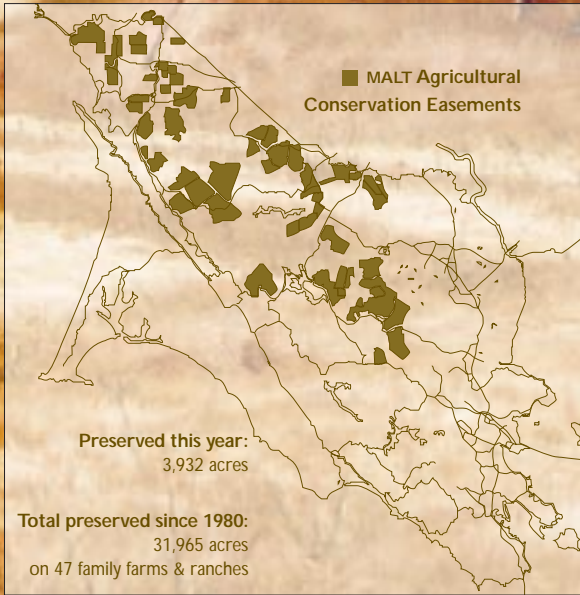


Marin Agricultural Land Trust

YEAR IN REVIEW 2001-2002







Dear Members and Friends

In a survey of members completed in February, we were pleased to learn that more than 90% of those who responded think malt is doing a very good job of preserving Marin County farmland.

So you will be happy to know that over the past year, we were able to help two more long-time Marin ranching families acquire lands crucial to their agricultural operations. In January, Leo and Rose Ielmorini with their nephew Steve Moody bought the 326-acre Valley Ford dairy the Ielmorinis had leased for 47 years. The acquisition was financed by malt's purchase of a conservation easement that will permanently protect both the farmland and the important natural resources of Estero Americano which borders the property.

In June, the Bill Barboni family sold malt an easement so they could purchase a portion of the Hicks Valley ranch where 81-year-old Bill's childhood home is located. The easement also covers adjacent acreage already owned by the family, permanently protecting a total of 1,310 acres, the largest single easement ever purchased by malt. Besides agreeing never to subdivide, the family also elected to add a size restriction for future residences and special protections for creeks and tributaries. This was the first time such provisions have been included in a malt agreement.

Malt this year also accepted the conveyance of an agricultural conservation easement from Lucasfilm on 2,296 acres of the Big Rock, McGuire, and Loma Alta ranches which adjoin a 2,538-acre Skywalker Ranch easement conveyed in 1985. In addition, Lucasfilm also conveyed approximately seven miles of hiking, biking, and equestrian public trail easements over the three properties to the Marin County Open Space District. This is the only time a malt easement property has included such access.

These projects remind us that malt's program is about preserving both agriculture and the agricultural landscape that define Marin County. The 32,000 acres now protected on 47 farms and ranches represent almost 30% of privately-owned Marin farmland. But 80,000 acres are still at risk.

A challenge grant from the Marin Community Foundation, generous public agency grants to the Campaign to Save Marin's Farmland, and gifts from malt members helped fund two of projects mentioned above. The permanent protection of additional lands through conservation easements is only possible with partnerships such as these that stretch private giving and leverage public funds. To generate the will and resources necessary to preserve the next 32,000 acres, this alliance will need to be even stronger.

The completion this year of our \$10 million capital campaign showed us that you have recognized the threat and have been willing to respond to the need. As the year ends, we look forward to your continued help in preserving the agricultural lands that are such a fundamental part of what makes Marin unique. With your support, we know we can succeed.

Thank you.

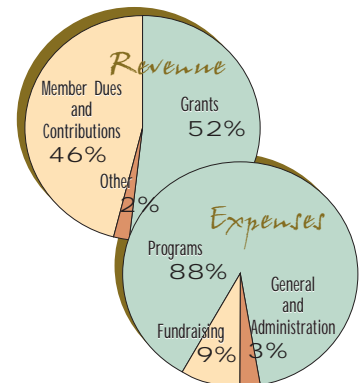
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Statement of Activity & Changes in Net Assets

