2015–2016 ANNUAL REPORT

Protecting the Land That Sustains Us
Dear Members and Friends,

“Aren’t you almost done?” It’s a question we often hear at MALT. Understandably—with almost 50,000 acres of farmland in Marin permanently protected it seems like a logical conclusion.

In truth the answer is no—tens of thousands of acres remain to be protected. Over the last year MALT’s staff and board have been deep in planning and preparing for how we get to “done” from here.

The first step is clear: With demand for Marin farmland—for development, not farms—driving land values up sharply and many ranching families preparing to pass the reins to the next generation, MALT must quicken the pace of land protection. We aim to double our rate of protection over the next five years.

That pace is necessary to get MALT to a new, ambitious goal: 100,000 acres protected by 2040. We’re confident we can get there with the support of our community.

That community starts with you. It’s everyone who treasures Marin’s working landscapes and believes in MALT’s mission. It’s the conservationists, ranchers, sustainability advocates, and innovative local food producers who are coming together for the common goal of protecting land in a sustainable way.

Without this community, and without your commitment to farmland, West Marin’s family farms might have disappeared years ago. But thanks to your generous support, we’ve been able to protect 48,000 acres of Marin’s private farmland for farming. This year alone, we’ve saved three ranches: Gallagher North Bend, Fallon and Wilson Hill Road.

Alongside this year’s successes we’ve suffered a loss in our community. In August we were shocked by news that MALT board member Gail Seneca had passed away suddenly. Gail asked hard questions and pushed us all to think big because she believed in MALT’s mission and in Marin’s farmers and ranchers. We remember and honor her by moving ahead with bold plans.

With our deepened commitment to securing the land MALT is also committed to advancing sustainable agriculture: community-based farming that is economically and environmentally viable over the long term. Like our easements, MALT’s stewardship is forever—meaning that our work will evolve but will never be “done.”

We’re honored to be a part of this forward-thinking community of farmers, ranchers, and you, the donors, who make it possible.

With gratitude,

Jamison Watts
Executive Director

Janine Guillot
Chair, MALT Board of Directors
Farmland Protected by MALT and You

In the last fiscal year you protected...

1. Fallon Ranch
   - 186 acres in Tomales
   - Dairy cattle, organic vegetables

2. Gallagher North Bend Ranch
   - 330 acres in Point Reyes Station
   - Beef cattle, organic vegetables

3. Wilson Hill Road Ranch
   - 491 acres in Petaluma
   - Dairy cattle

Farmland protected by MALT
Farmland not protected— at risk
Farmland protected by county conservation easement

As of September 2016
Financial Report
2015–2016

We are pleased to report that 2015–16 was another successful fiscal year for MALT. We protected three ranches totaling 1,007 acres of Marin farmland. Our stewardship staff visited all 75 ranches already under MALT protection to confirm that the terms of each easement continue to be met. In preparation for easement acquisitions in the coming years, we evaluated five new ranches. MALT also successfully renewed our accreditation through the Land Trust Alliance, earning the organization accreditation through 2021.

The fiscal year 2015–16 was also a successful year for fundraising. Unrestricted cash contributions were $3.5 million, and almost $10.6 million was pledged by private sector donors for easement acquisitions, stewardship and support.

REVENUE: Total revenue of $17.9 million was up by $6.4 million from the prior fiscal year. This increase is mainly driven by gifts from generous individuals and family foundations.

EXPENSES: Total expenses of $7.2 million were up $300,000 from the prior fiscal year. The primary reasons for this modest increase were easement purchases on a higher number of acres this year versus last year and a minor increase in total staff costs.

NET ASSETS: MALT ended the year with almost $29.5 million in net assets, an increase of $10.8 million from last year. This increase is entirely due to successful fundraising efforts. This money will be put to use in the acquisition of three conservation easements planned and well underway to be completed in the fiscal year 2016–17, as well as several additional easements targeted for completion in subsequent years.

Thanks to the commitment of our individual supporters and public agency partners, MALT is well positioned to pick up the pace of farmland protection over the next few years. MALT’s efficient funding model, in which donor dollars are matched with public funds, coupled with the current availability of sales tax revenue from the Marin County Farmland Preservation Program, means that we can leverage private gifts to protect more land, faster.

The amounts presented on the opposite page are derived from MALT’s audited financial statements for the year ended June 30, 2016. Copies of the audited report are available upon request.

