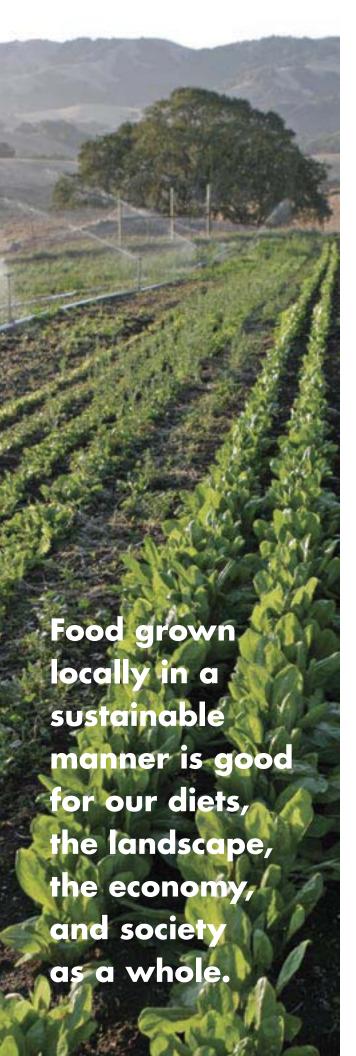


Preserving Marin County Farmland



# Dear members and friends

The past year brought remarkable affirmation of the vision which led to MALT's founding and to our success in protecting Marin's farm and ranch land. Last fall the Prince of Wales chose to visit our small corner of the world to see firsthand some of our organic and sustainable farms and meet the agricultural and community leaders supporting agriculture here.

In March, Verlyn Klinkenborg, a member of *The New York Times* editorial board and author of essays on rural life, visited West Marin, read from his latest book at Point Reyes Books, and later wrote about the importance of protecting Marin County farmland in his online blog.

Michael Pollan, nationally acclaimed author of books and magazine articles on food and agriculture and their intersection with nature (*The Omnivore's Dilemma; The Botany of Desire*), has spoken several times in West Marin, praising the vitality of Marin agriculture and MALT's role in protecting and sustaining it.

And in September, Wendell Berry, famed essayist, novelist, poet, professor, and farmer, spoke glowingly of our community's commitment to local, sustainable agriculture and urged the audience of 500 people to "join MALT."

The common theme of all of these thinkers and writers is a lesson that you already know: food grown locally in a sustainable manner is good not only for our diets, the landscape, the economy, and ecology, but for society as well.

With your help, Marin Agricultural Land Trust is proud to have permanently protected 57 of Marin's family farms and ranches on 38,000 acres and to be one of the leading farmland conservation organizations in the United States.

While we face unprecedented challenges of escalating land values and increasing pressure on our agricultural land and open spaces, I am confident that with the unwavering support of our members and partners we can continue to fulfill MALT's mission and make a better future for us all.

Robert Berner Executive Director

P.S. We're now very happily settled into our new office at the corner of 5th and A Streets in Point Reyes Station. We look forward to giving you a tour prior to our annual Holiday Open House on December 8. Watch for details in the mail.

On September 8, Wendell Berry spoke to a gathering of 500 people in Toby's Feed Barn in Point Reyes Station. MALT Board member and organic farmer Warren Weber introduced Berry, a poet, farmer, and activist who in 1991 wrote the foreword to Farming on the Edge, Saving Family Farms in Marin County, California. The following is excerpted from Warren's introduction.

Fifteen years ago, John Hart wrote Farming on the Edge, an insightful and inspiring book about the stories of Marin's ranchers and farmers and the public and private leaders who recognized the importance of protecting Marin's agricultural landscape for future generations. These foresighted citizens downzoned agriculture, created anti-development coastal policies, and rolled out a visionary organization to acquire agricultural easements in perpetuity—Marin Agricultural Land Trust. Fifteen years ago MALT had 19 ranches and 15,000 acres under easement. Today 57 ranches and 38,000 acres are protected (which is exactly one-third of all privately held ag land—a remarkable achievement). Fifteen years ago, Marin Organic (MO) didn't exist. We had then perhaps 80 acres farmed organically by four producers. Through our Ag Commissioner's stellar program, today there are 13,000 acres and 47 farms certified organic in Marin. These statistics are the bare bones of an amazing agrarian renaissance going on under our feet.

