IMPACT REPORT
2019–2020

CELEBRATING 40 YEARS OF FARMLAND PROTECTION!
DEAR FRIENDS,

MALT has been part of the fabric of Marin County for four decades. In that time, thanks to your support, we have protected more than 54,000 acres of farmland, forever. Although 2020 has brought many unexpected challenges, it has also been full of learning, growth and continued success in our work to protect farmland for farming. It is with pride and gratitude that we report that in the 2019-2020 fiscal year we:

• Implemented 19 Stewardship Assistance Program projects, an investment of $200,296 in sustainable agriculture;

• Reviewed six new applications for new conservation easements here in Marin, and we anticipate closing three easements in the coming year that will protect 733 more acres of farmland forever;

• Secured approximately $3.2 million of federal and state matching funding for conservation easements;

• Continued the work of implementing our 2019 strategic plan, including the creation of a state-of-the-art site evaluation tool that was featured at the 2020 Land Trust Alliance conference;

• Raised, thanks to your generosity, $5.68 million in private donations for farmland protection; and

• Completed the MALT Pavilion at Cowgirl Creamery, a site that honors MALT’s donors, farmers and ranchers;

We began this year with great plans to celebrate our 40th anniversary of farmland protection in person with all of you. Although that did not prove possible, we’re proud to have found ways to help keep this community connected, to one another and to our work. Now more than ever, we are thankful for all that you do for MALT.

Gratefully,

Ray Fort, Acting Executive Director

Neil Rudolph, Chair, Board of Directors
CELEBRATING 40 YEARS OF FARMLAND PROTECTION 1980–2020
54,209 ACRES PROTECTED

86 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
HONORING 40 YEARS OF PHILANTHROPY IN SUPPORT OF FARMLAND PROTECTION

SINCE 1980, 16,663 INDIVIDUAL SUPPORTERS HAVE CONTRIBUTED 150,417 GIFTS, TOTALING $94.6M

58 DONORS HAVE BEEN GIVING 30–39 YEARS, COLLECTIVELY CONTRIBUTING $7.4M

928 DONORS HAVE BEEN GIVING 20–29 YEARS, COLLECTIVELY CONTRIBUTING $21.9M

2,737 DONORS HAVE BEEN GIVING 10–19 YEARS, COLLECTIVELY CONTRIBUTING $36.9M
12,940 Donors have been giving 0–9 years, collectively contributing $28.5M

Thank you
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/2020-supporters
2019–2020 ACCOMPLISHMENTS

$5.68M RAISED FOR FARMLAND PROTECTION

$200,296 INVESTED IN SUSTAINABLE AGRICULTURAL PRACTICES

6 CONSERVATION EASEMENT APPLICATIONS RECEIVED AND REVIEWED, 733 ACRES EXPECTED TO BE PROTECTED IN THE NEXT FISCAL YEAR

19 STEWARDSHIP ASSISTANCE PROGRAM PROJECTS COMPLETED
MALT PAVILION AT COWGIRL CREAMERY

MALT is proud to present the MALT Pavilion at Cowgirl Creamery, located in the garden next to Cowgirl Creamery in Point Reyes Station. Featuring recently-protected ranches, lifetime and campaign donors and the fundamentals of MALT’s work, we hope you will take a moment to stop by the next time you are in the area.

Thank you for all that you do for MALT, year after year.
Providing land stewardship support to farmers and ranchers with our agency partners in Marin offers a multitude of co-benefits. This past year, MALT supported 19 projects in partnership with the Marin Resource Conservation District, including the installation of nine new off-stream water sources, 6,618 feet of cross fencing, 3,500 feet of creek fencing, compost application across 48 acres and a windbreak planting in partnership with the California Department of Food and Agriculture’s Healthy Soils Program. All of these projects provide ecosystem services, promote climate resilience and support the vitality of agriculture and the local agricultural community.

