

*Marin Agricultural Land Trust*



*2000-2001* YEAR IN REVIEW

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Preserving Marin County Farmlands

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## DEAR MEMBERS & FRIENDS

Three years ago, Marin Agricultural Land Trust launched the most ambitious conservation initiative in its history. With the exhaustion of public funds committed to mal t's agricultural land preservation program, it was clear that our ability to preserve Marin's farmland in the future must depend primarily on contributions from members and individual donors. Their contributions not only would provide the principal support for our easement program, but also could be used to attract and match foundation and public agency grants.

In July, 1999, the Marin Community Foundation awarded mal t a \$2.5 million challenge grant on condition that we raise \$2 for each \$1 from the Foundation. Thanks to the extraordinary and generous response of our members and supporters to our Campaign to Save Marin's Farmland, we have successfully raised the \$5 million needed to meet the Foundation's challenge.

However, the successful completion of the Campaign is only the first phase of a long-term financial challenge. We want to be able to continue to offer Marin's farmers and ranchers the option of selling a conservation easement as an alternative to sale or development of their land. The fact that agricultural land values have risen 75% over the past few years makes increasing financial resources especially critical.

We must keep in mind the fact that agriculture and this spectacular agricultural landscape continue to exist here because of the enduring commitment of farming families to their land and operations. Without this determination, our efforts would be futile. This past year, two long-time ranching families ensured the agricultural future of their land by conveying conservation easements to mal t. The 198-acre Parks Ranch is owned by a family that has been ranching in Tomales since 1880. The owners of the 320-acre Jensen Ranch have been ranching in the Tomales area for five generations. mal t easements now permanently protect 30,329 acres on 45 Marin County ranches and farms from subdivision and non-agricultural development.

We have been particularly blessed over the past two years to have Ellen Straus, one of mal t's co-founders, lead the organization as Chair of our Board of Directors. Ellen's boundless energy, enthusiasm, and commitment to agriculture and mal t have been an inspiration to all of us, and this summer she was honored by the Points of Light Foundation as one of the Bay Area's top 25 volunteers. Thank you, Ellen.

We are deeply grateful for the generosity of our members and donors, whose support sustains and encourages us as we prepare to meet the challenges ahead. We look forward to your continued partnership in preserving the agricultural lands that are such a fundamental part of Marin's heart and soul.

Thank you.

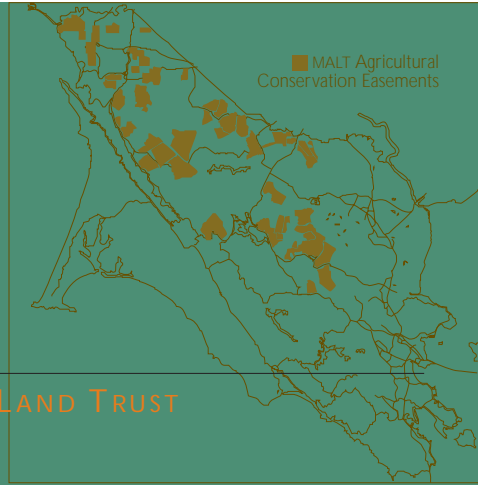
  
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MALT Agricultural Conservation Easements



