On behalf of the board and staff of Marin Agricultural Land Trust, we are proud to share MALT’s substantial accomplishments for the fiscal year that ended June 30, 2018 — one of the most successful years in our 38-year history. This year we protected five ranches, totaling 3,847 acres, which is more than triple our traditional pace of easement acquisition and a huge step forward for farmland preservation in Marin. To date, we have protected 52,589 acres!

In the fall of 2015 we launched our Farmland Forever campaign, an ambitious initiative to permanently protect essentially all of the privately owned, productive farmland in Marin — 100,000 acres by 2040! When this effort began, we shared our ambitions quietly, with a few initial supporters. By the time we announced the Farmland Forever campaign publically, in May of 2018, we had already raised $25 million! To say we have been awed by your support for our work — and by your generosity — does not even begin to cover the extent of our gratitude.

As you also know, Measure A, a quarter-cent sales tax that Marin County voters first approved in 2012, has also played a large role in our success.

Since it was implemented in 2014, we have been able to match your generous contributions with $10.9 million of Measure A funding to protect 10 properties, totaling 5,398 acres of farm and ranch land. Each of these protected properties has unique attributes that help ensure an agricultural future in Marin and provide critical habitat and linkages for native plants and animals.

And, as we reported in our newsletter earlier this fall, our conservation team is hard at work with those landowners, helping them make their grasslands more resilient and productive, protect their watersheds and secure additional funding for critical conservation projects.

But our work is far from done. As Marin’s land values continue to escalate and the number of ranchers approaching retirement age increases, we project that purchasing conservation easements on the remaining 47,500 acres of privately owned, productive farmland in Marin will require considerable private donations — to be matched with additional public funding. Given the expense, we’re tackling our 100,000-acre goal in incremental stages, focusing on the most productive farmland that is currently at risk of development or being sold out of agriculture.

We promise to keep you updated on our work and our progress. And we thank you, from the bottom of our hearts, for all that you do for Marin's farmland, farmers and the landscapes we all enjoy.

With gratitude,

Jamison Watts
Executive Director

Ralph Grossi
Chair, MALT Board of Directors
Now Farmland Forever, Thanks to You

Protected farmland
 Protected during the quiet phase of the Farmland Forever campaign, Sept. 2015–May 2018 (5,782 acres)
 Protected in the 2017–2018 Fiscal Year (3,847 acres)
 Projected to be protected in 2018–2020 (7,001 acres)
 Farmland not protected—at risk
 National Park Service farmland

1. Evans Nicasio Ranch Nicasio, 998 acres
2. Furlong Ranch Marshall, 609 acres
3. Bianchini Ranch Point Reyes Station, 705 acres
4. J. McIsaac Ranch Nicasio, 527 acres
5. Luiz Ranch Gallinas Valley, 1,008 acres
The owners of this beef cattle ranch, sisters Dolores Evans and Darlene Giacomini, knew that its views and proximity to East Marin would make this property vulnerable to subdivision and development once they were gone. They sought help from MALT to protect the ranch for agriculture forever. As Dolores put it, “The word subdivision is not in our vocabulary!”

This ranch is both scenic and productive, and watersheds flowing to Tomales Bay and Nicasio and Soulajule reservoirs originate here. Evans Nicasio Ranch is now part of a 26,515-acre block of protected farmland stretching from Nicasio up Chileno Valley and east to Novato, which helps protect both regional biodiversity and water quality.

Protecting Furlong Ranch fit well with MALT’s aim to preserve connected blocks of farmland to achieve broad conservation goals, so when the elderly owner’s sons approached MALT to apply for a conservation easement, a partnership was quickly formed.

Furlong Ranch borders state park land to the west and is now part of a 10,433-acre block of MALT-protected land at the southeast end of Tomales Bay, an important wildlife corridor stretching from the Marin-Sonoma coast to Mount St. Helena and beyond. Furlong Ranch is also the last piece of land in the Millerton Gulch Creek watershed to be protected, by either MALT or California State Parks.

Sheep and cattle graze here, and MALT is planning a major stream restoration project with the goal of bringing steelhead trout back to Millerton Gulch Creek — the first time MALT has had an opportunity to restore an entire watershed.
Karen Taylor, a sixth-generation dairywoman, was raised on this ranch and learned dairying from her parents. Together with her husband, John, and their three children, she owns and operates Bivalve Dairy® and recently opened Bivalve Creamery to produce organic butter and artisan cheese.