Pozzi Ranch and Corda Ranch both participated in MALT’s Stewardship Assistance Program this year; adjacent is a snapshot of the co-benefits of each project:
### POZZI RANCH

**On Pozzi Ranch, 4,488 feet of cross fencing was installed to facilitate rotational grazing of the sheep and beef cattle raised here.**

*In partnership with NRCS and Point Blue Conservation Science*

<table>
<thead>
<tr>
<th>PROSPERING AGRICULTURE</th>
<th>Rotational grazing will increase forage and pasture utility, reducing reliance on purchased feed and supplements</th>
</tr>
</thead>
<tbody>
<tr>
<td>THRIVING COMMUNITY</td>
<td>Cross fencing will allow for more intensive management, which increases animal capacity and production rates, contributing to the availability of healthy, local meats</td>
</tr>
<tr>
<td>ECOLOGICAL HEALTH</td>
<td>Rotational grazing will increase animal distribution and reduce high-impact zones, which in turn will reduce soil erosion and compaction and improve pasture health</td>
</tr>
<tr>
<td>CLIMATE RESILIENCE</td>
<td>Rotational grazing will allow pastures to rest, bolstering forage growth and carbon sequestration</td>
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### CORDA RANCH

**On Corda Ranch, 90 willow and 30 buckeye trees were planted to restore a sensitive riparian corridor along a tributary of San Antonio Creek.**

*In partnership with Marin Resource Conservation District, NRCS and Point Blue Conservation Science*

<table>
<thead>
<tr>
<th>PROSPERING AGRICULTURE</th>
<th>Streambank restoration will increase soil water retention in adjacent pastures, supporting forage growth and protecting rangeland</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thriving Community</td>
<td>A healthy riparian zone will contribute to the scenic and open space values this community enjoys and enhance water quality in the Petaluma River watershed</td>
</tr>
<tr>
<td>Ecological Health</td>
<td>The willows and buckeyes planted on this streambank will provide nesting habitat for native birds while also providing shade, shelter and food for other wildlife</td>
</tr>
<tr>
<td>Climate Resilience</td>
<td>This streambank planting will reduce erosion, increase shade for livestock and wildlife during warm summers and increase carbon capture</td>
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40 YEARS OF FARMLAND PRESERVATION

ONE RANCH AT A TIME, MALT IS SECURING THE AGRICULTURAL FUTURE OF MARIN COUNTY.

“The decisions we make today will determine if our wetlands, rangelands, farms, forests and urban green spaces become an asset or a liability in the fight against climate change.”

–Robert Rivas, Assemblymember, 30th California Assembly District
Thanks to your investment in our work, MALT is proud to report another strong financial year. Although no easement transactions closed this year, we made substantial progress on six easement applications and added to the Land Fund for next year’s easement purchases. Our Stewardship Endowment performed strongly, ensuring adequate resources for MALT land stewardship work moving forward.

### REVENUE

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$5,680,534</td>
</tr>
<tr>
<td>Government grants</td>
<td>$2,022</td>
</tr>
<tr>
<td>Program and other revenue</td>
<td>$17,374</td>
</tr>
<tr>
<td>Investment revenue</td>
<td>$467,963</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$6,167,893</strong></td>
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### EXPENSES

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
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<tbody>
<tr>
<td>Purchase of conservation easements</td>
<td>$0</td>
</tr>
<tr>
<td>Stewardship and other program expenses</td>
<td>$2,191,404</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$1,455,339</td>
</tr>
<tr>
<td>Management and support services</td>
<td>$1,122,458</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$4,769,201</strong></td>
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For audited financial statements, please visit: malt.org/finances
HONORING MALT SUPPORTER CHARLES GRESHAM
This year we want to take a moment to honor Charles Gresham of San Francisco, who passed away recently but, thanks entirely to his commitment to conservation and philanthropy, continues to have a great impact on MALT. A lifetime believer of living lightly on the land, Charles was a gentle soul originally from Texas, who spent many of his younger years exploring his interests of art and gardening, working odd jobs to support himself. Eventually he landed in San Francisco, where he spent nearly half of his life with his beloved partner, Sidney Engelberg.

As a result of Charles’s lifetime commitment to frugality and smart investments, he was able to make a $1.4 million gift to MALT via charitable gift annuities. Thanks to Charles’s careful planning, his legacy and memory will live on in the farmland of West Marin.

CHEERS TO MALT’S FOUNDERS!
Thanks to the vision of two women, Phyllis Faber and Ellen Straus, the farms and farmland of West Marin are thriving. We toast to their innovative spirits and the lasting impacts of MALT’s hard work.
YOUR LEGACY, MARIN’S FARMING FUTURE

Make a gift that lasts forever. Contact us to learn more about including MALT in your estate plans.
Contact Marcella Brawley: mbrawley@malt.org  |  (415) 663-1158 ext. 318  |  malt.org/legacy