Stacey Witchel
Director of Operations

Neil Rudolph
Treasurer, MALT Board of Directors
## Statement of Financial Condition as of June 30, 2016

### ASSETS

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current assets—cash and cash equivalents</td>
<td>$ 8,391,159</td>
</tr>
<tr>
<td>Current assets—bequest receivable</td>
<td>777,550</td>
</tr>
<tr>
<td>Current assets—other</td>
<td>204,145</td>
</tr>
<tr>
<td>Property, land and equipment, net of depreciation</td>
<td>1,335,985</td>
</tr>
<tr>
<td>Land held temporarily</td>
<td>5,300,000</td>
</tr>
<tr>
<td>Other noncurrent assets</td>
<td>499,793</td>
</tr>
<tr>
<td>Unrestricted investments held for long term</td>
<td>3,367,543</td>
</tr>
<tr>
<td>Restricted endowment investments</td>
<td>4,968,353</td>
</tr>
<tr>
<td>Pledges and assets restricted for conservation projects</td>
<td>9,446,917</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$ 34,291,445</strong></td>
</tr>
</tbody>
</table>

### LIABILITIES and NET ASSETS

<table>
<thead>
<tr>
<th>Liabilities:</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$ 238,689</td>
</tr>
<tr>
<td>Long-term liabilities</td>
<td>4,597,500</td>
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<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>$ 4,836,189</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Net Assets:</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>$ 11,939,545*</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>12,547,358</td>
</tr>
<tr>
<td>Permanently restricted</td>
<td>4,968,353</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>$ 29,455,256</strong></td>
</tr>
</tbody>
</table>

| Total Liabilities and Net Assets                                          | **$ 34,291,445** |

*Unrestricted net assets are broken down as follows:

- Operating, including $1,320,019 of building and facilities: $2,689,685
- Easement acquisition fund: 7,595,884
- Board designated endowment: 1,653,976

| Total Unrestricted Net Assets                                             | **$ 11,939,545** |

### Summary of Activity and Changes in Net Assets

#### REVENUE and ADDITIONS TO NET ASSETS

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$14,284,201</td>
</tr>
<tr>
<td>Government grants</td>
<td>3,444,500</td>
</tr>
<tr>
<td>Program revenue and other</td>
<td>144,448</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE AND ADDITIONS TO NET ASSETS</strong></td>
<td><strong>$ 17,873,149</strong></td>
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#### EXPENSES

<table>
<thead>
<tr>
<th>Expense</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchase of conservation easements</td>
<td>$ 4,617,388</td>
</tr>
<tr>
<td>Other program expenses</td>
<td>1,079,875</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$ 7,151,683</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Change in Net Assets from Operating Activities</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment return</td>
<td>$ 73,334</td>
</tr>
<tr>
<td><strong>CHANGE IN NET ASSETS</strong></td>
<td><strong>$10,794,800</strong></td>
</tr>
</tbody>
</table>

#### Revenue by Category

- Contributions & Bequests: 80%
- Government Grants: 19%
- Programs & Services: 12%

#### Expenses by Category

- Programs & Services: 80%
- Management & Support Services: 8%
- Fundraising: 12%
Building on Success
MALT Sets New Goals for Farmland Protection

The golden-hilled farmland of West Marin, just 30 minutes north of the Golden Gate Bridge, looks like a scene from history. Yet it’s far from stuck in the past. Farmers and ranchers here have evolved to meet the Bay Area’s demand for great food, and their artisanal cheeses, grass-fed beef, pastured eggs and organic milk and vegetables have made Marin agriculture an economic success.

According to the latest Marin County crop report, “the 2015 gross value of all production is estimated to be the highest value ever recorded at $111,061,000, ... 10 percent higher than the reported 2014 total agricultural production value.” In the last 10 years, the value of Marin’s agricultural production has doubled.

Likely none of this would have happened without an innovative idea hatched by two determined women and a small group of ranchers, environmentalists and community leaders. Today Marin bears their legacy—and MALT is making ambitious plans for its future.

What Could Have Been
Marincello, a planned community nearly built on the Marin Headlands in the 1960s, was catalyzing. But it was small compared to the massive development and freeways to the coast proposed for Tomales Bay. Awakened to the possibility that rural Marin could be lost, the Board of Supervisors in 1973 approved A60 zoning, which restricted the number of homes on agricultural land to one per 60 acres.