MARIN AGRICULTURAL LAND TRUST

2000 – 2001

Statement of Activity & Changes in Net Assets

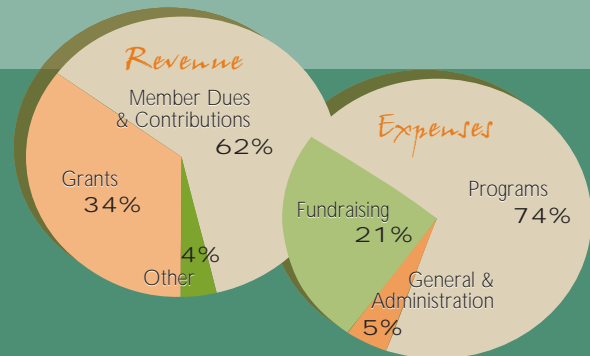
July 1, 2000–June 30, 2001

	Operating Fund	Land Preservation	Board-Designated Endowment	June 30, 2001 Total	June 30, 2000 Total
<b>SUPPORT &amp; REVENUE:</b>					
Grants	\$109,698	\$1,088,518		\$1,198,216	\$2,753,552
Contributions, dues & bequests	507,937	1,640,862	\$61,292	2,210,091	2,499,582
Hikes & Tours	12,112			12,112	14,535
Merchandise sales	6,084			6,084	7,370
Special events	7,612	12,217		19,829	13,889
Interest & dividends	5,004	181,604	42,495	229,103	106,165
Gain / loss on investments		<1,131>	<117,852>	<118,983>	37,383
Other	1,036			1,036	60
<b>Total revenue &amp; support</b>	<b>649,483</b>	<b>2,922,070</b>	<b>&lt;14,065&gt;</b>	<b>3,557,488</b>	<b>5,432,536</b>
<b>EXPENSES:</b>					
Programs	408,658	635,743	503	1,044,904	1,321,332
General & administration	66,059			66,059	64,929
Fundraising	144,150	152,281		296,431	235,547
<b>Total expenses</b>	<b>618,867</b>	<b>788,024</b>	<b>503</b>	<b>1,407,394</b>	<b>1,621,808</b>
<b>CHANGE IN NET ASSETS</b>	<b>30,616</b>	<b>2,134,046</b>	<b>&lt;14,568&gt;</b>	<b>2,150,094</b>	<b>3,810,728</b>
<b>NET ASSETS, JULY 1, 2000</b>	<b>135,881</b>	<b>3,940,415</b>	<b>1,656,961</b>	<b>5,733,257</b>	<b>1,922,529</b>
<b>NET ASSETS, JUNE 30, 2001</b>	<b>\$166,497</b>	<b>\$6,074,461</b>	<b>\$1,642,393</b>	<b>\$7,883,351</b>	<b>\$5,733,257</b>



Richard Blair

Most of the revenue necessary to carry out malt's programs and operations comes from member dues and contributions. These are used to leverage grants to malt's conservation easement program from foundations and public agencies. The operating fund provides the money necessary to carry on malt's day-to-day programs, which include conservation easement acquisition and monitoring and educating the public about the need to preserve Marin County's productive farmlands.



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## STEWARDSHIP OF THE LAND

Reaching fundraising goals and conveying information about ranches newly protected from non-agricultural development frequently shape the news flowing out of the Marin Agricultural Land Trust office in Point Reyes Station. But the less publicized day-to-day work of monitoring properties subject to conservation easements forms another critical aspect of our program. This work, along with special stewardship projects undertaken in cooperation with landowners, is at the very core of our efforts to support agricultural operations and protect land and resources in Marin County.

MAL T purchases agricultural conservation easements to permanently protect farmland. In addition to eliminating non-agricultural development, the conservation easements also create a set of "Protected Values." These generally include agricultural productivity, soil and water quality, and open space and scenic values. Though ownership of the property may change, MAL T assumes legal responsibility to ensure the Protected Values are safeguarded in perpetuity. We fulfill this responsibility through our Stewardship Program.

MAL T is a community-based organization, and strong working relationships with farmers and ranchers form the backbone of our efforts. Annual monitoring visits are a key opportunity to build and strengthen relationships with property owners and to ensure the intent of the easement is upheld. These visits are also a great chance to discuss land management and conservation assistance options with landowners who might be dealing with an eroding gully, a weed problem, or an unvegetated stretch of creek on their property. In some cases, we might dedicate staff time to the project. In many cases, we will refer interested landowners to a local group for help, such as the Marin Resource Conservation District or the Marin County Weed Management Area.

Past examples of successful stewardship projects include stream restoration projects on the Burbank and Sartori ranches in Tomales. This year MAL T led a successful effort to repair an eroding gully on the Mitchell Ranch in Tomales. The 294-acre property, protected by an easement since 1992, is currently leased to a sheep rancher who, coincidentally, has an easement on his own nearby ranch. The eroding gully provided an opportunity for MAL T to assist the landowner and the lessee with staff time and information on funding resources.

