



**malt**  
MARIN AGRICULTURAL  
LAND TRUST

# IMPACT REPORT

2018-2019



# HELLO

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## DEAR FRIENDS,

MALT has had another incredible year! It is with pride and tremendous gratitude that we report on this year's accomplishments. We have you — our landowners and supporters — to thank for every success.

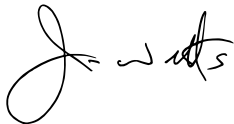
In the 2018–2019 fiscal year:

- We protected two more ranches, totaling 1,620 acres;
- Our full staff, board and landowner community participated in a strategic planning process, helping MALT clarify its focus for the future;
- We launched a new website, [malt.org](http://malt.org), improving the digital experience for our members and public;
- We leveraged \$3.2 million of Measure A funding, unlocked with donations from supporters like you;
- And finally, we achieved the ambitious five-year goal for the *Farmland Forever* campaign, raising a total of \$28 million for farmland protection, used to protect a total of 12 ranches since 2015.

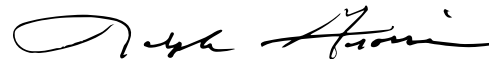
As we look to the future, we are developing strategies to continue to promote prospering agriculture in Marin, further the climate-resilience and ecological health of our environment and support a thriving community. MALT's work, while local, serves as a model across the country and abroad.

We want you to be the first to know that MALT has a birthday coming up in 2020! Please stay tuned for invitations to a few special events to celebrate MALT's 40 years of farmland protection and all that you have done to make this work possible.

Gratefully,



Jamison Watts, *Executive Director*



Ralph Grossi, *Chair, Board of Directors*

# IMPACT

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Since 1980

**54,209**

ACRES PROTECTED

**86**

FAMILY FARMS AND  
RANCHES PROTECTED





# \$89M+

## INVESTED IN PROTECTING MARIN'S FARMS AND RANCHES

### BY PROTECTING FARMLAND, YOU PROMOTE:



PROSPERING AGRICULTURE



ECOLOGICAL HEALTH



THRIVING COMMUNITY



CLIMATE RESILIENCE





2018–2019 **ACCOMPLISHMENTS**

**1,620** ACRES  
PROTECTED

**2** FAMILY FARMS  
PROTECTED

**871** acres of grasslands protected

**713** acres of forest protected

**4** miles of creek protected



# STEWARDSHIP PROJECTS COMPLETED ON MALT FARMS AND RANCHES **27**

**11** new water sources installed

**193** trees planted

**2** Carbon Farm Plans completed

**19,000** feet of creek fencing installed



# **\$4.65M** RAISED TO ADVANCE FARMLAND PRESERVATION

**\$3.2M** Measure A funding leveraged

**3,938** donors → **1,205** donors giving for  
20+ years

**1,400+** attendees at → **24** community events

**1,200** volunteer hours contributed

Learn more about MALT's impact at: [malt.org/our-impact](https://malt.org/our-impact)