The Taylors faced a critical decision point when Karen’s mother, Sharon M. Doughty, passed away in 2014. Though the Taylors owned the dairy business on the property and had invested deeply in infrastructure and land improvements, they did not own the ranch. They considered selling the dairy but opted instead to purchase the ranch from Karen’s sister and to sell a conservation easement to MALT.

The easement allowed Karen and John not only to preserve their own investment in the land but also to honor the hard work of many generations of dairy men and women before them. MALT protection also guarantees that their children will not face the same tough decisions they did and can continue the family’s farming tradition.
Jim McIsaac’s great-grandfather, a dairyman from Nova Scotia, took a lease on this ranch in 1881. The family has been grazing dairy cows here ever since.

In those days there was no Nicasio Reservoir. In the 1960s, the McIsaacs lost their homestead to make way for its construction. As the decades passed they watched ranch after ranch turn to homes, sought after for their stunning views. When a for-sale sign appeared on the ranch one day in 2016, Jim and his wife, Sue, knew they had to act or the ranch would almost certainly be sold as a site for homes and the land Jim’s family had tended for 135 years would never be farmed again.

Thanks to a MALT easement, the J. McIsaac Ranch and its certified organic pastures are now permanently protected for farming.
It’s rare for Marin farmland to return to agriculture once lost; it’s rarer still along developed and pricey Lucas Valley Road, just minutes from Highway 101. Yet thanks to an agreement between MALT, the Marin County Open Space District (MCOSD) and ranch owners James and Francesca Hetfield, that’s exactly the story with this property.

These 1,008 acres were permanently returned to Marin’s agricultural economy when the Hetfields donated agricultural conservation easements on three blocks of land to MCOSD, which in May were consolidated and transferred to MALT to oversee in perpetuity.

Long owned by the Luiz family, the ranch was once the site of a dairy. Now livestock graze here again, this time beef cattle. Under the terms of the MALT easement, the land must continue to be used for productive agriculture by the Hetfields and any future owners. Every protected acre helps maintain the economic stability of Marin’s farming community.
Protecting farmland with agricultural conservation easements extinguishes development rights, forever ensuring that the land will remain unmarred by residential estates and pavement. But farmland protection does much, much more than that.

With 52,589 acres now under our protection, MALT supports a broad array of food producers. MALT conservation easements often allow farmers and ranchers to invest in their businesses in a way that would not otherwise be possible. Knowing that their land will stay in agriculture for generations lets landowners feel confident investing in the creation of new products and making infrastructure improvements, ultimately running profitable businesses that produce the local foods we all love. That’s good news for them and for our forks.

And the benefits of protecting farmland don’t stop there. MALT dedicates staff time and organizational funding to our landowners, helping them tackle the many challenges of land stewardship and make their rangeland more resilient to drought through smart grazing practices and carefully planned water distribution systems, both of which bolster perennial grasses, sequester carbon and help the soil retain more water. This work is as good for the livestock and a landowner’s bottom line as it is for the planet.

Finally, when MALT protects farms and ranches, we protect critical habitat and important watersheds too, which landowners, with support from MALT staff, work tirelessly to preserve year after year.

So today we say thank you — to all of you — for everything you do for farmers, farming, our foodshed, native flora and fauna, our precious waterways and the land. On behalf of the cows and the climate, the salamanders and the soil, MALT thanks you.
Your Impact, By the Numbers
2017–2018 Fiscal Year Report
This year, your support helped protect 3,847 acres:

- 5 more farms and ranches
- 1,432 additional acres of forested habitat
- 13 more miles of streams
- 2,289 additional acres of grassland/rangeland

On the 52,589 acres now under MALT’s care, your support helped:

- Safeguard
  - 774 acres of wetlands
- Sequester
  - 98.7 metric tons of carbon in the soil (the equivalent of 241,801 miles driven by an average passenger vehicle)
- Connect
  - 3,847 additional acres to existing blocks of contiguous MALT-protected lands, preserving wildlife habitat and facilitating migration
- Install
  - 9 new water sources for livestock
- Restore
  - 285 linear feet of stream banks (by planting 150 trees)
- Install
  - 4,380 feet of fence to protect creeks and streams
- Complete
  - 2 carbon farm plans

Doubling Your Impact
The power of a 1:1 match

Farmland Forever Campaign: $25 million since 2015
Approved in 2015, the Farmland Forever campaign raised $25 million as of the end of the fiscal year on June 30, 2018. These contributions from private donors unlocked millions more in Measure A funding.