Zoning stopped suburban sprawl but didn’t secure the land for farming. At the same time prices for milk, Marin’s main agricultural commodity, were falling thanks to big agribusiness elsewhere in the state. For-sale signs suggested the end was near for family farms.
“The concept of conservation easements was introduced to us by an unlikely pair of women, environmentalist Phyllis Faber and dairy farmer Ellen Straus,” recalled Ralph Grossi, who was working on his family’s Novato dairy ranch in the 1970s. “They came to the Farm Bureau with the concept, a committee was formed, and 18 months later Marin Agricultural Land Trust was born.”

“A New Era”
MALT’s conservation easement model was met with some skepticism, but a handful of respected ranchers saw the potential and took a chance on the new organization. Others followed.

“We believed that if we could just stabilize land use, farmers and ranchers would be in position to benefit from our proximity to some of the most affluent, discriminating consumers in the world,” explained Ralph, a founding and current MALT board member as well as past executive director of American Farmland Trust. “By purchasing development rights, MALT has both secured the land for future generations and provided enough liquidity to help launch a new era in Marin.”

The new era that dawned in Marin has brought widespread organic certification, diversification of farm products, direct-to-consumer sales, and value-added products like cheese. Each of these innovations allows farmers and ranchers to make more money while providing local food rather than selling on the commodity market. Pick up a MALT-protected carton of eggs, pound of beef, round of cheese or bunch of carrots at the farmers market or grocery store and you know it came from a nearby family farm.

Since 1980 MALT has protected 48,000 acres of Marin’s private farmland, forever. Farmers and ranchers have invested much of the easement sale money back into their land, creating, as Grossi describes it, “the high-quality, organic food our neighbors over the hill have come to expect from us.”

Protect More, Faster
Now Marin’s food is in high demand, but so is the farmland on which that food is raised. “People want it for estates, not farms,” said MALT Executive Director Jamison Watts. “That drives up the price beyond the reach of farmers and ranchers. Once it’s converted to nonagricultural use, land is typically lost forever, which puts the pressure on MALT to work faster.”

This year MALT set two key goals: Doubling our pace of land protection over the next five years and hitting the 100,000-acre mark by 2040. The latter would essentially finish the “protect” phase of MALT’s mission, putting most of Marin’s productive farmland under conservation easement. With the land secured, MALT will enter a “sustain” phase, continuing to monitor its easements and helping ensure that Marin agriculture remains economically viable and environmentally sustainable over the long term.

The timing couldn’t be better. Right now, millions of dollars in sales tax revenue via the Marin County Farmland Preservation Program (created in 2012 by voter-approved Measure A) await matching private gifts for MALT to purchase new easements. At the same time, MALT has a robust pipeline of farmers and ranchers seeking to protect their land.

Together, private donor gifts and money from the county program will allow MALT to protect thousands more acres of farmland before it’s lost forever.

“We have to finish the job,” said Ralph.
Our Mission, Your Leadership
Farmland Protected Forever—Together

Your commitment to Marin farmland has helped save 78 family farms and ranches on more than 48,000 acres. Each and every gift, no matter the size, helps protect more of the farmland you love, forever. The following generous supporters gave MALT cash gifts between July 1, 2015, and June 30, 2016. Thank you for protecting the land that sustains us.

### VISIONARY GIFTS

($100,000+)
- Anonymous (3)
- Mrs. Katharine H. Johnson **
- The Lind Family Trust *
- Marin Community Foundation
- The Justine Miner Trust
- John S. Osterweis & Barbara Ravizza *
- Elizabeth R. & William J. Patterson Foundation *
- The San Francisco Foundation

($50,000 OR MORE)
- Anonymous (2)
- Edward & Sallie Arens **
- Fidelity Investments
  * Charitable Gift Fund
- Guillot Wilson Family Fund
- Schwab Charitable Fund
- Estate of Jean Starkweather **

($20,000–$49,999)
- Anonymous (3)
- Marcia Barinaga & Corey Goodman
- Brewster West Foundation
- Marilyn Burns & Jeffrey Sellen **
- East Bay Community Foundation
- Eric & Barbara Johnson
- Leaves of Grass Fund
- Janet L. Mills Foundation *
- National Philanthropic Trust
- Rebecca Patton & Tom Goodrich *
- Neil Rudolph & Susan A. Cluff *
- Vanguard Charitable Endowment Program
- Henry & Barbara White
- Bill & Diane Zundt *

### GUARDIAN

($10,000–$19,999)
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- Tom & Julie Atwood *
- Bingham Kearns Charitable Fund **
- Bingham, Osborn & Scarborough Foundation
- Linda L. Blackwood *
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- Catto Charitable Foundation
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- Meshewa Farm Foundation *
- Moss Foundation
- The Annette Nibley Fund, at the East Bay Community Foundation *
- Peiffer Foundation

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MALT Donors July 1, 2015 – June 30, 2016

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Stein Family Fund
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John & June Sullivan *

“We were raised in Orange County in the ‘50s, when we ate corn and strawberries freshly picked from the fields. MALT has a goal that can actually be achieved: preserving the existing agricultural land in the area while at the same time preserving open space.”