In his foreward to Farming on the Edge, Wendell Berry applauded us for "dissolving our opposing interests in the spirit of community." And he suggested we could do even more by promoting our local farm products. I'm happy to say we are now doing that as fast as we can. The Point Reyes Farmers' Market, at Toby's Feed Barn on Saturdays, is but one example. School lunch programs serving 4,000 children per week, local organic food delivered to elder centers, to a hospital, to low-income folks in San Rafael's Canal District, are others. Twenty tons of free organic food have been distributed to those institutions by Marin Organic, along with purchased produce. Additionally, MO, MALT, and UC sponsor numerous workshops for ranchers and the public.

Today, all of us together—farmers, ranchers, environmentalists, consumers, public and private advocates—are doing something unique here, and a little differently from 15 years ago. Now we are focusing less on development, more on agricultural productivity; less on outside forces and more on locally produced food and the regional consumer; and less on landscape as open-space, and more on its biodiversity, its productivity, its community-strengthening attributes. We are figuring out, step by step, case by case, how our, at times, sadly mechanistic and confrontational culture fine tunes the balance between people and the rest of nature, between feeding ourselves and protecting biodiversity, between using natural resources and cherishing them.

As some of us know firsthand, there remains a lot of potential conflict in balancing this equation. But the process is well worth the prize: a community sustained by the nature it loves. And that's why we are here tonight, to stimulate the dialogue and learn from each other. Thank you.

An amazing agrarian renaissance is going on under our feet.



# Our goal is to foster an atmosphere of partnership in protecting West Marin's agricultural productivity and heritage...

# Preserving Marin County Farmland

# **Conservation Easement Program**

As the first conservation organization in the United States to focus exclusively on protecting farmland, MALT revolutionized the use of conservation easements for this purpose. Twenty-six years later, 57 Marin farms and ranches on 38,000 acres—fully one-third of Marin's private agricultural land—are permanently protected from subdivision and non-agricultural development.

Sometimes, however, conservation doesn't happen evenly over time, despite our best efforts. We had expected to complete two or three easement acquisitions in the fiscal year covered by this report, but events intervened that pushed completion into next year. As of this writing, we are working on eight active projects totaling 5,000 acres. This is a huge opportunity, and a great challenge. The estimated cost to conserve these properties is \$12 million. We have been awarded grants totaling \$2.5 million and have received \$2 million in individual contributions. We continue to pursue every potential source of funding, but we need to engage more people and foundations in our cause. If you know of an individual or foundation interested in supporting our work, please let us know.

Once a conservation easement is acquired, MALT, in partnership with the land-owner, is responsible for safeguarding the values protected by that easement forever. The primary mechanism we use to ensure the continued health of those values is an annual visit by our stewardship staff. The visits allow us to get a firsthand look at the property and speak with landowners about their concerns, triumphs, and observations they've made living and working on the property over the previous year. The relationships we build through this process are our greatest asset in promoting healthy agricultural and natural resources.

Data gleaned from annual visits are compared to information contained in baseline documents which include accounts of the natural features, infrastructure, and land uses at the time the easement is acquired. Ground and aerial photographs are re-taken every 10 years, providing snapshots of the protected values through time.

While monitoring is the backbone of our stewardship program, we continue to look for ways to be a resource to landowners and the agricultural community. By sponsoring workshops and serving as a link with new information and opportunities for assistance, we hope to foster an atmosphere of continued partnership and success in protecting West Marin's agricultural productivity and heritage.

-Bob Berner, Tony Nelson, Erin McVey



# **Outreach & Education Program**

We're often surprised that some Bay Area residents don't know about West Marin. A professor of science at a Marin University admitted recently at a MALT presentation that he'd never been west of San Anselmo. A long time Marin resident and teacher reported on a field trip to a West Marin farm that she didn't even know there were farms in the County. How can MALT make preserving agriculture in West Marin relevant to east Marin and Bay Area residents so they'll support us in our efforts to save family farms? This is the question we keep asking ourselves, and here are some of our answers.

West Marin draws hikers, bikers, artists, writers, and environmentalists from around the world, and family farms provide a large part of the scenic beauty that attracts them. Our Hikes & Tours program gives outdoor enthusiasts an opportunity to hike on land not usually open to the public. Our *Ranches & Rolling Hills* landscape art show attracts both artists and collectors, and has raised more than \$600,000 for the purchase of conservation easements. Our family farms offer educational opportunities for children to learn that growing food sustainably is an essential part of a sustainable future for us all. On our Farm Field Trips, they gain an appreciation of the skill and hard work that goes into the process.