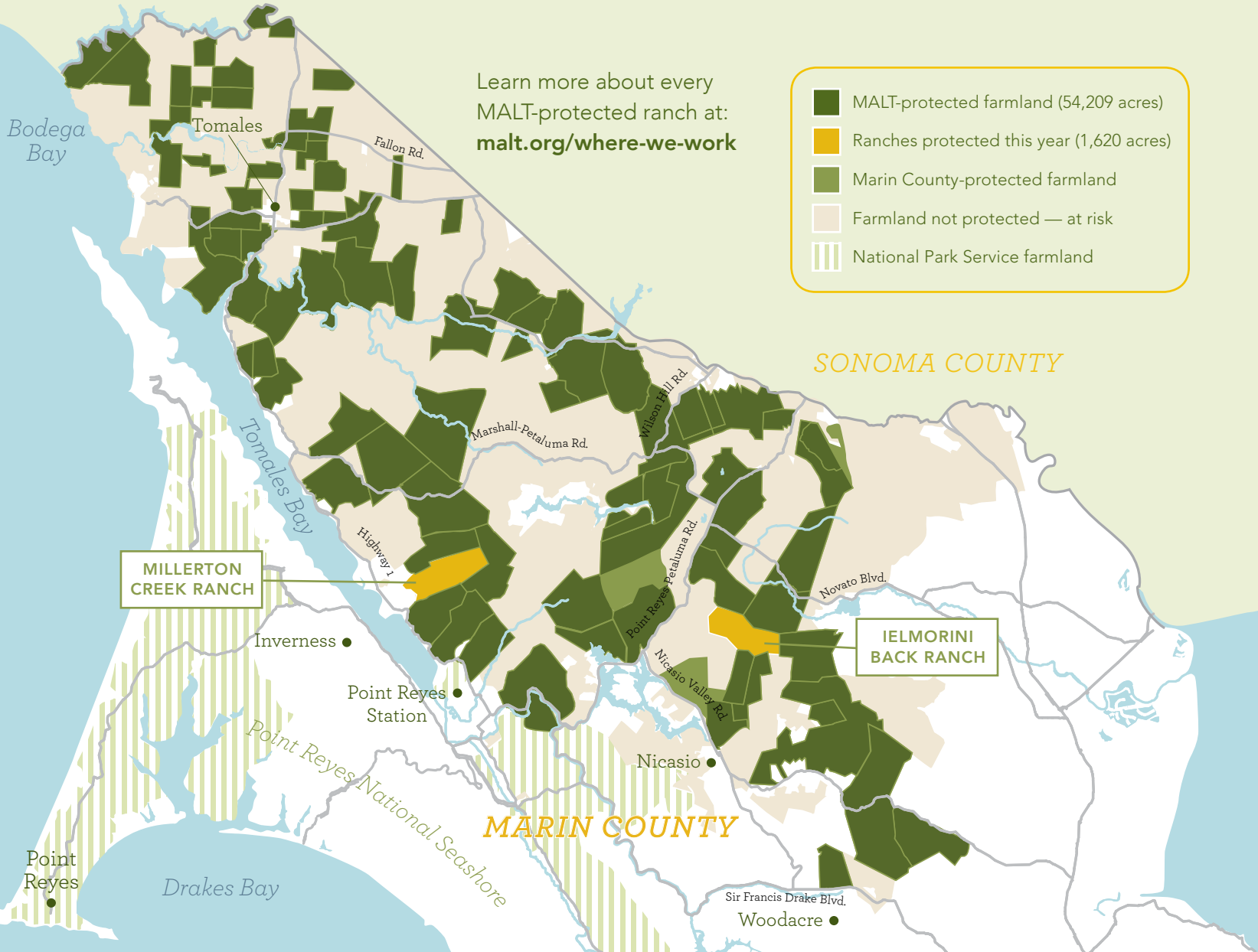


## THE WORK AHEAD

MALT'S GOAL IS TO  
PROTECT A TOTAL OF  
100,000 ACRES BY 2040







Learn more about every MALT-protected ranch at: [malt.org/where-we-work](http://malt.org/where-we-work)

- MALT-protected farmland (54,209 acres)
- Ranches protected this year (1,620 acres)
- Marin County-protected farmland
- Farmland not protected — at risk
- National Park Service farmland

**MILLERTON CREEK RANCH**

**IELMORINI BACK RANCH**

**MARIN COUNTY**

**SONOMA COUNTY**

Bodega Bay

Tomales

Fallon Rd.

Tomales Bay

Marshall-Petaluma Rd.

Point Reyes-Petaluma Rd.

Highway 1

Novato Blvd.

Inverness

Point Reyes Station

Nicasio

Point Reyes National Seashore

**MARIN COUNTY**

**SONOMA COUNTY**

Point Reyes

Drakes Bay

Sir Francis Drake Blvd.

Woodacre

# MILLERTON CREEK RANCH

## 862 ACRES PROTECTED FROM DEVELOPMENT

After this property was sold to a developer in 2009, plans included luxury estates on all three of the ranch's legal parcels. But, in 2014, the property was put up for sale again and — thanks to the support of our donors — MALT was able to step in as a temporary buyer and then lease the ranch to two local men: Mike Giammona, a beef cattle rancher, and Andrew Zlot of Double 8 Dairy, which produces sought-after buffalo milk gelato. In the fall of 2018, MALT sold the property to Mike and Andrew, partnering with them to place a conservation easement on the ranch at that time.

Read more about the protection of Millerton Creek Ranch at: [malt.org/press\\_releases](https://malt.org/press_releases)  
Buy delicious food from Millerton Creek Ranch: [malt.org/buy-local](https://malt.org/buy-local)



### PROSPERING AGRICULTURE

- Mike Giammona runs a sustainable grass-fed beef cattle operation on Millerton Creek Ranch. His son, Morgan, raises pastured eggs, selling them throughout the Bay Area under his label, Tomales Bay Pastures.
- Lush native coastal prairie grasslands, abundant freshwater springs and two reservoirs permitted for irrigation make this ranch particularly valuable farmland.





### THRIVING COMMUNITY

- Ranch owners Mike Giammona and Andrew Zlot have been ranching locally since 1993 and 2012, respectively. They both jumped at the chance to secure their farming futures at Millerton Creek Ranch.
- For Mike and his son, Morgan, the ranch means permanence, allowing them to invest in their operations and stewardship.



### ECOLOGICAL HEALTH

- Situated in a 10,476-acre block of MALT-protected ranches and California State Parks land, this ranch completes the protection of the entire Millerton Gulch Creek watershed.
- Many native plant and animal species thrive in this ranch's diverse and well-linked habitats, including burrowing owls, American badgers and rare coastal prairie grasslands.



### CLIMATE RESILIENCE

- In partnership with MALT's stewardship team and the Natural Resource Conservation Service, ranch owners Mike Giammona and Andrew Zlot have restored the ranch's infrastructure to promote rotational grazing practices.
- With support from MALT they created a Carbon Farm Plan and are implementing numerous climate-beneficial practices across the ranch.