Measure A: $10.9 million since 2014
Approved in 2012, Measure A is a voter-approved sales tax dedicated to protecting parks, open space and farmland in Marin County. Since implemented in 2014, Measure A has allowed Marin County to award grants for farmland preservation. As of the end of our fiscal year MALT has leveraged $10.9 million of Measure A funding to protect 10 properties, totaling 5,398 acres.

Together, Farmland Forever campaign contributions and Measure A funding have allowed MALT to more than double our pace and deepen our commitment to conservation and sustainability projects along the way.
We are pleased to report that 2017–2018 was another successful fiscal year for MALT. We completed five easement acquisitions, protecting 3,847 acres of farmland permanently. Our stewardship staff visited all 80 ranches already under MALT protection to confirm the conditions of each easement and support landowners in stewarding the land. In preparation for easement acquisitions in future years, we evaluated five new ranches.

The fiscal year 2017–2018 was also a successful year for fundraising. Unrestricted cash contributions were almost $2.1 million, and we received pledges of almost $4 million from private sector donors for easement acquisitions, stewardship and general operating support.

**REVENUE:** Total revenue grew from $7.1 million in 2016–2017 to $13.6 million in 2017–2018.

**EXPENSES:** Total expenses grew from $6.3 million to $16.9 million. The main driver of this was our accelerated easement acquisition pace; 90% of the increased expenses were directly attributable to easement acquisition costs.

**NET ASSETS:** MALT ended the year with over $27 million in net assets, a decrease of $3.2 million. This decrease is due primarily to the increased number of easement acquisitions. MALT spent money in 2017–2018 on easement acquisition that we had raised in prior years for that purpose.

Thanks to the commitment of our members and public agency partners, MALT is well positioned to maintain our new pace of farmland protection over the next few years. MALT’s efficient funding model, in which donor dollars are matched with public funds, such as the currently available sales tax revenue from the Marin County Farmland Preservation Program created by Measure A, means that we can leverage private gifts to protect more farmland. MALT was able to match $6.5 million of privately raised dollars with Measure A funds in 2017–2018.

Since MALT’s inception in 1980, we have raised $84.6 million in public and private dollars to permanently protect Marin County farmland.

The amounts presented here are derived from MALT’s audited financial statements for the year ended June 30, 2018. Copies of the audited report are available on our website and upon request.

Ray Fort
*Director of Operations*

Robert McGee
*Treasurer, MALT Board of Directors*
Statement of Financial Condition as of June 30, 2018

**ASSETS**

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<th>Description</th>
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<td>Current assets—cash and cash equivalents</td>
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<td>Current assets—other</td>
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<td>Pledges Receivable</td>
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<td>Property, land and equipment, net of depreciation</td>
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<td>Land held temporarily</td>
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<td>Other noncurrent assets</td>
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<td>Funds designated or restricted for easement acquisition</td>
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<td>Funds designated or restricted for land stewardship</td>
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<td>Investments designated or restricted for operating</td>
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<td>Permanently Restricted endowment investments</td>
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<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$ 32,157,211</strong></td>
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**LIABILITIES and NET ASSETS**

**LIABILITIES:**

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<tr>
<th>Description</th>
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<td>Accounts payable and accrued expenses</td>
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<td>Long-term liabilities</td>
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<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>$ 5,079,409</strong></td>
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**NET ASSETS:**

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<tr>
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<td>Temporarily restricted</td>
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<td>Permanently restricted</td>
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<td><strong>TOTAL NET ASSETS</strong></td>
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<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td><strong>$ 32,157,211</strong></td>
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**Summary of Activity and Changes in Net Assets**

**REVENUE and ADDITIONS TO NET ASSETS**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tr>
<td>Contributions</td>
<td>$ 6,085,736</td>
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<td>Government grants</td>
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<td>Program revenue and other</td>
<td>83,645</td>
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<tr>
<td>Investment revenue</td>
<td>809,661</td>
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<td><strong>TOTAL REVENUE AND ADDITIONS TO NET ASSETS</strong></td>
<td><strong>$ 13,644,215</strong></td>
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**EXPENSES**