July 1, 2000–June 30, 2001

	Operating Fund	Land Preservation	Board-Designated Endowment	June 30, 2002 Total	June 30, 2001 Total
SUPPORT & REVENUE:					
Grants	\$65,244	\$1,325,454		\$1,390,698	\$1,198,216
Contributions, dues & bequests	508,445	656,726	\$19,505	1,184,676	2,210,091
In-kind contributions (Note 2)	33,156			33,156	0
Hikes & Tours	14,239			14,239	12,112
Merchandise sales	5,574			5,574	6,084
Special events	7,291	12,797		20,088	19,829
Interest & dividends	2,608	159,534	36,613	198,755	229,103
Gain /loss on investments	<631>	<956>	<193,961>	<195,548>	<118,983>
Other			11,697	11,697	1,036
Interfund transfers	100,000		<100,000>		
Total revenue & support	735,926	2,153,555	<226,146>	2,663,335	3,557,488
EXPENSES:					
Programs	513,307	2,900,782		3,414,089	1,044,904
General & administration	102,800			102,800	66,059
Fundraising	174,809	155,749		330,558	296,431
Total expenses	790,916	3,056,531	0	3,847,447	1,407,394
CHANGE IN NET ASSETS	<11,586>	59,184	<226,146>	<1,184,112>	2,150,094
NET ASSETS, JULY 1, 2001	167,507	939,954	1,642,393	7,883,351	5,733,257
NET ASSETS, JUNE 30, 2002	\$155,921	\$999,138	\$1,416,247	\$6,699,239	\$7,883,351



Most of the revenue for the Operating Fund comes from member dues and contributions. The Operating Fund provides the money to carry out malt's day-to-day programs, including conservation easement acquisition and monitoring and raising public awareness about the importance of preserving Marin County's productive farmlands. Your dues and contributions also enable us to leverage grants from foundations and public agencies for malt's conservation easement program.

"All the really good ideas I'd ever had"



came to me while I was milking a cow."

Grant Wood, artist



Easement Acquisition and Stewardship

Mal t is the pioneering agricultural land trust in the United States, and was the first to protect farmland through the purchase of conservation easements in voluntary transactions with landowners.

How do we do it? Because agricultural conservation easements place permanent restrictions on the land, and because there are usually multiple owners or family members of a ranch property, it takes many months and often years for owners to reach the decision to sell an easement. One or several meetings take place in our office or in the property owner's home, where introductions are made, the easement concept is reviewed, and questions are answered. When a family decides it is seriously interested in selling an easement, an initial site visit by easement staff is scheduled. After the property is evaluated according to criteria developed by mal t, easement terms are negotiated, and an independent appraisal is commissioned. The completed appraisal establishes the value of the easement and is provided to the family for a final decision. While the appraisal is being prepared, easement program staff identify potential sources of funding for the project, determine the most appropriate and feasible sources, and prepare the necessary grant applications. In most cases, funding is a combination of money raised by mal t and grants from public agencies such as the State Coastal Conservancy. Once all of the funding is in place, the easement is signed and recorded, the seller is paid, and the property is permanently protected from subdivision or non-agricultural development. Future owners of the property are bound by the terms of the easement in perpetuity.

But the purchase of an agricultural conservation easement is only one step. Because mal t easements are perpetual, it becomes our responsibility to see that the terms of the easement are respected forever.

In order to protect agricultural values, successful easement management, or "stewardship," must go beyond simply ensuring that development does not occur. Central to mal t's program are our relationships with the landowners and agricultural operators who live and work on the ranches, and our ability to provide useful information, assistance, and resources where needed. Visiting the ranches every year allows us to fulfill our legal obligations as easement holder, and to work closely with ranchers on issues that impact their agricultural operations and natural resources.

One of the most common problems facing landowners in West Marin is non-native weeds that threaten agricultural productivity as well as wildlife and plant diversity. Working with UC Cooperative Extension, mal t this year organized a weed management workshop featuring a nationally known specialist, and we are helping to coordinate control of some weed species. We also partnered with the Marin Resource Conservation District to purchase replacement equipment for use by ranchers to seed soil-binding forage plants and more effectively apply fertilizers. Since we helped purchase the first of these "no-till drills" in 1991, nearly 10,000 acres of West Marin farmland have been planted with grasses and forbs that improve forage and help minimize erosion. This year, mal t also instituted the Stewardship Assistance Program to help landowners fund conservation projects that benefit water quality and riparian areas while also increasing efficiency of ranch management.

By committing mal t to be an ongoing resource to landowners through efforts such as these, we hope to foster an atmosphere of continued partnership that brings everyone's abilities to bear on the protection of agriculture and the beautiful landscape that it sustains.

Education and Outreach

Since initiating an education program in 1996, mal t has been instrumental in creating collaborative networks of organizations and agencies to promote local agriculture and agricultural literacy. One of these, the Marin Agriculture and Education Alliance, produces the Marin Summer Agricultural Institute which has trained over 100 teachers about local issues, introduced them to various agricultural curricula, provided many hours of volunteers in the classroom, and coordinated school group visits to farms. Another, the Marin Food Systems Project, is a coalition of 12 organizations, now in its second year promoting agriculture in the classroom and working to get local foods into school cafeterias. In February of this year, 42 Marin educators, farmers, funders, nonprofit staff members, and public agency representatives came together to create a unified vision for agriculture and education in Marin County. mal t helped coordinate the event and plans to be an active part of making the vision a reality.

