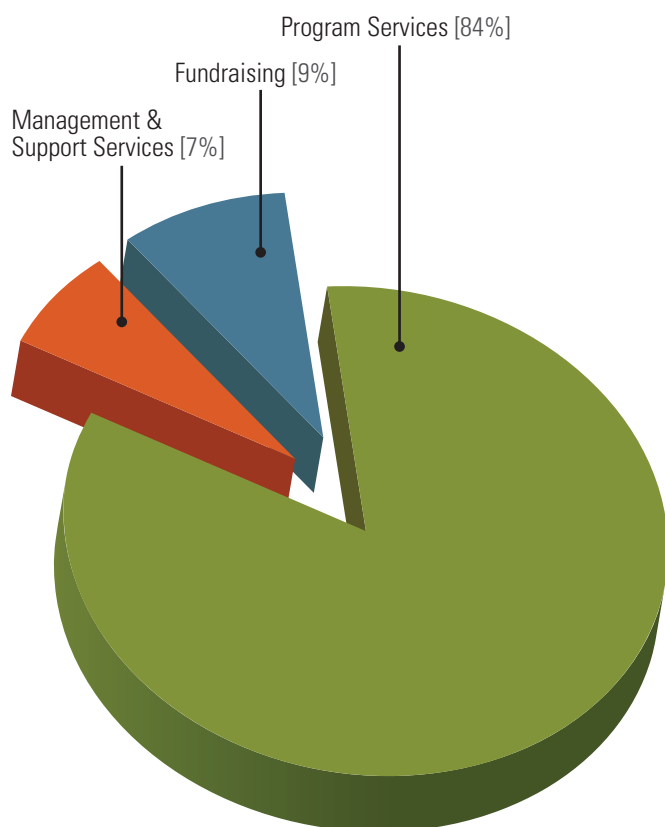
CHANGE IN NET ASSETS **\$ (564,133)**

* Operating, including \$1,087,967 of building and facilities	\$ 1,579,141
Easement acquisition fund	4,288,794
Board designated endowment	656,365
Total Unrestricted Net Assets	\$ 6,524,300

REVENUE BY CATEGORY



EXPENSES BY CATEGORY



MALT STAFF *and* BOARD OF DIRECTORS

BOARD OF DIRECTORS 2009-2010

Lynn Giacomini Stray, *Chair*
Farmstead Cheese Producer,
Point Reyes Station

Sue Conley, *Vice-Chair*
Artisan Cheesemaker,
Point Reyes Station

Rick Lafranchi, *Secretary*
Businessman, San Anselmo

Gail Seneca, *Treasurer*
Writer, Inverness

Bob Bingham
Investment Advisor, San Francisco

Steve Kinsey
Supervisor, 4th District

Phyllis Faber, Co-Founder
Biologist, Mill Valley

Peter Martinelli
Vegetable Grower, Bolinas

Anne Flemming
Community Volunteer, Ross

Jim McIsaac
Rancher, Novato

Mike Gale
Rancher, Chileno Valley

Sabin Phelps
Conservationist, Stinson Beach

Tony Gilbert
Lawyer, Marshall

Loren Poncia
Rancher, Tomales

Joe Gillach
Businessman, Tiburon

Julie Rossotti
Farmer/Rancher, Point Reyes

Dominic Grossi
Dairyman, Novato

Neil Rudolph
Financial Advisor, Mill Valley



Left to right: Jim McIsaac, Lynn Giacomini Stray, Dominic Grossi, Gail Seneca, Bob Bingham, Neil Rudolph, Tony Gilbert, Phyllis Faber, Mike Gale, Sue Conley, Peter Martinelli, Rick Lafranchi, Anne Flemming, Joe Gillach, Julie Rossotti

Not Pictured: Steve Kinsey, Sabin Phelps, Loren Poncia

MALT STAFF

Robert Berner, Executive Director

Kristine Ball, Director of Development

Kelly Brown, Major Gifts Officer

Sandy Dierks, Farm Field Studies Educator

Helen Ferlino, Accounting Associate

Lynn Figone, Administrative Assistant

Christine Harvey, Database Manager

Patricia Hickey, Stewardship Director

Mia Pelletier, Volunteer Program Manager

Barbara Petty, Director of Finance & Administration

Hope Ratner, Communications & Technology Manager

Jeff Stump, Easement Program Director

Roana Tirado, Stewardship Associate

Constance Washburn, Education Director

Deborah White, Director of Communications & Membership

Michael Woolsey, Development Assistant

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On the front cover: *Spring Fields* by Willard Dixon

On the back cover: Left: *Fern* by Jeanette La Grue; Right: *Spring Cleaning* by Tim Horn; Bottom: *Got Milk* by Nancy Stein

Cover artists are some 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 14th annual show will take place on May 21 & 22, 2011, at the Druids Hall in Nicasio.

INTERIOR PHOTO CREDITS:

Inside Front Cover (both): Paige Green; **Page 1** (top to bottom): Hope Ratner, Caroline Kraus, Hope Ratner, Paige Green; **Page 2** (left, top to bottom): Elisabeth Ptak, Patricia Hickey, Patricia Hickey, (right, top to bottom): Elisabeth Ptak, Dexter Roberts, Ed Haas; **Page 4** (top): Mia Pelletier, (bottom, left to right): Paige Green, Caroline Kraus, Caroline Kraus; **Page 5**: Ed Haas; **Page 6**: Hope Ratner; **Page 7**: Brooke Gray; **Page 8** (top, left to right): Kelly Brown, Paige Green, Hope Ratner, (bottom): Paige Green; **Page 9** (top, left to right): Paige Green, Paige Green, Caroline Kraus, (bottom): Paige Green; **Page 10** (top, left to right): Hope Ratner, Brooke Gray, Paige Green, (middle): Paige Green; **Page 11** (all photos): Paige Green; **Page 12** (top, left to right): Brooke Gray, Paige Green, Paige Green, (middle) Brooke Gray; **Page 13** (top, left to right): Paige Green, Paige Green, Hope Ratner, (bottom) Paige Green; **Page 15** (top): Hope Ratner, (both middle): Paige Green, (bottom): Ed Haas; **Page 16**: Paige Green; **Inside Back Cover**: Paige Green



Left to right (standing): Robert Berner, Kristine Ball, Hope Ratner, Christine Harvey, Patricia Hickey, Constance Washburn, Kelly Brown, Deborah White, Jeff Stump, Barbara Petty, Lynn Figone

Left to right (kneeling): Roana Tirado, Helen Ferlino, Mia Pelletier

Not Pictured: Sandy Dierks, Michael Woolsey

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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 agricultural conservation easements, which total more than 41,800 acres on 66 family farms and ranches.

For information about Marin's working farms and ranches and the food they produce visit malt.org.