Christine Ralls & Frank Tulleners, Oakland
Legacy Giving Circle and Monthly Giving Circle members

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Muller Family Foundation **
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Wayne Clark **
Roland Cline &
Mary S. Papenfuss *
Samuel & Kathleen Cohen
Kim Martens Cooper
Cornell Family Charitable Fund *

* Donors to MALT for 10–19 years  ** Donors to MALT for 20 years or more
Your Legacy, Marin’s Farming Future

As a Legacy Giving Circle member, you are crucial to securing the future of Marin’s family farms and unforgettable working landscape.

Learn about your options for adding MALT to your estate plans, including bequests, IRA or life insurance designations, gifts of real estate and more: Visit www.malt.org/legacy or contact Brian Dill at (415) 663-1158 ext. 315 or bdill@malt.org.
MALT Donors  July 1, 2015 – June 30, 2016

Joanne & Alan Saunders * Joyce & Jim Schnobrich * Lee & Frank Seidner ** Dr. John W. Severinghaus ** Clare Wheeler Sias ** Spencer & Stacey Sias Fund * Steven & Nancy Sicher Kathleen Ann Skeels * Peggy Skornia * Mr. & Mrs. Lee C. Smith * Stephanie Smith Ken & Barbara Strong Stephen Stublarec & Debra Belaga Family Fund ** Pat & Larry Stump Phillip Sweeney & Caroline Bolthouse John Thompson * Henry O. Timnick Charitable Gift Fund * Mary Ellen Trainor * Marjorie & Barry Traub * UBS Americas PAC Charity Verena von Dehn Amanda Weitman Adam Willner & Marta Benson Wise Family Fund ** Blossom Young **

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Robert Berner & Barbara Garfien ** Constance Bernstein ** Tom & Sandy Bertelsen ** Jerry Bianchini Howard & Susan Blair **

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Sherman Grommé *
Edward Grossi **
Belinda Guadarrama
Peter & Georgia Hamilton *
Douglas T. Hanks, M.D. *
Marcia Harding

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July 1, 2015 – June 30, 2016

Charlene Harvey  
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Marjorie & Anthony Helfet **  
Burr Heneman & Janet Visick **  
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Buck Delventhal *  
Suzanne Martinez *  
John & Elaine McClintic  
Lawrie Mott  
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Adell & Loi Nguyen *  
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Bob Stallings & Susan Moldaw  
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Marilyn & Arthur Strassburger **  
Lynn Giacomini Stray &  
Teddy Stray *  
Jeff Stump  
James Suezaka &  
Mary Anne Miller *  

“After we moved to Marin from the Midwest, we found the ranches and hills of West Marin. And then we found MALT. We were so impressed with the mission and success of MALT that we had to become involved. It brings us great satisfaction to do what we can to help preserve this special land for future generations.”

Tom & Nancy McKlveen, Mill Valley, Volunteers and MALT members
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John H. Sutter **
Starr Taber
Tracy Tandy & Mark Morris
Paul & Margie Taylor *
Paul & Grace Terrell *
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Tom & Jan Tharsing **
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The Towle Family & Jean Ostaggi
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Dr. David & Kay Werdegar **
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Tim & Ashley Wood
Bruce & Nancy Worthington *
Erik & Laurie Young
Peter Young **
John E. Zimmerman **

** Donors to MALT for 20 years or more

SPONSOR ($250–$499)
Anonymous (16)

Donate Your Car
www.malt-cardonations.org

“The car I donated to MALT had once belonged to my dad, who knew the importance of adventure in a child’s life. We spent many days hiking, camping and exploring this great country around us. It is a fitting tribute that his car would help preserve these lands in some small way. Nothing would’ve made him happier.”

