



# IMPACT REPORT

2020-2021



RECOGNIZING A RESILIENT COMMUNITY

**GRASS-FED • GRASS-FIN**

Produced  
Protect

**m**  
MARIN AGRICULTURE  
LAND

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20% OFF  
Corned  
Beef

STEMPLE CREEK RANCH  
GRASS FED & GRASS FINISHED BEEF



STEMPLE  
CREEK  
RANCH  
CATCH US ON  
UGLY  
DELICIOUS  
2 EPISODES





For more than 40 years, MALT supporters have fueled important work to permanently protect Marin County's agricultural land for agricultural use—and to help steward that land to model sustainable and regenerative agricultural practices. With your help, we have protected 54,459 acres of farmland, forever.

This past year, your support of MALT achieved a new urgency, with the COVID-19 pandemic, a historic drought, increasingly intense fires, and the growing awareness of racial and social inequities throughout our society and culture.

In confronting these tumultuous times, we are proud to report that MALT met the challenges with resilience and responsiveness. With your help, during the 2020–2021 fiscal year, we:

- Closed an agricultural conservation easement with Hog Island Oyster Company to permanently protect the 250-acre Leali Ranch for agriculture and that included a mariculture support zone—an exciting new dimension for MALT—and helped the Hog Island business to survive.
- Launched a Drought Resilience and Water Security (DRAWS) initiative to help address critical water shortages—opening grant eligibility to all ranchers and farmers in Marin, not only those on MALT-protected land.
- Completed numerous projects under our Stewardship Assistance Program (SAP)—providing technical guidance and funding to improve soil and water quality, increase agricultural productivity, protect habitat and natural resources, and help Marin's working farms and ranches become resilient to the impacts of climate change.

We value and appreciate your commitment to our work. It's vital in allowing us to offer meaningful support throughout our ecosystem. We have big plans for MALT, and we want you to accompany us on the journey.

Yours,

Thane Kreiner, Ph.D., *CEO*

Neil Rudolph, *Chair, Board of Directors*

# IMPACT

Since 1980

**54,459**

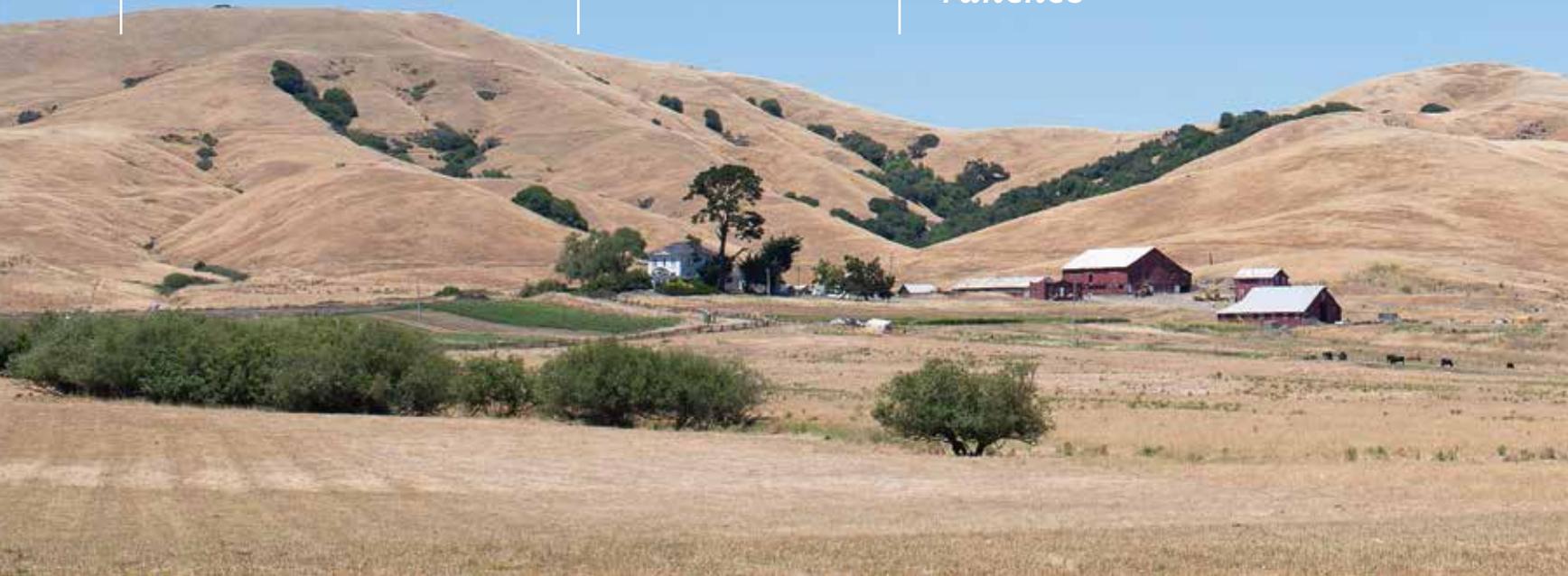
*acres of agricultural  
land protected for  
agricultural use*