<table>
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<tr>
<th>Description</th>
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<tr>
<td>Purchase of conservation easements</td>
<td>$12,981,460</td>
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<tr>
<td>Other program expenses</td>
<td>1,219,731</td>
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<td>Fundraising</td>
<td>1,817,051</td>
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<td>Management and support services</td>
<td>851,918</td>
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<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$ 16,870,160</strong></td>
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**CHANGE IN NET ASSETS**

<table>
<thead>
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<th>Description</th>
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<tr>
<td><strong>CHANGE IN NET ASSETS</strong></td>
<td><strong>($ 3,225,945)</strong></td>
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**REVENUE BY CATEGORY**

- Contributions (45%)
- Programs & Other (1%)
- Government Grants (49%)

**EXPENSES BY CATEGORY**

- Management & Support Services (5%)
- Fundraising (11%)
- Programs & Services (84%)
Across the United States, we lose 175 acres of farmland every hour. Along with that farmland, local food sources, critical wildlife habitat, scenic working landscapes and a way of life are lost as well. And because sequestering carbon on rangeland presents one of the most viable solutions to climate change, losing farmland also means we lose our ability to curb global warming. Forever.

In Marin, we’re writing a different story.

In 2015, the MALT Board of Directors launched an ambitious initiative to permanently protect and conserve 100,000 acres of Marin’s privately owned, productive farmland by 2040. In May of 2018, we publically announced the Farmland Forever campaign, sharing broadly our ambitions to step up our pace of land protection and deepen our commitment to advancing sustainable agriculture — community-based farming that is economically and environmentally viable over the long term.

In the quiet beginnings of the campaign, as well as the months immediately following the public announcement, we have been inspired and humbled by your generosity and commitment to Marin’s farming future. Already we have raised $25 million toward our $27 million goal for this first phase of the campaign. Your many contributions have unlocked millions more in matching funds from Measure A, allowing MALT to protect more land faster. Thank you to all of you who have supported Farmland Forever, to our Campaign Steering Committee for your leadership and to the Rancher Campaign Committee and donors who represent a wide cross section of Marin’s agricultural producers. We are deeply grateful for your support.

If you are not already among the many who have contributed to Farmland Forever, we hope you will join us in our campaign to protect Marin’s privately owned, productive agricultural land, 100,000 acres in all.

Together, we can do this.

**FARMLAND FOREVER CAMPAIGN STEERING COMMITTEE**

| Barbara Boucke | Rick Lafranchi |
| Sue Conley | Elizabeth R. Patterson |
| Honorary Co-Chair | Honorary Co-Chair |
| Gary Giacomini | Rebecca Patton |
| Ralph Grossi | Co-Chair |
| Board Chair | Peter Martinelli |
| Janine Guillot | Andrew Riesenfeld |
| Co-Chair | Neil Rudolph |
| Lynne LaMarca Heinrich | **FARMLAND FOREVER**

Our campaign to protect 100,000 acres by 2040

The following generous supporters contributed to the Farmland Forever campaign between September 1, 2015 and June 30, 2018.

**FARMLAND FOREVER CAPITAL CAMPAIGN DONORS**

**LEADER**
Anonymous (3)
The Estate of Stephen Ball
Buck Family Fund of the Marin Community Foundation
Faber Family
Denise Filakosky
Guillot Wilson Family Fund
The Estate of Katharine Johnson
Lind Family
Hal Nathan in honor of Gail Seneca
John S. Osterweis & Barbara Ravizza
Elizabeth R. & William J. Patterson Foundation
Rebecca Patton & Tom Goodrich
Lois & Melvin Tukman
The Estate of C. Searle Whitney

**PROTECTOR**
Anonymous (1)
Sallie & Ed Arens
Kristine Ball & Paul Solli
Marcia Barinaga & Corey Goodman RC
Jill Giacomini Basch, RC
Alvin Baum & Robert Holgate
Bingham Kearns Charitable Fund
Barbara Boucke
Donald C. Brace Foundation

**DONORS**
Sue Conley & Nan Haynes
Phyllis M. Faber
Richard & Luisiana Gale
Robert Giacomini RC
Ralph & Judy Grossi RC
Gruber Family Foundation
Diana Giacomini Hagan RC
Lynne LaMarca Heinrich & Dwight M. Jaffee Gift Fund
The Estate of Roger F. Hooper, Jr.
Jennifer Howard
Luiz Ranch, Inc. RC
Justine Miner
The Estate of Charlotte C. Morrison
Neil Rudolph & Susan A. Cluff
Schrader-Robertson Family Fund
The Estate of Jean Starkweather
Straus Family Creamery RC
Lynne Giacomini Stray RC

