MARIN AGRICULTURAL LAND TRUST



From the GROUND UP

IMPACT REPORT 2025–26

DEAR FRIENDS,

Today, more than half of Marin County's privately owned, productive agricultural land — 59,028 acres and 99 agricultural conservation easements — has been protected forever with MALT. But we know protecting land is just the beginning. The farmers and ranchers who tend this landscape every day are the connective tissue of everything we depend on: local food, clean water, a vibrant agricultural community. Ensuring they can thrive here is the work that follows protection, and it deepens every year.

This year, MALT invested $582,000 in stewardship grants across Marin. This includes $400,000 through our small grants program impacting 12 farms and ranches, our broadest reach yet, with nearly half to beginning farmers and next-generation producers. And through two seasons of hikes, tours, and events, we welcomed over a thousand community members onto working farms to experience this landscape firsthand.

All of it compounds. Each grant builds on the last, each visit deepens the connection, and the effect multiplies across the region. But the community that farms this land still faces a hard road. Rising costs, a changing climate, limited land access, and a housing crisis make it harder than ever for the next generation to farm here. The threats facing Marin's agricultural community continue to change, and so must our approach. Protecting land will always be our foundation. But the future of MALT is ensuring that protected land stays in the hands of people who can actually farm it, for the generations we haven't yet met.

That's what your support makes possible. Thank you for being a partner in the work that continues, now and forever.

With gratitude,

Lily Verdone, *Executive Director*

Diana Giacomini Hagan, *Board Chair*



SINCE OUR FOUNDING IN 1980

99 protected family farms and ranches

59,028 protected acres

269 miles of creeks and streams

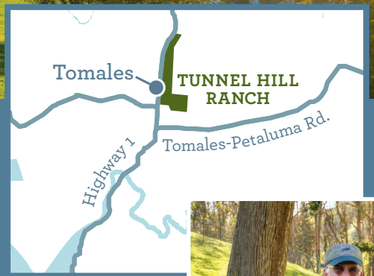
35,733 acres of grassland

655 acres of wetlands

14,068 acres of forested habitat







PROTECTING
TOMALES' GATEWAY

Tunnel Hill Ranch sits at the northern entrance to Tomales, alongside Highway 1, where it has defined the town's rural character for as long as anyone can remember. The Etemad family has owned it since 1976. In May 2026, MALT protected the ranch with an agricultural conservation easement — 110 acres permanently protected, staying in agriculture forever. MALT's 99th protected family farm.



Jacqueline Etemad (pictured right) recalls overhearing a conversation at Tomales' annual gathering in the town park: "Somebody said, 'Well, who owns that property up there?' And someone else replied, 'Oh, that belongs to the town — that has to stay. That's ours. Nobody can take it from us.'"

The ranch's five parcels and four separate legal lots had made it a persistent target for development — its proximity to downtown and higher-density zoning on portions of the property drawing consistent interest over the years.

"We've had interest from developers over the years, but this land plays an essential role in what makes Tomales special," said Jeff Etemad, who manages the ranch with his mother and brother. "My mother wanted to ensure this property would be protected in her lifetime. The easement allows us to keep the property in the family and in agriculture while ensuring it can never be subdivided."

What makes this easement distinctive is not just what it protects — but how the family thought about what to include and what to leave out. The productive agricultural land goes into the easement. Several small parcels along Highway 1 and John Street, tucked within the existing fabric of Tomales, were set aside. "The parcels adjacent to town were always a natural extension of Tomales," Jeff said. "Keeping those options open for housing is the right call for the community." With affordable housing increasingly out of reach for farmers, ranchers, and agricultural workers, that flexibility could prove essential to keeping Tomales a working agricultural community.

Tunnel Hill Ranch now joins an 11,576-acre block of MALT-protected land surrounding Tomales, alongside Parks Home Ranch, Parks Ranch, and Jensen Ranch. The easement was funded equally by Marin County's Measure A Farmland Preservation program and private donations.