**91**

*agricultural  
conservation  
easements*

**\$90,764,595**

*invested in protecting  
Marin's farms and  
ranches*



## 2020–2021 ACCOMPLISHMENTS

**\$4.06M**

*raised for farmland protection*

**\$278k**

*invested in 20 SAP projects employing sustainable agricultural practices*

**\$157k**

*invested in 14 DRAWS long-term water security and resilience projects*

**BY PROTECTING FARMLAND, YOU PROMOTE:**



**SUSTAINABLE AGRICULTURE**



**ECOLOGICAL HEALTH**



**THRIVING COMMUNITY**



**CLIMATE RESILIENCE**

# LAND CONSERVATION

*Leali Ranch/Hog Island Easement*





Our latest agricultural conservation easement is a first for MALT in that it includes support for mariculture operations, highlighting the interconnectedness of ecosystems and their impact on one another.

Hog Island Oyster Company, owners of the 250-acre Leali Ranch protected by the MALT easement, grows, harvests, shucks, and sells certified sustainable oysters and other shellfish through its restaurants and other retail outlets. It's a fantastic example of the circular production and consumption practices that MALT champions to inspire food producers everywhere.

Thanks to your generous support, MALT fully funded the easement costs, thereby expediting the closure and helping Hog Island overcome a devastating pandemic-triggered drop in business.

A portion of the Leali Ranch land will support mariculture infrastructure such as oyster holding tanks and solar-powered water cooling systems, while enabling Hog Island to expand its operations by growing organic row crops, planting lemon orchards, and producing specialty food-grade salt.

*“This MALT conservation easement provided an essential cash infusion for our operations, which were hard hit by the pandemic. Beyond simply surviving, the easement affords us flexibility to do more—for our customers, staff, suppliers, the broader community, and the environment itself.”*

*—John Finger, Co-Founder & CEO, Hog Island Oyster Co.*



# LAND STEWARDSHIP

Since 2002, donor support has enabled MALT's Stewardship Assistance Program (SAP) to enhance the health of both the land and the agricultural operations on MALT-protected ranches and farms throughout Marin County. Working in partnership with the Marin Resource Conservation District and other local organizations, MALT provides funding and technical expertise for conservation projects that improve watersheds, riparian habitats, soil quality, and range and pasture management processes—while promoting regenerative, climate-resilient, and carbon farming practices.



## HERE ARE TWO EXAMPLES OF SAP PROJECTS FROM 2020–21

### GALLAGHER RANCH

On the 337-acre Gallagher North Bend Ranch, erosion threatened creek health and the ranch's access bridge.

### BRAZIL RANCH

Brazil Ranch constructed fencing along a densely forested tributary of Walker Creek.



#### SUSTAINABLE AGRICULTURE

Reengineering the only bridge across Lagunitas Creek to the property maintains safe access to the ranch headquarters and pasture land.

Erecting 1,970 feet of fencing helps with herd management through rotational grazing and keeping cattle off the steep forested hillsides.



#### THRIVING COMMUNITY

Rehabilitating the stream bank and backwater refuge reduces erosion and protects flat, fertile, floodplain pasture that provides valuable land for the agricultural operation.

Establishing healthy riparian zones enhances water quality, which benefits downstream users throughout the Tomales Bay watershed.



#### ECOLOGICAL HEALTH

Stabilizing the stream bank reduces erosion from flooding, which improves water and soil quality and enhances salmonid habitat.