**SUSTAINER**
Anonymous (3)
Peter & Janet Andersen
Arising Fund
Bill D. Barboni, D.V.M. RC
Kelley Berg & Nancy Goler
The Estate of V. Lorel Bergeron
Robert Berner & Barbara Garfien
Pamela Braswell & Margaret Nettles
Marcella & Christopher Brawley
The Estate of Helen A. Britt
Capper Family Fund
Nancy L. Chaffin RC
Chi’ken City by Kitty RC

Corda Family in Memory of Joe & Eleanor Corda RC
Brian Dill
The Estate of George Dirkes
Doug & Kitty Dolcini RC
Earl & Micky Dolcini RC
Sam Dolcini RC
Ronald Dorp & April Eya
Dan & Dolores Evans RC
Barbara Ford
Ray Fort & Kate Taylor
Jeff Freedman & Marie Boylan
Mike & Sally Gale RC
Paul & Deanna Gallagher RC
Jerry & Cleo Gause RC
Andrew & Susi Giacomini
Gary Giacomini
Gratitude Fund II
Grossi Family RC
Beverly Grossi RC
Ed Grossi & Susan Sweet RC
Jim & Michelle Grossi RC
Tamara Hicks & David Jablons RC
Rose Ielmorini RC
Tom & Claudia Ielmorini RC
Tim & Janice Kehoe RC
Christopher & Karla Kelly
Steve & Jean Kinsey
Chick & Gina Kretz RC
The Lafranchi Family RC
Rick & Debby Lafranchi RC
Lanatti Family RC
George Lucas Family Foundation RC
Paul & Jill Martin RC
Peter Martinelli RC
The Estate of Tom McEachern
Robert & Ann Marie McGee
Steve & Jeannie Moody RC
Don Moreda, Jr. RC
The Estate of Frederick W. Muller
Stacey Navins
Al & Cathie Poncia RC
Lisa & Loren Poncia RC
Red Hill Ranch RC
Rich Respini RC
Andrew & Lily Riesenfeld
Julie & Tony Rossotti RC
Ryan-Tocalino Ranch RC
Stemple Creek Ranch RC
Jeff Stump
John & Karen Taylor RC
Christine Walker
Jamison Watts & Sarah Digness
John E. Zimmerman, D.V.M. & Anne Sommer RC

**RC Rancher Campaign donor**

Contribute to **FARMLAND FOREVER**

If you are not already among the many who have contributed to the Farmland Forever campaign, we hope you will join us in protecting Marin’s privately owned, productive agricultural land by 2040, 100,000 acres in all. Together, we can do this.

To contribute, visit www.malt.org/farmlandforever or contact Marcella Brawley at (415) 663-1158 ext. 318 or mbrawley@malt.org.
Thank You for Protecting Marin County’s Farmland

As of the end of the fiscal year 2017-2018, your commitments to MALT have helped us protect 85 farms and ranches on 52,589 acres. Each and every gift, no matter the size, helps protect the land we love, forever. The following generous supporters gave MALT cash gifts between July 1, 2017 and June 30, 2018. Thank you for protecting the land that sustains us.