Saving family farms can also impact our health. MALT supports the Marin Food Systems Project in its efforts to promote local food in the schools. The food from our farms can also become part of delicious cheeses, wines, preserves, and more. MALT founded the gourmet food event *Taste of Marin* which has introduced many people to the joys of eating local food and supporting Marin farmers. The book *Marin Farm Families—Stories & Recipes* is a collaboration between MALT and the Community Development Department of the County of Marin. It profiles 22 people whose lives revolve around the rhythms and tempos of Marin agriculture and is available for sale at our office and on our website.

These programs all have raised awareness, but we still have a long way to go. We want to continue to find ways to teach people that preserving our farms is relevant to them even if they don't have the good fortune to live or work here in beautiful West Marin.

-Constance Washburn & Elisabeth Ptak

... and make preserving agriculture in West Marin relevant to Bay Area residents.

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And in honor of Peter Behr Peter Behr, Jr George Dirkes Om Dixon Sharon Doughty Robert Emery Phyllis Faber Margaret Gault Jenniter Johnson & Kees De Mooy Richard & Cindy Jordan Chris Kelly Ed & Doris Overmyer Jon Pendleton & Michele Gomez Dan & Carolyn Rheimer Bill & Sue Rogers Carma Rose Joan Troppmann William T. Wiley & Mary Hull Webster

Ranches & Rolling Hills

Artists 2006 Meredith Abbott Whitney Abbott Ralph & Martha Borge Russell Chatham John Comer Dan Cooper Christin Coy Bill Dewey Mike Dixon Michael Drury Mike Enriquez Jon Francis Karen Gruszka Susan Hall Glenna Hartmann Dana Hooper Tim Horn Larry Iwerks leanette LeGrue Dan McCormick Zee Zee Mott Art Rogers Ane Carla Rovetta Rick Schloss Wendy Schwartz Suzanne Siminger Gary Smith Skip Smith Tom Soltesz Nancy Stein Ray Strong Arturo Tello Millicent Tomkins Sarah Vedder Ward Walkup Tom Wood

Ranches and Rolling Hills Art Show 2006





When you look at the pastoral landscape and working farms in West Marin, you can be assured that you have made a personal investment in their preservation—forever.

# Your financial support makes a difference

# **A Living Legacy**

Marin Agricultural Land Trust depends on members and supporters to help us continue the important work of protecting farmland from development. This is a critical time in our organizational history as more and more family farmers and ranchers are turning to MALT for a conservation option to the sale or development of their land.

Some of these farming families want to convert to organic operations; some have chosen to diversify their dairies with cheese production; others hope to purchase the ranch from other family members. Whatever their circumstances, they are looking to MALT as a solution to meet their particular challenges and to ensure the long-term viability of their family farm.

Family farms and the spectacular open space of West Marin go hand in hand. Every dollar you donate to MALT is an investment in the future of West Marin and in the quality of food you put on your table or buy at local farmer's markets and grocery stores. Please join MALT and share in this important partnership to permanently protect the farmland that we all cherish.

Rita Cummings

Marin Agricultural Land Trust is a 501© 3 nonprofit corporation. All contributions to MALT are fully tax-deductible, as allowed by federal law.



### **OPERATING FUND**

Basic Membership: Members provide 80% of MALT's annual operating budget. With more than 5,600 members, we are encouraged by the continued support and level of commitment we receive from these individuals, many of whom have given for 10 years or more.

Directors' Circle: We invite you to join this special group of donors who contribute \$250 or more annually. All current members of the Directors' Circle receive an invitation to our annual Directors' Barbecue, as well as other special donor events throughout the year, depending upon giving level.

Phyllis Faber Circle: This new monthly giving program honors our co-founder, environmentalist Phyllis Faber. Your annual gift is automatically charged to your credit card in 12 monthly installments, guaranteeing MALT a steady source of income throughout the year.

### **ELLEN STRAUS FARMLAND PRESERVATION FUND**

The vision of MALT's co-founder, dairywoman Ellen Straus, lives on in the legacy of 38,000 acres of Marin County farmland permanently protected from development. Your gift to this fund directly supports MALT's conservation easement program and will make a critical difference in our ability to protect an additional 12,000 acres of farmland in the next five years.

With your help, MALT can: move quickly to purchase conservation easements on farmland threatened by development or sale preserve the spectacular rural landscape of West Marin ensure the continued production of locally produced food

# **BOARD-DESIGNATED ENDOWMENT**

Bequests and memorial gifts support the Stewardship Fund, MALT's Board-designated Endowment. This fund provides for our long-term ability to monitor agricultural and natural resources on the many farms and ranches protected by MALT easements.