Preventing cattle from entering sensitive creek areas helps trees and shrubs grow, stabilizes soil, and protects high-quality wildlife habitat.



#### CLIMATE RESILIENCE

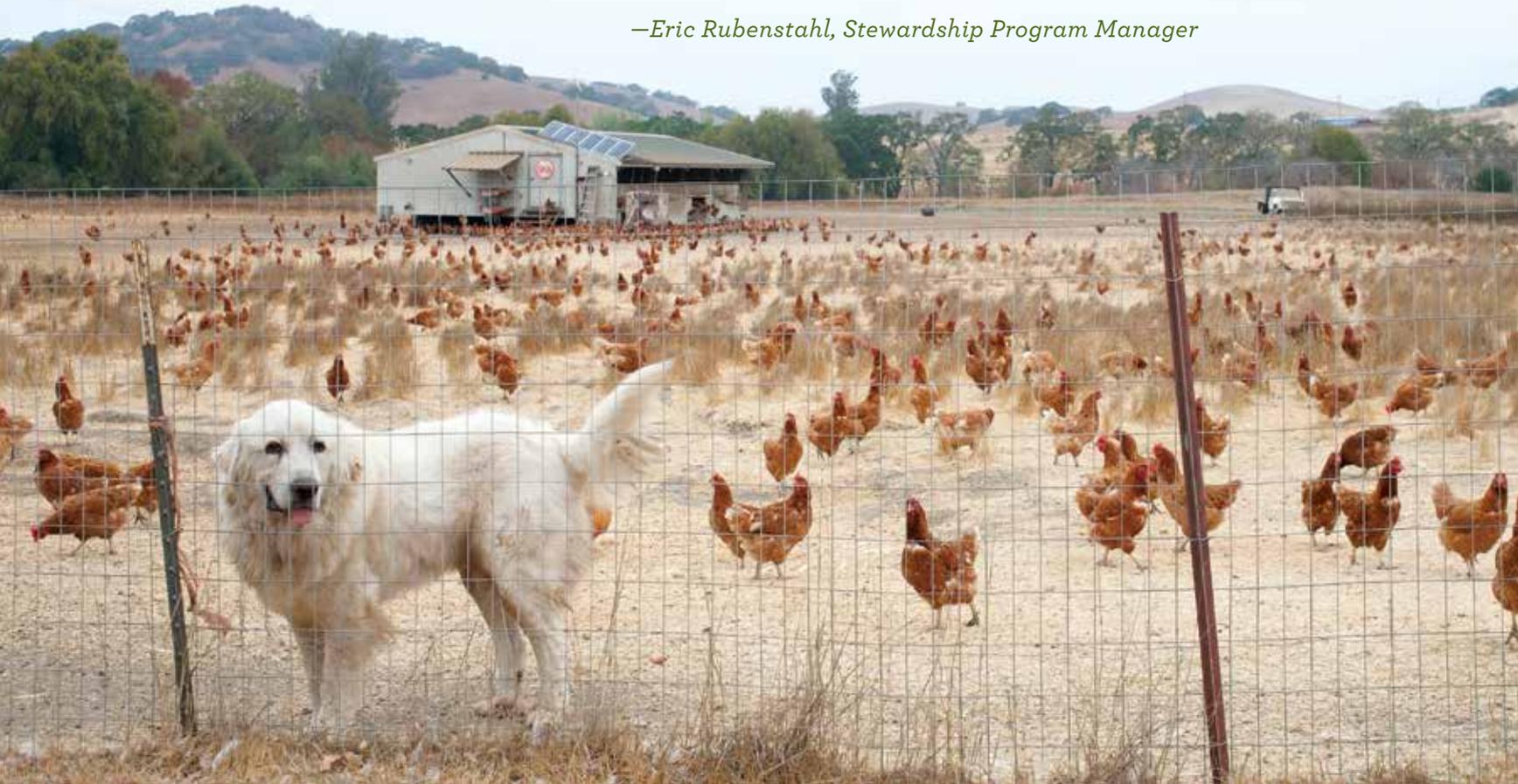
Planting willow trees and native grasses and installing stream bank erosion cloth prevents further erosion and helps sequester carbon.

Creating a buffer between the tributary and grazing pastures encourages growth of carbon-sequestering native flora and fauna.