<table>
<thead>
<tr>
<th>VISIONARY GIFTS ($100,000 OR MORE)</th>
<th>RECOGNIZING DONORS (10–19 YEARS)</th>
<th>RECOGNIZING DONORS (20 YEARS OR MORE)</th>
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<td>Anonymous (2)</td>
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<td>The Fidelity Investments</td>
<td>The Estate of John S. Osterweis</td>
<td>** Roberta &amp; Richard Cummings</td>
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<td>Charitable Gift Fund</td>
<td>&amp; Barbara Ravizza</td>
<td>** Doug Dolcini</td>
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<td>Denise Filakosky *</td>
<td>** Alvin Baum &amp; Robert Holgate</td>
<td>** Nathan Cummings Foundation</td>
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<td>The Lind Family Trust *</td>
<td>** David, Lydia &amp; Julianne Bell</td>
<td>** Roberta &amp; Richard Cummings</td>
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<td>Luiz Ranch, Inc.</td>
<td>** The Estate of V. Lorel Bergeron</td>
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<td>Marin Community Foundation *</td>
<td>** Bingham, Osborn &amp;</td>
<td>** Seed Fund</td>
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<td>John S. Osterweis &amp;</td>
<td>Scarborough Foundation</td>
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<tr>
<td>Barbara Ravizza **</td>
<td>Robert Blitzer &amp; Xeny **</td>
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<tr>
<td>Elizabeth R. &amp; William J.</td>
<td>Wendy Buchen **</td>
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<tr>
<td>Patterson Foundation **</td>
<td>Polly &amp; Randy Cherner **</td>
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<td></td>
<td>** Nathan Cummings Foundation</td>
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<tr>
<td></td>
<td>** Roberta &amp; Richard Cummings</td>
<td></td>
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<tr>
<td></td>
<td>** Doug Dolcini</td>
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<th>RECOGNIZING DONORS (3)</th>
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<td>Bingham, Osborn &amp; Scarborough Foundation</td>
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<td>Robert Blitzer &amp; Xeny **</td>
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<td></td>
<td>Wendy Buchen **</td>
</tr>
<tr>
<td></td>
<td>Polly &amp; Randy Cherner **</td>
</tr>
<tr>
<td></td>
<td>** Nathan Cummings Foundation</td>
</tr>
<tr>
<td></td>
<td>** Roberta &amp; Richard Cummings **</td>
</tr>
</tbody>
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* Donors to MALT for 10-19 years  ** Donors to MALT for 20 years or more
East Bay Community Foundation
Evans Fund
Kenneth & Moira Feingold
Deborah Fitzpatrick & Bob Battagin *
Freedman Boylan Family Foundation *
Bill & Melinda Gates Foundation
Penelope A. Gerbode *
Anthony C. Gilbert & Laurel Wroten Gilbert *
Patricia & Bernard Goldstein Family Foundation
North Bay Chapter Trout Unlimited
The San Francisco Foundation
The Schauble Family Foundation
Andrew Thompson & Rebecca Spring *
Vanguard Charitable Endowment Program
John E. Zimmerman, D.V.M. & Anne Sommer **
Bill & Diane Zuednt *

The Annette Nibley Fund at the East Bay Community Foundation *
North Bay Chapter Trout Unlimited
Pinpoint Foundation
Cleaves & Mae Rhea Foundation
Andrew & Lily Riesenfeld
The Caldwell-Fisher Charitable Foundation *
John E. Zimmerman, D.V.M. & Anne Sommer **
Bill & Diane Zuednt *

**STEWARD ($5,000–$9,999)**
Anonymous (4)
Deborah & Arthur Ablin Family Fund **
American Endowment Foundation
Brian Ashe & Cynthia Rigatti *
Bessemer Trust
Bingham Kears Charitable Fund **
Barbara Boucke **
Pamela Braswell & Margaret Nettles
Gerald Cahill & Kathleen King **
The Caldwell-Fisher Charitable Foundation *
The Chrysopolae Foundation
Common Counsel Foundation
David & Vicki Cox **
Dick & Pat Daly **
Hadley & Ethan Dettmer *
Stephanie DiMarco & Jim Harlean
DocuSign
Kitty Dolcini
Ronald Dorp & April Eya
FTThree Foundation
Susan & Dennis Gilardi *
Joe Gillach *
Gratitude Fund II
Maureen Groper **
Jane Hammond & John Skonberg
Michael & Nancy Jo Heaton *
Tamara Hicks & David Jablons *
Hilltop Group Charitable Foundation *
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Give monthly to make a greater impact on the places you love.
Your automatic monthly gift saves time, paper and postage, and you can cancel anytime. Memberships start from as little as $5 a month.

Join today at www.malt.org/monthly-giving or call (415) 663-1158 ext. 306.

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“As MALT’s Executive Director from 1984 to 2012, I have been a proud supporter for 33 years. I have been giving monthly for over 14 years because I know firsthand how critical reliable funding is for MALT to do its land-saving work.”

Bob Berner, Dillon Beach
Former MALT Executive Director and Monthly Giving Circle member

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* Donors to MALT for 10-19 years  ** Donors to MALT for 20 years or more
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County of Marin

IN-KIND CONTRIBUTIONS ($250 OR MORE)
Thomas Fileti, Morrison & Foerster LLP  Point Blue Students & Teachers  Restoring a Watershed (STRAW) Program

GIFTS MADE IN MEMORY OF

GIFTS MADE IN HONOR OF

“The year 2018 is the 100th anniversary of our historic clubhouse, designed by Julia Morgan. MALT was founded by two women, a rancher and a biologist, who imagined the sustainable Marin from which everyone benefits today. We are proud to help save Marin farm and ranch land. We encourage everyone to buy local food.”