Colleen Hogan, Sebastopol
Car donor and MALT member

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Philanthropic Fund *
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Terry Atkinson & Kathy Taylor
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David & Suzanne Donlon **

* Donors to MALT for 10–19 years

MALT Donors July 1, 2015 – June 30, 2016

www.malt-cardonations.org
CONNECTED LANDSCAPE:
Many of the 48,000 acres MALT protects are now connected—an advantage for wildlife and agriculture alike.
MALT Donors  July 1, 2015 – June 30, 2016

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Jan Maisel, M.D. **
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Lawrence Marcus *
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Pam & John McCosker
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Chris McCrum & Liz Velarde
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Nancy & Tom McKlveen
Brian & Christen McPherson
Jo Ann McStravick
Kirsten & Scott Meadows
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Ralph Mihan *
Jamie Millican & Thomas Cottrell
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Jim Davenport
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Eric Moeller *
Anne Montgomery *
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Susann & Louis Nordrum *
Ted & Ashley Paff *
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Margaret Partlow *
Brian Patterson
Dana Pepp *
Gael Perrin & Gary Jones *
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Anna Pope
April Powers
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Christine Ralls & Frank Tulleners
Diane Rehn & Allen Williams
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Rich Respini **
Barbara & William Rich *
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Merritt Richmond
Michael Ring *
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JoAnna Robertson
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Bonnie Ross & Jordan Eth
Julia Ross *
Tony & Julie Rossotti *
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David & Sally Sanger
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James & Nancy Saunders *
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Sherry L. Shirkey & W.P. Layne *
Leonard & Donna Shustek *
Silicon Valley Bank

* Donors to MALT for 10–19 years  ** Donors to MALT for 20 years or more

WATER AND WILDLIFE:
In the past year MALT protected 2.7 miles of perennial stream and 2.3 miles of intermittent stream supporting California red-legged frogs, steelhead trout, coho and chinook salmon, fairy shrimp, freshwater shrimp and western pond turtles in the Stemple Creek, Lagunitas Creek and San Antonio Creek watersheds.
“The MALT ride guides us through some of the world’s greatest scenery and that, in itself, would be enough reason for us to return year after year. However, the real power of this ride is that cycling past and tasting the wares of the various MALT farms allows us to feel that we are doing something good for the next generation.”

Jerry Spolter & Laurel Morris-Wessler, Sausalito
Tour de MALT riders and MALT members
“Teaching our two children how to choose food that comes from local and sustainable sources, live in a community responsibly, and care for the land Mother Nature provides us is the center of an education. We take great pride and responsibility in helping steward the next generation of MALT supporters to ensure that the ‘farmland forever’ vision Phyllis and Ellen pioneered lives on.”

Andrew & Lily Riesenfeld, Corte Madera
Volunteers and MALT members

 länger
MALT Donors  July 1, 2015 – June 30, 2016

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Ellen & Peter Obstler
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Joan Seear
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Thomas & Jane Singer
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Rebecca Sleath
Peggy Smith
Diana & David Sottile
Noreen Spanski
Bonnie Swift
Toby Symington
Judith L. Teichman
Paul & Grace Terrell
William L. Teufel
Jeanne & Dick Thompson
Marisa Walker & Ladd Cahoon
Alice Wallace
Jamison Watts & Sarah Digness
Mary Webster
Tiare Welch

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Supporters who have included MALT in their estate plans
Anonymous (35)
Deborah & Arthur Ablin
Laura Abramson
Dianne Admire & Vikki Garrod
Linda Aldrich
Peter & Janet Andersen
Laura Armor
Marcia Barinaga & Corey Goodman
Brooke Battles
Constance Bernstein
Robert Bingham & Carol Kearns
Donald & Renate Bixby
Barbara Boucke
JoAnn Burchfiel Brand
Kathleen Brannigan
Ann & Paul Brenner
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Rachel & Loren Carpenter
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Jean Chambers
Barbara Champion
Cris Chater
Eunice M. Childs
Deborah Coburn
Sue Conley
Claire Hope Cummings
Kerry S. Davis
Peter J. Davis

FAMILY FARMS:
MALT now protects 78 farms and ranches. Most have been in the same family for three to five generations.
Doug & Andrea Apatow, Los Angeles
Monthly Giving Circle members

“Inverness, the National Seashore, and West Marin’s farm and ranch lands have been a tranquil haven from everyday life in Los Angeles for my family across scores of visits. MALT has always led the way in farmland preservation, so support always seemed natural.”