# DRAWS

*“The DRAWS initiative, a direct response to worsening drought conditions, builds on MALT’s highly successful Stewardship Assistance Program. By increasing water infrastructure, distribution, and water management options, DRAWS can help promote farmers’ and ranchers’ economic sustainability and agricultural viability during this unprecedented drought.”*

*—Eric Rubenstahl, Stewardship Program Manager*





In response to California's dire drought conditions, in Spring 2021 MALT expanded our Stewardship Assistance Program (SAP) to create a separate Drought Resilience and Water Security (DRAWS) initiative. DRAWS provides grants and assistance to help Marin ranchers and farmers plan, design, and implement conservation practices specific to water development and accessibility.

Thanks to enthusiastic support by our donors, MALT committed \$250,000 in April 2021 to fund DRAWS projects and opened grant applications to all Marin farmers and ranchers, not only those whose land is protected by MALT agricultural conservation easements.

During the fiscal year, we approved 14 DRAWS projects, including six on farms and ranches that do not have a MALT easement.

## **EXAMPLES OF DRAWS PROJECTS INCLUDE:**

- The 81-acre Gilardi Ranch, known for high-quality pasture-raised eggs, embarked on a project to install a new booster well pump, a 5,000-gallon tank, and a water filtration system—improving water quality and keeping their 12,000 thirsty chickens happy and hydrated while their mobile coops are rotated from one pasture to another.
- MALT-protected since 2001 and now owned by the DeBarnardi family, 320-acre Jensen A Ranch is managed by son-in-law Mike Moretti to graze 120–150 dairy replacement heifers. Installation of two 3,500-gallon water tanks, three water troughs, 3,000 feet of piping tied to an existing water line, and a water pump is opening the previously dry western half of the ranch to grazing.



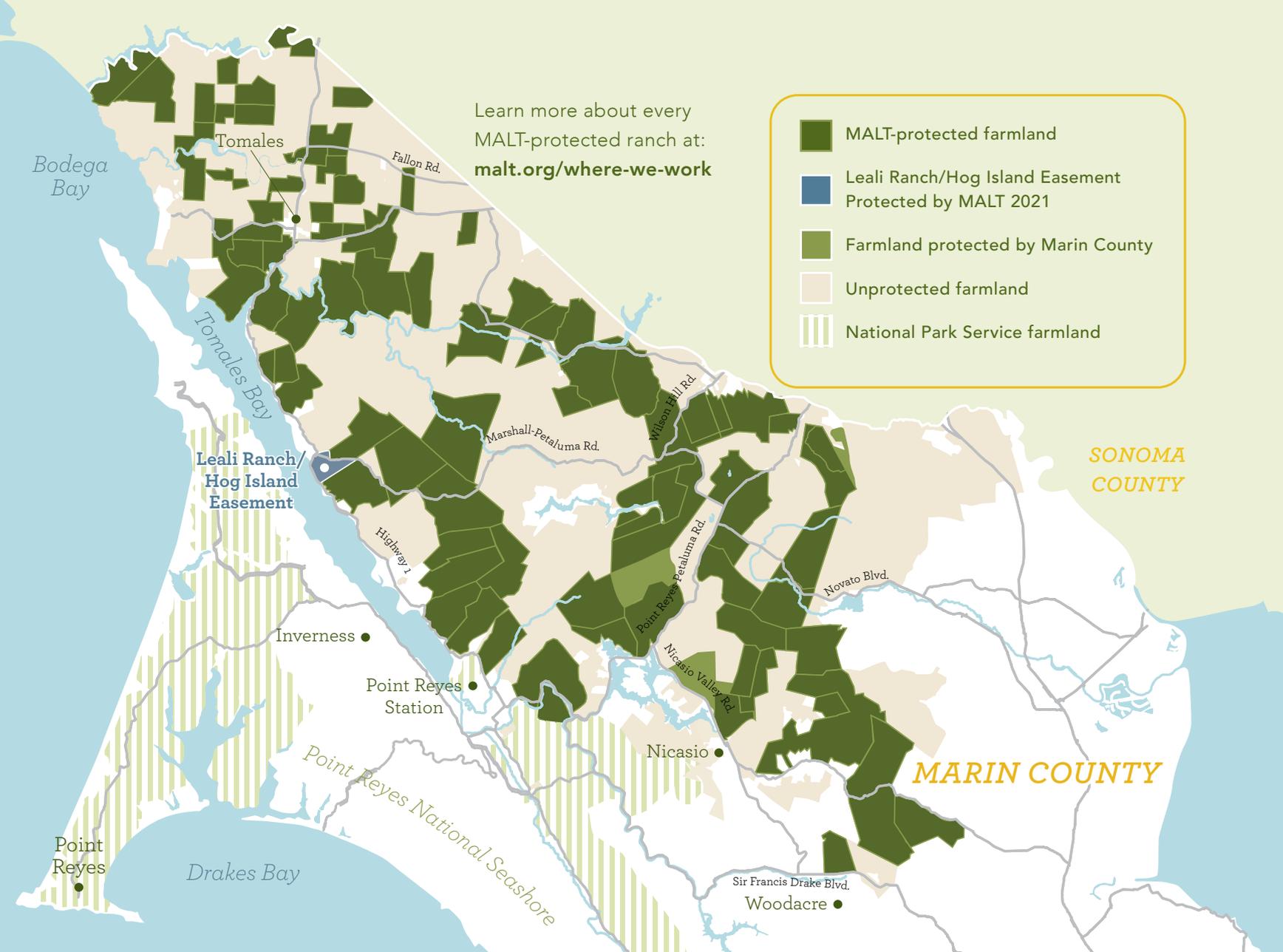
# *WHERE ARE MALT'S 54,000+ PROTECTED ACRES?*