Stewardship in cooperation with landowners will always be a central part of MAL T's work. Each interaction with a member of the local agricultural community is also an opportunity to build trust and understanding about our mission and goals and to encourage people to discuss their experiences working with MAL T with friends and neighbors. This summer we invited landowners to a social evening at the Tomales Town Hall. Fortified with steak, salad, and ravioli, we presented a brief program update and appreciation to all of them for their ongoing commitment to agriculture in Marin County. By continuing to engage landowners, whether it's out on the range or over the supper table, MAL T will contribute to the preservation of Marin's farmland forever.



*Stewardship of the Land*



Ranchers, farmers, tour leaders, and speakers have generously donated time and expertise to help us educate thousands of people about the importance of Marin's farmlands and the need to preserve them: Drew Alden, Tomales Bay Oysters; Janet Brown, AllStar Organics; Sue Conley, Tomales Bay Foods; Jerry Corda, Marin County Farm Bureau; David, Kathy, Hank Corda, Corda Winery and Chileno Valley Vineyards; Dan Dagget, Denis and Sandy Dierks, Paradise Valley Produce; Sam Dolcini; Steve and Sharon Doughty, Doughty Dairy & Point Reyes Vineyard; Roy Erickson, Erickson Sheep Ranch; John Finger, Terry Sawyer, & Michael Watchorn, Hog Island Oyster Co.; Phil Frank; Tim Furlong, Tomales Bay Herring Fishery; Mike and Sally Gale, Gale Ranch & Chileno Valley Bed & Breakfast; George and Annette Grossi, Grossi Dairy; Ralph Grossi, American Farmland Trust; David and Roanne Kaplow, North Coast Native Nursery; Heidi Krahlung, Insalata's Restaurant; Will, Mary & Randy Lafranchi, Lafranchi Dairy & Nicasio Valley Farms; Dewey Livingston, Ginny Magan, Peter Martinelli, Fresh Run Farms; Diane Matthew, Mount Barnabe Farms; Nan McEvoy, McEvoy Olive Ranch; Don McIsaac, Liz Milazzo, Green Gulch Farm; Don Murch, Gospel Flat Farm; Anne Murphy, Drake's Bay Hereford Ranch; Margaret Nobmann, Black Mountain Ranch; Tim & Laura Nunes, Nunes Dairy "A" Ranch; Lois Parks, Tomales Regional History Center; Al Poncia, Poncia Beef & Sheep Ranch; Dan Roxen, MMWD; Liz Shapiro, Slide Ranch; Norman Staub, Bolinas Church and Cemetery; Albert and Ellen Straus, Straus Family Dairy & Creamery; Warren Weber, Star Route Farms

PHOTOS This page top: Straus Barn, E. Ptak; Bolinas Organic Farmer Warren Weber, Dexter Roberts; A MAL T Hike, E. Ptak; Girl with Bunny, E. Ptak; Organic Grower Janet Brown, Dexter Roberts; Marin Summer Ag Institute Teachers, Constance Washburn. Opposite page top: Respini Ranch, Richard Blair; Farrier Dan Breaux, E. Ptak; Michael Watchorn, Hog Island Oysters, Dexter Roberts; Harvest Day at the Farm, E. Ptak; Ready for the Roundup, E. Ptak; David Corda, Dexter Roberts

## EDUCATION AND OUTREACH

American farmers & ranchers feed this country and much of the rest of the world. In these times of global instability, keeping farms strong and productive is vital. With its diverse activities, mal t's Education Program provides countless opportunities to forge the kinds of lasting relationships that develop when people come to understand that without farms, there would be no food. Whether participants are visiting a Point Reyes dairy, strolling through rows of organic fruits and vegetables, creating an agriculture curriculum for elementary school children, or taking a walking tour of one of our historic ranching communities, the lessons learned are these: Buy local farm products. Be knowledgeable about agricultural issues. Help preserve our essential farmland.