Alice Merrill
President, Sausalito Woman’s Club
MALT Corporate Circle member for 25 years
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, 2017 and June 30, 2018.

**Donors to MALT for 10–19 years**

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*Corporations who generously support MALT’s mission by providing annual gifts of at least $250.*

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**CORPORATE VISIONARY**

($20,000+)

- Straus Family Creamery **

**CORPORATE GUARDIAN**

($10,000–$19,999)

- Brazil Ranch
- Fernandez/2 Partnership - Architecture
- Whole Foods Market **

**CORPORATE STEWARD**

($5,000–$9,999)

- Clif Bar Family Foundation
- Cowgirl Creamery **
- Fentons Creamery

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**CORPORATE CONSERVER**

($2,500–$4,999)

- Point Reyes Farmstead Cheese Company *
- Red Hill Ranch
- Stemple Creek Ranch
- Three Twins Ice Cream *

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($250–$999)

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- Sausalito Woman's Club **
- Straus Home Ranch
- Sufferfest Beer Company
- Toluma Farms/Tomales Farmstead Creamery
- Tulocay Winery *
- Whole Foods Market Novato **
- Zoe's Meats

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"I started working for MALT in 1989, when, if I remember correctly, there were a total of four people employed there, and one of them was half-time. I had lived in West Marin for only a few years, and I was immediately impressed by the cooperation between the ranching and environmental communities that was occurring here. Despite some doubters on both sides of the fence (little pun there), MALT has managed to build trust from the farming community and has been able to educate open minds of environmentalists about the beneficial effects of well-managed rangeland. The recent experiments in carbon sequestration are a good example, and I’m proud to have been able to support MALT for almost 30 years."

Sarah Cameron Lerer, Inverness
Former MALT employee and member

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* Donors to MALT for 10–19 years ** Donors to MALT for 20 years or more
Climate change is an increasing concern for many local, sustainable family farms and food businesses in the MALT foodshed. The scientific consensus on greenhouse gas emissions’ danger is ominous. Organic Dairy Farmer and Founder/CEO Albert Straus of Straus Family Creamery, whose own farm has been MALT-protected since 1992, is using agriculture as a climate change solution. Albert’s goal is to make his Marshall dairy farm carbon-neutral in the next three years and that his replicable model will be used here in Marin and on other farms throughout the state and the world.

Albert, son of MALT co-founder Ellen Straus, has long prioritized sustainable agriculture. A tireless innovator, his path to environmental leadership was influenced by the values passed on from his parents. Close to 25 years ago, he helped change the dairy industry by creating a demand for organic dairy milk. He converted his family farm to organic in 1994, becoming the first certified organic dairy farm west of the Mississippi River. During the same year, he started the creamery, the first 100% certified organic creamery in the United States.

At the creamery, he eventually developed a collaborative relationship model that resonated with organic dairy farmers. This model prioritizes economic welfare and land stewardship for dairy farmers while meeting the need for local organic dairy products. Today, this farming model has expanded to include carbon farming, a crucial investment in our planet's future aligned with MALT’s vision for making food production part of the climate change solution.

On the Straus Dairy Farm and other MALT-protected properties, the regenerative practice of carbon farming is helping move carbon from the atmosphere into the soil. In 2013, Albert launched his 20-year carbon farm plan, to reduce and sequester 2,000 metric tons of CO₂ annually. As with other MALT-recommended sustainable land management practices, carbon farming improves soil quality and water retention, naturally increasing pasture production to provide cows with more nutritionally rich grasses for maximum grazing.

Creating (on-farm) renewable energy is part of Albert’s bigger vision of getting his farm off fossil fuels entirely. “Poop to power” is how Straus describes capturing methane from his cows’ manure and turning it into electricity. A methane digester, operating since 2004, produces enough renewable energy to power the entire farm, including farm vehicles, all equipment and Albert’s car. The digester has reduced the farm’s carbon footprint by 1,645 metric tons annually — equivalent to taking about 350 passenger cars off the road for one year. And in 2017, Albert introduced the country’s first electric feed truck after spending eight years working with a local mechanic to convert a heavyweight truck motor from diesel to electric.