MALT'S INNOVATIVE AGRICULTURAL CONSERVATION EASEMENTS COVER  
JUST OVER HALF OF MARIN COUNTY'S PRIVATE AGRICULTURAL LAND.



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

-  MALT-protected farmland
-  Leali Ranch/Hog Island Easement Protected by MALT 2021
-  Farmland protected by Marin County
-  Unprotected farmland
-  National Park Service farmland



# FINANCIALS

Thanks to your investment in our work, MALT is proud to report another strong financial year. We closed on a strategic easement transaction, made substantial progress on five easement applications, and added to the Land Fund for future easement purchases. Our Stewardship Fund performed strongly, ensuring adequate resources for MALT land stewardship work moving forward.

## REVENUE

Contributions	\$4,060,874
Government grants	\$369,880
Program and other revenue	\$0
Investment revenue	\$3,562,315
<b>TOTAL</b>	<b>\$7,993,069</b>

## EXPENSES

Purchase of conservation easements	\$1,143,008
Stewardship and other program expenses	\$1,494,321
Fundraising	\$1,839,042
Management and support services	\$1,359,684
<b>TOTAL</b>	<b>\$5,836,055</b>

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





# THANK YOU

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

Thanks to all those who contributed to MALT's success this year! Our donor listing can be found online at: [malt.org/2021-supporters](https://malt.org/2021-supporters)

Marin Agricultural Land Trust is a nonprofit organization created in 1980 to protect and steward Marin County farmland. Some of the Bay Area's most highly acclaimed meats, dairy products, fiber, and organic crops are produced on farmland protected by MALT's 91 agricultural conservation easements, totaling more than 54,000 acres.

To learn about Marin's working farms and ranches and the food they produce, visit [malt.org](https://malt.org)

The MALT Impact Report is published by Marin Agricultural Land Trust, a nonprofit tax-exempt organization.

**Editor:** Martell Communications

**Graphic Design:** shirleycreative.com

**Printer:** ThirdBay Letterpress Inc.

**Photos:** [malt.org/photo-credits](https://malt.org/photo-credits)

*Printed on recycled paper containing soy inks*





Post Office Box 809  
Point Reyes Station, CA 94956  
(415) 663-1158 | [farmland@malt.org](mailto:farmland@malt.org)

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## Your Legacy, Marin's Farming Future

Your legacy gift is crucial to land conservation and stewardship of the environment. To learn more about adding MALT to your estate plans, bequests, IRAs, gifts of real estate, and more, please visit [malt.org/legacy](http://malt.org/legacy) or contact Marcella Brawley at [mbrawley@malt.org](mailto:mbrawley@malt.org) or (415) 663-1158 ext. 318.



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