Doug & Andrea Apatow, Los Angeles
Monthly Giving Circle members

* Donors to MALT for 10–19 years  ** Donors to MALT for 20 years or more

MALT Donors  July 1, 2015 – June 30, 2016

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Gail Stern
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MALT Donors  

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Charles Kleiman  
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Margie Smith  
Barbara Stanton  
Bill & Ellen Straus  

Deborah Coburn & Lester Foote  
Sarah & Philippa Colborne  
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Phyllis Faber  
Russell Faure-Brac  

PUBLIC GRANTS  
County of Marin  
Marin County Parks & Open Space District  
USDA Natural Resources Conservation Service  
State Coastal Conservancy  

IN-KIND CONTRIBUTIONS  
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Mallory & Natsis LLP  
Fernandez/2  
Partnership - Architecture  
Thomas Fileti, Morrison & Foerster LLP  
Strategic Growth Council, Sustainable Agricultural Land Conservation Program  
Charles Wallace  

GIFTS MADE IN MEMORY OF  
Janice Admire  
Nancy Boyden  
Elsie R. Carr  
Nancy de L’Arbre  
George Dirkes  
Elin Doehne  
Joan Evans  
Russell Faure-Brac  
Ingeborg Hallock  
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Jerome Raube  
Dori & Ted Schulz  
Phyllis Telder  
Bob & Phyllis Telder  
Marilyn Troppmann  
Geraldine Young  

The Forrest Family  
Lisa Gansky  
The Goldstein Family  
Janine Guillot  
Larry Haber & Audrey Davenport  
Michael Heaton  
Bill & Mary Blue Huey  
Stephanie Kyne  

Make a Match With Your Employer  
Your company may match your donations to MALT—and we have an easy way to get started. Use our online employer search tool to learn if your company matches charitable giving and how to enroll. Your gift to MALT could go twice as far to protect farmland! www.malt.org/corporate-matching

In preparing this report, we made every effort to ensure that it is accurate and complete. If there is an omission or error, please accept our apologies and notify the development department at (415) 663-1158 x312 or development@malt.org so we can correct our records. This report lists all gifts of $250 or more received between July 1, 2015, and June 30, 2016. Gifts made after that date will be published in next year’s report.
Oyster Farm Helps Protect Farmland Upstream

When they started Hog Island Oyster Co. in Tomales in 1983, founders John Finger and Terry Sawyer were marine biologists by day, oyster farmers by night. They developed aquaculture techniques to produce certified-sustainable shellfish in Tomales Bay, which today are downstream from many MALT-protected farms and ranches.

The connection is not lost on the company. “We are literally downstream from human impacts,” says Terry. “We see the water quality every day. We can very quickly tell when poor land management practices are going on. So we know the importance of sustainable agriculture. And we know the importance of MALT.”

In celebration of Earth Day this spring, Hog Island hosted “Let’s Give a Shuck,” a daylong benefit during which the company donated 10 percent of proceeds —$6,500 in all—from all their restaurants and stores to MALT.

It’s funding that will ultimately help the oysters: Well-managed ranches are key to improved water quality. MALT protects farms and ranches in the Keys Creek, Walker Creek, Lagunitas Creek, Nicasio Creek and Tomales Bay East Shore watersheds—all of which drain to Tomales Bay.

“We know the importance of sustainable agriculture. And we know the importance of MALT.”

Terry Sawyer, Hog Island Oyster Co.
GEORGE DIRKES

As a tax attorney specializing in trusts and estates, George Dirkes thought a great deal about legacy planning. “He wanted to leave a legacy to future generations and felt that’s exactly what MALT does by securing a future for farmers and ranchers,” said his wife, Gail Stern. “He wanted to preserve a way of life for farmers and preserve West Marin’s natural beauty for everyone else.” In addition to advising clients who donate to MALT, recommending the organization for foundation grants and serving on the MALT board of directors, George included a gift to MALT in his own estate plans. Friends and family donated more than $10,000 to MALT in George’s memory as well.

JEAN STARKWEATHER

Jean Starkweather was a decorated Marin environmentalist, winning numerous honors and even having a bayfront San Rafael park named in her honor. Over the years Jean served on the boards of the Marin Conservation League, Marin Audubon Society, Audubon Canyon Ranch and the San Francisco Bay Association. She also served for decades as an Audubon Canyon Ranch docent and a Marin County Parks and Open Space commissioner. Jean became a MALT member in 1984 and left a bequest to MALT upon her passing last year.