During the past year, mal t offered 31 tours on farms and ranches, created a new web site, and produced Harvest Day at the Farm, A Taste of Marin, and the *Ranches & Rolling Hills* art show, all with the assistance of an ever-expanding pool of dedicated volunteers—more than 200 at last count. In late summer, mal t added a parttime coordinator to the staff to help manage volunteers. Leah Smith worked on the last family-owned dairy farm in the Santa Clara Valley and, as part of her degree in environmental studies, wrote an educational curriculum for that farm. She also spent a year studying agriculture in Nepal. These experiences inspired her to continue working to preserve farmland. She is a welcome addition and is keeping very busy.

Many other educational, agricultural, and arts organizations have joined with mal t to produce events and programming. Our third Summer Agricultural Institute was attended by 21 Marin County teachers who received training in agricultural curricula and toured dairy, beef, and sheep ranches, an oyster farm, and an organic farm. They also heard from a wide range of speakers on local agricultural issues. The Institute is a production of the Marin Agricultural Education Alliance, a consortium of Marin organizations, including mal t, Marin County Agricultural Commissioner, Marin County Farm Bureau, Marin County Office of Education, Marin County School Gardens Collaborative, Slide Ranch, The Bay Institute, and University of California Cooperative Extension.

The Marin Food Systems Project is another collaboration. Under the auspices of the Environmental Education Council of Marin, itself a coalition of over 60 nonprofits, organizers are working with schools to develop and implement food policies. They hope to incorporate healthy, locally-grown foods into school lunch programs, both to enhance student diets and to improve the farmers' bottom line. When they do, mal t will be there cheering them on.



### Education and Outreach



Hikes & Tours volunteers: Katrina Anderson; Helen Beale; Bonnie Blackaller; Diane Bolman; Mary Bowles; Ginny Cannon; Lynn Christensen; Sandra Forsyth; Trevor Hughes; Jennifer Johnson; Pam Johnson; Cindy Jordan; Roanne Kaplow; Page Kelleher; Susan Kunhardt; Silvia Lange; Martha Lindberg; Ewell McIsaac; Mia Pelletier; Martin Perlmutter; Grace Raube; Tracy Salcedo; Bob Schafgans; Don Seitas; Winifred Tarpey; Christina Waldeck; Alice Wallace; Katie Wood; Eleanore Ziedman  
Other volunteers help out at MALT's many special events: Paula Amanda; Craig Appel; Ava Jean Brunbaum; Mike Casey; Andrew & William Castle; Arthur & Eleanor Comings; Loretta Farley; Curtis Fjelstul; Chuck, Leslie & Ross Gompertz; Don Gunn; Pauline & Carl Henderson; Dick Jordon; Anna Kehoe; Janice Kehoe; Natalie Kroat; Claudia Madison; Pete & Mary Joe Maendle; Kevin Maloney; Megan McIntyre; Jim Monson; Amy Morse; Jessica Murphy; Matt & Loretta Murphy; Laura Neely; Melina Pomi; Claire Ptak; Gene Ptak; Liz Randal; Andrea Reisenfeld; Roanne & David Springer; Debbie Stewart; Morgan White; Erin Van Peer & many more

Local organizations & businesses helped coordinate events, participated in educational programs & sent volunteers: Marin Conservation Corps; Nicasio Fire Department; Nicasio, Novato, Olema, Point Reyes & San Rafael 4-H clubs; Halleck Creek Riding Club; Future Farmers of America; Marin County Farm Bureau; Drake High School Community Services Department; Marin Wine Growers' Association; Tomales Regional History Center; Slide Ranch; Environmental Education Council of Marin; Marin Master Gardeners; Honey Farms; Marin Conservation League; Bauer BeeKeepers; Clover Stornetta Farms; Fairlea Ranch; Black Mountain Weavers; Windrush Farms; Cedars Textile Arts Center

To the ranchers, farmers, growers, tour leaders, speakers, and other volunteers, a heartfelt Thank You.