“My personal and company’s vision is to build a thriving relationship between farms, food, people and the earth. Creating a local, sustainable model where family farmers and rural communities are prospering is critical for the future of farming and succession to the next generation.” — ALBERT STRAUS
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Black Mountain Ranch, Dave Osborn
Brazil Ranch, Jody & Manuel Brazil
Eugene Poncia Ranch, Gene & Vicky Poncia
Gallagher North Bend Ranch, Paul, Kevin & Katie Gallagher
Hamlet Ranch, Philip Raiser & Jennifer Raiser
Jensen Ranch, Bill & Eileen Jensen
Leiss Ranch, Nancy Chaffin & Betty Nunes
Long Meadow Ranch East & West, Ted, Laddie & Chris Hall
Marshall Home Ranch & Dairy, Marissa & Gary Thornton
McIsaac Ranch, Jim & Sue McIsaac
Millerton Creek Ranch, Mike Giammona & Andrew Zlot
Nicasio Valley Farms, Lafranchi Dairy, Nicasio Valley Cheese Co., Rick, Scott & Randy Lafranchi
Point Reyes Farmstead Cheese Co., Bob Giacomini, Lynn Giacomini Stray & Jill Giacomini Basch
Red Hill Ranch, Kitty Dolcini & Doug Dolcini
Stemple Creek Ranch, Loren & Lisa Poncia
Straus Home Ranch, Vivien, Miriam & Michael Straus
Toloma Farms, David Jablons & Tamara Hicks

EXPERTS & EDUCATORS
BUSINESSES AND INDIVIDUALS WHO SUPPORTED MALT’S OUTREACH PROGRAMS
Sue Conley, Tomales Bay Foods & Cowgirl Creamery
Michelle Cooper, Audubon Canyon Ranch
Phyllis Faber, Botanist & MALT Co-Founder
Michael Fischer, Marin Amateur Radio Society
Chris Giacomini & Melissa Giacomini, Toby’s Art Gallery
Dewey Livingston
Anthony Myint & Karen Leibowitz, The Perennial SF
Loren Poncia, Stemple Creek Ranch
Nancy Scolari, Marin RCD
Doreen Smith, Botanist
Vivien Straus, Straus Home Ranch & The Cheese Trail Map
Arron Wilder, Table Top Farms
Vanessa Wyant, Point Blue
Welcome New Board Members

DIANA GIACOMINI HAGAN
SAN RAFAEL

Diana is the CFO and co-owner of Pt. Reyes Farmstead Cheese Company, a Marin agricultural business with a deep 100-year history. Previously, she was Senior Vice President at MacFarlane Partners, Senior Vice President at Wells Fargo and Vice President at Union Bank. The Giacomini family garnered the prestigious 2013 National Leopold Conservation Award for their sustainability efforts on their farm. Diana and her family reside in San Rafael.

LYNNE LAMARCA HEINRICH
BERKELEY AND INVERNESS

Lynne is a Senior Consultant and Principal at Marts & Lundy, a full-service consulting firm serving the nonprofit sector. In her practice she provides strategic counsel for mid- and large-budget organizations in strategic planning, campaigns and fundraising programs and board governance. She is also a lecturer at the Haas School of Business, University of California, Berkeley, where she teaches nonprofit board governance. Prior to consulting, Lynne led or held senior positions with the Stern Grove Festival, San Francisco Opera and the Exploratorium, among others. In addition to MALT, Lynne serves on the boards of Cal Performances and the Center for Social Sector Leadership — both at the University of California, Berkeley.

2017–2018
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Co-Founded by Phyllis Faber and Ellen Straus

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The MALT Annual Report is published by Marin Agricultural Land Trust, a nonprofit tax-exempt organization.
Editor: Isabel French
Proofreader: David Sweet
Graphic Design: shirleycreative.com
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 landscapes.

To 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 Willa Antczak at (415) 663-1158 ext. 312 or wantczak@malt.org.

Marin Agricultural Land Trust is a member-supported nonprofit organization created in 1980 by a coalition of ranchers and environmentalists to permanently protect Marin County farmland. Some of the Bay Area’s most highly acclaimed meats, dairy products and organic crops are produced on farmland protected by MALT totaling more than 52,000 acres on 80 family farms and ranches.

Learn more about Marin’s working farms and the food they produce at www.malt.org.