C. SEARLE WHITNEY

Berkeley resident Searle Whitney was a musician and founder of the nonprofit Institute for Population Studies, which he created to address the environmental and cultural impacts of a growing population. He was raised in New York, and his love of nature was shaped by childhood years in the Adirondacks. He became a MALT member in 1998 and, upon his death last year, left the organization a bequest to continue protecting Marin farmland. “Searle came from great wealth, but lived on very little money and gave it all away when he died,” said his lifelong friend Virginia Kiser. “He loved the land and felt strongly about protecting it.”
MALT VOLUNTEERS
Beni Agoustari
Bob Bingham & Carol Kearns
Jan Blackford
Linda L. Blackwood
Charlotte Boesel
Esta Brand
Ann Brenner
Pat Burns
Nancy L. Chaffin
Bob Davison
Adam Dawson
Susan M. Dollberg
Sue Evans
Kamala Friedman
Susan Galbraith
Marilyn Geary
Joe Gillach
Adi Girroir
Carol Golden
Sherry Green
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Elizabeth Hollis
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Joan Lamphier
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Julie Mikos
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June Purpura
Diane Rehn
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Joanne Saunders
Leila Sharifi
Lydia Sharifi
Donna Shoemaker
Laine Sprague
Mary Jean Stavish
Robert Steinberg
Oscar Steiner
Stacy Stevenson
Alice Wallace
Evan Wilhelm
Deborah Ziertens

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Whitney Brooks Abbott
Chris Adessa
Leslie Allen
Nanette Biers
Martha Borge
Christin Coy
William B. Dewey
Michael Drury
Jon Francis
Kristen Garneau
Sue Gonzalez
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Robert Gantt Steele
Nancy Stein
Arturo Tello
Millicent Tomkins
Ward Walkup
Thomas Wood
FARMS AND RANCHES
Farmers and ranchers who welcomed MALT event guests and artists onto their land

Barinaga Ranch, Marcia Barinaga & Corey Goodman
Black Mountain Ranch, Dave Osborn
Bob Burbank Ranch, Bob & Linda Burbank
Chileno Valley Ranch, Mike & Sally Gale
Corda Ranch, Fred & Nettie Corda
Cow Track Ranch, Liz & Bruce Daniels
Dolcini Red Hill Ranch, Kitty Dolcini & Doug Dolcini
Erickson Ranch, Lee & Janeann Erickson
Fallon Ranch, Anne Murphy & Scott Murphy
Grossi Ranch, Ralph & Judy Grossi
Ielmorini Ranch, Doug & Cathy Ielmorini
Jensen Ranch, Bill & Eileen Jensen
Leiss Ranch, Nancy Chaffin & Betty Nunes
Marshall Home Ranch and Dairy, Marissa Thornton
Millerton Creek Ranch, Mike Giammona & Andrew Zlot
Moretti Family Dairy, Mike & Monique Moretti
Nicasio Valley Farms, Lafranchi Dairy & Nicasio Valley Cheese Co., Rick Lafranchi, Scott Lafranchi & Randy Lafranchi
Panfiglio Ranch, Joe Panfiglio
Paradise Valley Ranch & Fresh Run Farm, The Martinelli Family
Point Reyes Farmstead Cheese Co., Bob Giacomini, Lynn Giacomini Stray & Jill Giacomini Basch
Pozzi Ranch, Joe Pozzi & Amy Chesnut
Spaletta Ranch, Jim Spaletta
Stemple Creek Ranch & Poncia Ranch, Loren & Lisa Poncia and Al & Cathie Poncia
Straus Home Ranch, Michael Straus, Miriam Straus & Vivien Straus
Stubbs Vineyard, Tom & Mary Stubbs
Thomas Ielmorini Ranch, Tom & Claudia Ielmorini
Thornton Ranch, Gary Thornton & Marissa Thornton
Tocalino/Gause Ranch, Jerry & Cleo Gause
Tolunda Farms & Tomales Farmstead Creamery, David Jablons & Tamara Hicks
Walker Creek Ranch, Patrick McLaughlin
Zimmerman Ranch, Bill Zimmerman

EXPERTS, EDUCATORS AND VENUES
Businesses and individuals who supported MALT’s outreach programs

Blue Waters Kayaking
Couloir Wine Tasting Room
Debra Dickerson, Cowgirl Creamery
Michael Fischer, Marin Amateur Radio Society
Julie Mikos, The Healing Farm
James S. Rosenfield & Diana Rodgers, The Marin Country Mart
Doreen Smith, Botanist
Anthea Stolz, California Artisan Cheese Guild
Vivian Straus, Straus Home Ranch
John Taylor, Bivalve Dairy
Dr. Michael Whitt & Barbara Whitt
Alison Young & Rebecca Johnson, California Academy of Sciences
Erik Young, University of Washington
Welcome New Board Members

Marcia Barinaga has been raising East Friesian sheep on the MALT-protected Barinaga Ranch since 2009, and in a short time has garnered numerous awards and accolades for her Basque-style farmstead sheep’s milk cheeses.