## MARIN AGRICULTURAL LAND TRUST

Contributions through September 30, 2001



MALT members provide resources that help us protect Marin's agricultural heritage and preserve its spectacular landscapes. We gratefully acknowledge here the Guardians, Stewards, Benefactors, Patrons, Sponsors, and Business Associates who have made contributions to malt in 2000 and 2001. In addition, we extend our appreciation to each of our many other supporters, whose names are too numerous to list. Our thanks also go to those who have let us know they have remembered malt in their estate plans (Partners for Preservation), to those who give at their workplaces through EarthShare of California, and to the Marin Community Foundation (mcf) for a core program operating grant.

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# Campaign to Save Marin's Farmland

Marin Agricultural Land Trust members have spoken loudly and clearly in this first capital fund raising initiative, the *Campaign to Save Marin's Farmland*: "Yes, let's preserve Marin's farmland forever!" Driven by the need to draw on private funding for easement purchases and encouraged by initial support, the campaign secured key large gifts in early 1999 and a pivotal challenge grant from the Marin Community Foundation in July of that year. This grant clearly inspired others, as total gifts and pledges grew from \$1 million in August, 1999, to \$3.2 million in September, 2000.

In November, 2001, we met our goal of \$5 million from private sources. We are grateful, indeed, for the absolutely wonderful response from so many people who stepped forward with their timely, generous support. *Some campaign facts:*

Overall goal \$10 million: \$5 million from private sources  
\$2.5 million from Marin Community Foundation  
\$2.5 million from various public agencies

100% of mal t's Board of Directors contributed, as did many past board members, for a total from current and past board of \$375,000.

Early, large gifts got us off to a great start. Over 100 mal t members made gifts of \$5,000 and above. One person gave \$1 million, and 20 others contributed from \$50,000-\$250,000.

From five dollars-one million dollars, more than 500 people have contributed in all. The average gift was \$10,000!

More than 60 people donated appreciated securities.

Repeat gifts were a hallmark of the campaign. One couple made seven gifts of stock.

We are pleased to list the following campaign contributors who have made gifts of \$250 and above. All campaign donors will be listed in an upcoming report.

Many, many thanks to you all!

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## MALT gratefully acknowledges contributions in memory of:

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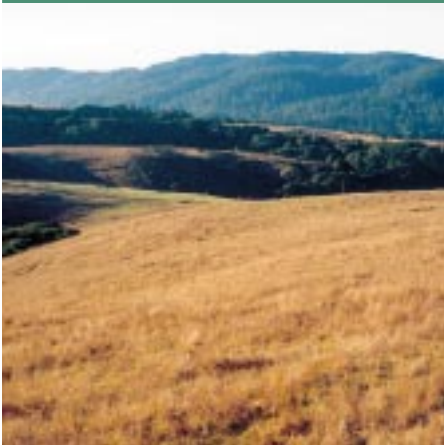
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## MARIN AGRICULTURAL LAND TRUST

is a private, member-supported nonprofit organization created in 1980 by a coalition of ranchers and environmentalists to permanently preserve Marin County's farmlands for agricultural use. Malt eliminates the development potential on farmland through the acquisition of conservation easements in voluntary transactions with landowners. Malt also promotes public awareness and encourages policies which support and enhance agriculture.



E. Ptak

Front row, left to right: Haynes Lindley, Bill Barboni II, Warren Weber, Ellen Straus, Anne Flemming, Doug Moore, Loren Poncia  
Back row, left to right: David Werdegarr, Tim Nunes, Janeann Erickson, Steve Kinsey, Chris Kelly, Sue Conley, Sam Dolcini



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Left to right: Michael Hayes, Sara Pearson, Constance Washburn, Julie Evans, Abbie Walther, Leah Smith, Tony Nelson, Bob Berner, Susan Kester, (not pictured: Elisabeth Ptak)



Richard Blair

On the cover: Gale Ranch and Chileno Creek by Christin Coy, 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 farmlands. The fifth annual art show will take place on May 18 & 19, 2002, at the Druid's Hall in Nicasio.

## Marin Agricultural Land Trust

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