# IELMORINI BACK RANCH

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## 758 ACRES OF PRISTINE HABITAT PRESERVED

In the late spring of 2019, MALT partnered with Doug and Cathy Ielmorini and their four children to protect Ielmorini Back Ranch with a conservation easement. This ranch is an important location, adding crucial corridors of native grasslands and diverse woodlands — including oaks and redwoods — to the mosaic of contiguous MALT-protected lands. Thanks to our supporters for making this most recent conservation project possible.

Read more about the protection of Ielmorini Back Ranch at: [malt.org/blog](https://malt.org/blog)  
Eat delicious dairy products from MALT-protected ranches: [malt.org/buy-local](https://malt.org/buy-local)

## PROSPERING AGRICULTURE

- Ielmorini Back Ranch's organic-certified rangeland and pasture support Doug and Cathy's family dairy, located on an adjacent property.
- Protection of Ielmorini Back Ranch means the Ielmorini family can safely invest in the infrastructure, business and stewardship of the land, securing their livelihood in changing markets.





### THRIVING COMMUNITY

- The Ielmorini family has been dairying for five generations; the protection of this ranch makes it possible for their four children to follow in their family's footsteps.
- By protecting Ielmorini Back Ranch for farming forever, Doug and Cathy have secured the many jobs their dairy provides for the local community.



### ECOLOGICAL HEALTH

- Nestled between five other MALT-protected properties, Ielmorini Back Ranch creates a 14,383-acre block of MALT-protected agricultural land and habitat, home to bobcats, badgers and California red-legged frogs.
- The headwaters of Arroyo Sausal feed this ranch's redwood groves, Douglas-fir forests, bay-oak woodlands and perennial and annual grasslands.



### CLIMATE RESILIENCE

- By protecting this property, MALT and the ranch owners have helped to avoid 106 metric tons of CO<sub>2</sub> emissions annually, the equivalent of burning 115,669 pounds of coal each year.
- By protecting this land, MALT has opened the opportunity to realize this ranch's carbon sequestration potential through stewardship assistance projects in the future.

# FINANCIALS

Thanks to your investment in our work, MALT is proud to report another strong year. As we look to the future — to furthering farmland protection across Marin and beyond — we remain committed to fiscal prudence.

80%  
FARMLAND  
PROTECTION



8%  
MANAGEMENT

12%  
FUNDRAISING

## ALLOCATION OF EXPENSES

### REVENUE

Contributions	\$4,769,296
Government grants	\$3,235,479
Program and other revenue	\$1,607,396
Investment revenue	\$941,922
<b>TOTAL</b>	<b>\$10,554,093</b>

### EXPENSES

Purchase of conservation easements	\$7,317,527
Stewardship and other program expenses	\$1,253,988
Fundraising	\$1,228,927
Management and support services	\$876,180
<b>TOTAL</b>	<b>\$10,676,622</b>

For audited financial statements, please visit:  
[malt.org/finances](http://malt.org/finances)

## MISSION

MALT's mission is to permanently protect Marin's agricultural land for agricultural use.

## VISION

MALT's vision for Marin County is a thriving agricultural community in a healthy and diverse natural environment.





# THANK YOU!

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Your support makes farmland protection possible.

By protecting farmland, you safeguard habitat and the environment, promote sustainable agriculture and support Marin's agricultural community.

A complete list of all those who contributed to MALT's success this year can be found online at: [malt.org/2019-supporters](https://malt.org/2019-supporters)

## BOARD OF DIRECTORS

**Ralph Grossi** *Chair* Rancher, Novato

**Neil Rudolph** *Vice-Chair* Financial Advisor, Belvedere

**Sam Dolcini** *Secretary*  
Rancher and Agricultural Recruiter, Petaluma

**Robert McGee** *Treasurer* Senior Executive, Petaluma

**Bill Barboni II** Veterinarian and Rancher, Petaluma

**Marcia Barinaga** Sheep Rancher, Marshall

**Barbara Boucke** CPA, Stinson Beach

**Andrew Giacomini** Attorney, San Geronimo

**Janine Guillot** Policy Director, San Francisco and Tomales

**Diana Giacomini Hagan** CFO/Artisan Cheesemaker,  
San Rafael

**Lynne LaMarca Heinrich** Nonprofit Management  
Consultant and Professor, Berkeley and Inverness

**Tamara Hicks** Clinical Psychologist and Cheesemaker,  
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**Tim Kehoe** Rancher, Point Reyes National Seashore

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**Rebecca Patton** Conservationist, Palo Alto and Inverness

**Lisa Poncia** Attorney and Rancher, Tomales and Novato

**Andrew Riesenfeld** Senior Executive, Corte Madera

**Dennis Rodoni** Marin County District 4 Supervisor, Olema

**David Schrader** Financial Advisor, Mill Valley

Learn more about MALT's board of directors:  
[malt.org/board-of-directors](https://malt.org/board-of-directors)

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RETURN SERVICE REQUESTED

## *Your Legacy, Marin's Farming Future*

Make a gift that lasts forever. Contact us to learn more about including MALT in your estate plans.

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