Read the full story: **malt.org/tunnel-hill-ranch**



INVESTING

IN THE PEOPLE & THE LAND

Protecting the land is just the beginning. MALT's stewardship grant programs have evolved over more than two decades to meet the changing needs of Marin's agricultural community. The Stewardship Assistance Program, launched in 2002, built the foundation by investing in MALT easement holders for conservation practices that increase agricultural productivity, improve soil and water quality, and build ecological health.



When drought struck in 2021, MALT responded with the Drought Resilience and Water Security initiative. Then in 2023, the small grants program extended that investment to all Marin County agricultural producers — not just those on MALT-protected land — opening the program to the full breadth of Marin agriculture.

"This grant helped us put the Truttman Ranch back into productive agriculture. That's what we needed to keep going."

– LEVI MCISAAC
FIFTH-GENERATION RANCHER AND SMALL GRANTS RECIPIENT

SINCE 2002, MALT'S GRANT PROGRAMS HAVE RESULTED IN:

$4M invested by MALT	**284** projects completed
126 farms & ranches supported	**75** springs redeveloped or enhanced
$9.55M in total project value	**2,644** acres seeded with native grasses
19 miles of riparian fencing protecting streams	**$1.08** leveraged for every $1 from MALT







SMALL GRANTS

THIS YEAR'S IMPACT

Every year, MALT's small grants program puts targeted investments directly into the hands of Marin's farmers and ranchers — funding the water systems, fencing, and infrastructure that keeps the soil and water healthy and the land working. This year's fifth round was the biggest yet: 12 projects, $400,000 awarded, $542,000 total leveraged, and our broadest geographic reach to date.

HIGHLIGHTS FROM THIS YEAR'S SMALL GRANTS

PROTECTING OLEMA CREEK
A new water system on Olema Creek protects salmon habitat and allows better grazing for the ranch.

REINVENTING FENCING
GPS collars keep cattle in bounds. Two Marin ranches put it to work this year.

ACTIVATING FARMLAND
A veteran-owned, women-led ranch gets its water running again, reviving the whole operation.

EXTENDING THE SEASON
A new greenhouse for a first-generation, certified-organic farmer, giving her more room and a longer season.

ENHANCING GRAZING
A restored spring in San Geronimo Valley gives cattle reliable water and opens the door to rotational grazing.

WIDENING ACCESS IN 2026

5 beginning farmers

3 women-owned or women-led operations

2 under-resourced producers

5 farms with no MALT conservation easement



CONNECTING PEOPLE TO THE LAND

Conservation doesn't happen in isolation. It takes a community that shows up for the land — and shows up for each other.

This past year, over 1,500 community members joined 13 public hikes, farm visits, and ranch experiences across Marin — from wildflower walks at Leiss Ranch to a day at Black Mountain Ranch, many for the first time on a working ranch. And because no single organization protects a community alone, MALT partnered with organizations working on land access, housing, and the next generation of farmers, and supported local priorities including Western Weekend, the West Marin Scholarship Fund, KWMR, and the Marin Conservation League.

Learn more: **malt.org/events**

1,583
event participants

45
volunteers

14
community sponsorships

Financials 2025–26

REVENUE

Contributions/bequests	$6,618,086
Government grants	$550,000
Program & other income	$76,071
Investment revenue	$3,841,478
TOTAL REVENUE	**$11,085,635**

EXPENSES

Land protection & easement purchase	$2,064,637
Stewardship, grants, & community programs	$1,964,806
Total program	**$4,029,443**
Fundraising	$1,095,214
Management & support services	$990,852
Total fundraising & administration	**$2,086,066**
TOTAL EXPENSES	**$6,115,509**

This report reflects unaudited financials from July 1, 2025 – June 30, 2026.



Every gift you make to MALT unlocks public funding from programs like Marin County's Measure A Farmland Preservation Program and California's Sustainable Agricultural Lands Conservation Program. Your gift does double duty — funding the work public dollars can't, and unlocking the public dollars that multiply your impact.

Find our 2025–26 donor list: **malt.org/2026-supporters**

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