## **PLANNED GIFTS: PARTNERS FOR PRESERVATION**

Planned gifts become part of MALT's Board-designated Endowment, and donors are recognized as *Partners for Preservation* and are acknowledged in our Annual Report. They also are invited to special events, including our annual Directors' Barbecue. Planned gifts may include:

Charitable Bequest: A provision in a will or living trust that transfers a percentage of an estate, a specific amount, or a specific property to MALT

IRA Designation: The naming of MALT as the beneficiary of a retirement plan's assets when the donor dies

Charitable Remainder Trust: An irrevocable charitable vehicle that allows donors to transfer assets to the care of a trustee and receive payments for life; upon the income beneficiary's death, the trust's assets go to MALT

Charitable Gift Annuity: A contract between a donor and MALT by which the charity pays the donor a fixed amount for life in return for the donor's gift of cash or stock

# FOR MORE INFORMATION

There are many ways to make a substantial gift to MALT, only some of which are described here. For more information or to discuss your bequest intentions and estate planning options to benefit MALT, please contact Rita Cummings, Development Director, at 415-663-1158 ext 305 or rcummings@malt.org



# Preserving Marin County Farmland 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, Suzanna Anderson, Steve Bjerklie, Janet Blair, Diane Bolman, Ann Brenner, Kathy Callaway, Ed Christiansen, Peggy Diedrichs, Gary Diedrichs, Jennifer Drake, Sue Evans, Amy Forseth, Lori Fouts, Paula Frankel, Marilyn Geary, Adi Girroir, Candice Gold, Loral Good, Diane Grauer, Kathy Grey, Marion Guyer, Anne Hellman, Robert Holgate, Pamela Johnson, Cindy Jordan, Ellen Josephy, Muniera Kadrie, Dahlia Kamesar, Heide Kawahata, Joan Lamphier, Silvia Lange, Julie Lehman, Elizabeth Li, Bonnie MacLaird, Laura May, Bev McIntosh, Ewell McIsaac, Ron Moore, Liz Muller, Christie Nelson, Carlo Passalalpi, Tina Pavane, Steven Pironti, Claire Ptak, Gene Ptak, Grace Raube, Joyce Rhodes, Lynn Ross, Gina Schnabel, Eve Senn, Donna Shoemaker, Sarah Slaughter, Virginia Sorgi, Christina Waldeck, Alice Wallace, Karen Whitaker, Barbara & Michael Whitt, Janet Wittkopf, Joe Youmans

Farm Tour & Event Hosts & Leaders: AllStar Organic, Janet Brown, Marty Jacobsen; American Farmland Trust, Ralph Grossi; Black Mountain Ranch, Margaret Nobbman, Mike Giamonna; Clark Summit Farm, Dan Bagley, Liz Cunningham; Corda Winery, Dave Corda, Jason Baker; County of Marin Community Development Agency, Alex Hinds; Creekside Farm, Susan Martinelli; Devil's Gulch Ranch, Mark & Myriam Pasternak; Doughty Dairy & Point Reyes Vineyard, Sharon & Steve Doughty, Jolynn Mendoza; Drakes Bay Hereford Ranch, Anne Murphy; Escalle Winery, Mary Tiscornia; Fresh Run Farms, Peter Martinelli; Gale Ranch, Sally & Mike Gale; Gospel Flats, Don & Micky Murch; Historians Dewey Livingston & Lois Parks; Hog Island Oyster Co., John Finger, Terry Sawyer, Michael Watchorn; 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 Oyster Farm, Kevin & Nancy Lunny; Marin Sun Farms, Dave Evans; Marin Winegrowers Association (Sean Thackrey; Pey-Marin Vineyards; Dutton-Goldfield; Stubbs Vineyard; Vision Cellars, Point Reyes Vineyards; Corda Winery; Mark Pasternak); McIsaac Dairy, Neil McIsaac & Giamonna Simondi; McEvoy Olive Ranch, Nan McEvoy, Shari de Joseph, Eliza Fisher, Jill Lee, Jeff Creque; Paradise Valley Farm, Dennis & Sandy Dierks; Poncia Ranch, Al & Loren Poncia; Sartori Farm, Russ Sartori; Star Route Farms, Warren Weber; Slide Ranch, Ann Cole & staff; Straus Family Dairy & Creamery, Albert Straus, Peggy Diedrichs & Julian Kayne; Tresch Dairy, Joe & Kathy Tresch; David Wimpheimer; Windrush Farms, Mimi Luebberman; University of California Cooperative Extension, Ellie Rilla & Steve Quirt