She has it in her blood. Her father grew up on a sheep ranch in Idaho, and her grandfather brought the shepherding tradition from the Basque region of Spain, where her Basque cousins still make sheep cheese. She also holds a doctorate in molecular biology, an expertise that first lent itself to a career as a science journalist; she worked for 15 years as a reporter for *Science* magazine.

Now, her experience as a rancher and steward of the land has become an asset to MALT’s Board of Directors.

“As a Marin County rancher, I understand the challenges facing small producers in Marin,” she says. “I am thrilled to be joining the board and to be able to have a role in helping MALT meet its goals of protecting 100,000 acres of ranchland in Marin by 2040, and in helping those ranchers maintain the health of their land and the viability of their ranches.”

Robert McGee, president of Straus Family Creamery, brings to the MALT Board of Directors deep expertise in operations, finance, strategic planning and leadership development.

Robert joined Straus, the first 100% certified organic and Non-GMO Project Verified creamery in the United States, as COO and CFO in 2011. He became company president in 2014 and works closely with Straus Family Creamery founder and CEO Albert Straus, whose mother, Ellen, co-founded MALT.

“MALT gives me an opportunity to give back to the farmers and ranchers who supply our communities and families with local, healthy food,” says Robert.

In addition to MALT, he serves on the boards of the North Bay Food Industry Group and the Career Technical Education (CTE) Foundation of Sonoma County.
In Memory

Gail Seneca with her husband, Hal Nathan.

REMEMBERING MALT BOARD MEMBER GAIL SENECA

Gail Seneca retired from a successful career in finance, including running her own investment management firm, GMG/Seneca Capital Management, and turned to a life devoted to charitable and creative endeavors. An Inverness resident, she was a writer, global traveler, gospel singer and philanthropist.

MALT was one of the organizations fortunate to benefit from Gail’s insights, financial expertise and tough questions on the MALT Board of Directors, as well as her generosity as a donor. Gail knew little about MALT when Ellen Straus contacted her out of the blue, invited her to coffee and asked her for a $100,000 gift. She appreciated Ellen’s bold ask and said yes.

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

Gail passed away suddenly in August, leaving behind a true legacy in our community.

2015–2016
BOARD OF DIRECTORS

Janine Guillot Chair, Chief Operating Officer, San Francisco
Ralph Grossi Vice-Chair, Rancher, Novato
John Taylor Secretary, Dairyman/Engineer, Point Reyes Station
Neil Rudolph Treasurer, Financial Adviser, Mill Valley
Bill Barboni II Veterinarian/Rancher, Hicks Valley
Barbara Boucke C.P.A., Stinson Beach
Sue Conley Artisan Cheesemaker, Point Reyes Station
Sam Dolcini Rancher/Agricultural Recruiter, Chileno Valley
Mike Gale Rancher, Chileno Valley
Gary Giacomini Attorney, San Geronimo
Tamara Hicks Dairy Farmer/Cheesemaker, Tomales
Chris Kelly Conservationist, Larkspur
Steve Kinsey Marin County Supervisor, 4th District, Forest Knolls
Rick Lafranchi Rancher/Artisan Cheesemaker, Novato
Paul Martin Retired Dairyman, Petaluma
Peter Martineilli Farmer, Bolinas
Rebecca Patton Conservationist, Palo Alto and Inverness
Ellie Rilla Retired Agriculture Adviser, Sebastopol
Julie Rosotti Farmer/Rancher, Point Reyes
Gail Seneca Writer, Inverness

MALT STAFF

Jamison Watts Executive Director
Willa Antczak Development Manager
Linda Appling Development Associate
Kristine Ball Director of Development
Tristan Conway Event & Outreach Associate
Michelle Cooper Stewardship Manager
Brian Dill Senior Major Gifts Officer
Linda Fissori Annual Fund Associate

Christine Harvey Database Manager
Colleen Hogan Office Manager
Jim Jensen Stewardship Project Manager
Robin Livingston Communications Associate
Zach Mendes Stewardship Project Manager
Denise Rocco-Zilber Events & Volunteer Manager
Eric Rubenstahl Stewardship Project Manager
Jeff Stump Director of Conservation
Stephanie Tavares-Buhler Easement Project Manager
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Learn more about Marin’s working farms and the food they produce at www.malt.org.