Partners in Education. The following organizations & agencies have helped MALT outreach 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's Marin Food Systems Project, Marin County Office of Education, Marin Organic, The Bay Institute, Slide Ranch, Walker Creek Ranch, University of California Cooperative Extension, Tomales Regional History Center, College of Marin, Nicasio Fire Department, American Farmland Trust, County of Marin Board of Supervisors & Community Development Agency. Marin County Farmer's Market Association, Nicasio Historical Society, Bolinas Museum, Marin History Museum

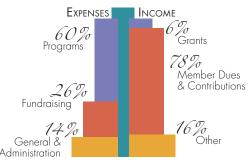


July 1, 2005 — June 30, 20	Operating 06 Fund	Ellen Straus Fund	Board-designated Endowment	Temporarily Restricted	June 30, 2006 Total	June 30, 2005 Total
Support & Revenue:						
Grants	35,000			121,000	156,000	4,615,859
Contributions, dues & bequest	s 827,389	167,500	340,616	747,164	2,082,669	2,172,522
Programs	35,1 <i>7</i> 8				35,178	38,146
Merchandise sales	16,082				16,082	9,579
Special events	5,869	115,674			121,543	104,277
Interest & dividends	4,628	16,075	50,326		71,029	118,733
Gain/loss on investments			171,639		171,639	91,941
Assets released from restriction	82,838		(202,950)			
Total revenue & support	1,044,258	382,087	562,589	665,214	2,654,140	7,151,057
Expenses:						
Programs	651,458	114,385			765,843	8,777,288
General & administration	164,175	12,979	2,625		179,779	166,003
Fundraising	264,075	72,784			336,859	314,408
Total expenses	1,079,708	200,148	2,625		1,282,481	9,257,699
Change in Net Assets	(35,450)	181,939	559,956	665,214	1,371,659	(2,106,642)
NET Assets, July 1, 2005 Interfund Transfer	166,588 80,000	61,239	2,755,769 (80,000)	266,368	3,249,964	5,356,605
NET ASSETS, JUNE 30, 2006	\$211,138	\$243,178	\$3,235,725	\$931,582	\$4,621,623	\$3,249,963

Statement of Activity and

Changes in Net Assets

Fundraising



Staff Robert Berner, Executive Director
Rita Cummings, Development Director
Katherine Landreth, Office Manager
Erin McVey, Stewardship Assistant
Katie Medwar, Development Associate
Tony Nelson, Stewardship Director
Laura Patterson, Membership &
Database Manager
Barbara Petty, Director of Finance
& Administration
Elisabeth Ptak, Associate Director/
Director of Outreach
Jeff Stump, Easement Program Manager
Constance Washburn, Education Director

Board Sam Dolcini, Chair
of Warren Weber, Vice-Chair

Directors Stan Gillmar, Secretary

2005—2006 Doug Moore, Treasurer
Bob Bingham
Janeann Erickson
Phyllis Faber. Co-founder
Anne Flemming
Tony Gilbert
Joe Gillach
Chris Kelly
Steve Kinsey
Jim McIsaac
Tim Nunes
Loren Poncia

Lynn Giacomini Stray Bill Zimmerman





Staff, left to right, back row: Bob Berner; Elisabeth Ptak; Tony Nelson; Katherine Landreth; Rita Cummings. Front row: Constance Washburn; Barbara Petty; Erin McVey; Katie Medwar; Jeff Stump. Not pictured: Laura Patterson

2005–2006 Board of Directors, left to right: Stan Gillmar; Tony Gilbert; Warren Weber; Phyllis Faber; Joe Gillach; Doug Moore; Chris Kelly; Lynn Giacomini Stray; Sam Dolcini; Anne Flemming. Not pictured: Bob Bingham; Janeann Erickson; Steve Kinsey; Jim McIsaac; Tim Nunes; Loren Poncia; Bill Zimmerman.

On the cover: Dude (8" x 10" oil, \$800) by Dana Hooper, 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 tenth annual show will take place on May 19 & 20, 2007 at the Druid's Hall in Nicasio

The Year in Review© is published by Marin Agricultural Land Trust, a nonprofit and tax-exempt organization. Editor: Elisabeth Ptak; graphic design: Gay Stack. Photos: Paige Green and Elisabeth Ptak



# 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 38,000 acres on 57 family farms and ranches. For more information, visit www.malt.org.

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