The Hikes & Tours program began in the summer of 1996 when 100 people climbed Black Mountain, a West Marin landmark located on the Nobmann Ranch. By now more than 7,000 people have gotten a firsthand understanding of local agriculture by visiting the dairies, beef and sheep ranches, organic farms, and aquaculture operations in the area. During the winter months when wet weather limits ranch visits, we have sponsored talks on a variety of topics, from reports on national farmland issues to slide shows about native grasses and restoration grazing. At each of these talks, participants have tasted local foods and wines and gained an appreciation of the delicious products available from our agricultural landscape.

Each fall, mal t produces Harvest Day at the Farm at the Lafranchi family's Nicasio Valley Farms organic pumpkin patch. It has grown into an extremely popular family event, attended over the last seven years by nearly 15,000 parents, children, and grandparents from all over the Bay Area. Hundreds of volunteers and community groups have donated their time and expertise at this event to promote mal t and local agriculture.

Taste of Marin began in 2000 as a simple tasting of local foods at Tomales Bay Foods. By 2002, it had evolved into a four-course, sit-down dinner at the Marin Art and Garden Center with presentations by 20 local growers and food producers.

We have now embarked on a strategic planning process for the education program. This will help us look back at what we have accomplished in the seven years since we set our outreach efforts in motion and also help define the program for the years to come.

Contributions through September 30, 2002

MALT members provide the financial resources that help us protect Marin's agricultural heritage and preserve its spectacular landscapes. We gratefully acknowledge here the Guardians, Stewards, Benefactors, Patrons, Sponsors, Business, and Corporate donors who have made contributions to mal t during the 2001-2002 fiscal year. In addition, we extend our appreciation to each of our many other supporters, whose names are too numerous to list. Our thanks also go to those who have let us know they have remembered mal t in their estate plans as Partners for Preservation and to the Marin Community Foundation for a core program operating grant.

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Richard Taylor & Tracy Cubbs
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Barbara Gault
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Doug & Joan Stewart
Joan Troppmann
Barbara & Michael Whitt

MALT acknowledges the following individuals for their generous endorsements in our advertising campaign:
Russell Chatham
Anne Lamott
George Lucas
Alice Waters
Bob Weir



Volunteers

MALT volunteers are a vital part of what keeps our education & outreach programs going year after year. None of these programs would be possible without the dedication of our many marvelous volunteers, a team of wonderful individuals who regularly help conduct the tours, staff our information booth, and assist in the office or at our many public events. We wish to thank them here.

Suzanna Abbott; Katrina Anderson; Helen Beale; Linda Belden; Nessler Berner; Anna Bettini; Diane Bolman; Dan Breau; Lynda B. Burkman; Ginny Cannon; Jan Caraway; Kim Daniels; Martha Danly; Mick Doyle; Blair & Noni Edwards; FFA of Tomales; Amy Forsyth; Sandra Forsyth; Laurel Gilbert; Tony Gilbert; Joe Gillach; Leslie, Chuck & Ross Gompertz; Julie Grantz; Anne Hellman; Pauline & Carl Henderson; Trevor Hughes; Jennifer Johnson; Pam Johnson; Cindy & Dick Jordan; Muniera Kadrie; Roanne Kaplow; Heide Kawahata; Anna Kehoe; Janice Kehoe; Page Kelleher; Silvia Lange; Martha Lindberg; Pete & Mary Jo Maendle; Bonnie MacLaird; Bev McIntosh; Ewell McIsaac; Amy Morse; Claire Myers; Novato, Olema, Point Reyes & San Rafael 4-H clubs; Claire Ptak; Gene Ptak; Laura Nunes; Linda Peterson; Grace Raube; Helena Russell; Tracy Salcedo-Chourre; Bob Schafgans; Don Seitas; Winifred Tarpey; Christina Waldeck; Alice Wallace; Barbara & Michael Whitt; Katie Wood; Lisa Young; Eleanor Ziedman

Ranchers, tour leaders, and speakers have generously donated time and expertise to help us educate thousands of people about the importance of preserving Marin's farmlands: David Amme; Church of the Assumption, Father White; Doughty Dairy & Point Reyes Vineyard, Sharon & Steve Doughty; Erickson Sheep & Cattle Ranch, Roy Erickson, Janeann Erickson; Marin Sun Farms, Dave Evans; Tomales Bay Herring Fishery/Marshall Boatworks, Tim Furlong; Gale Ranch, Sally & Mike Gale; Black Mountain Cattle Ranch, Margaret Nobmann, Mike Giamonna; Thomas Ielmorini Ranch, Tom & Claudia Ielmorini; Jensen Ranch & Mitchell Ranch, Bill Jensen; North Coast Native Plant Nursery, David & Roanne Kaplow; Lafranchi Dairy & Nicasio Valley Farms, Mary & Will Lafranchi, Randy Lafranchi & Lynette Pareglio; Dewey Livingston; Tomales History Center, Ginny Magan, Lois Parks, Franklin Burns; Marshalls Honey, Spencer & Helene Marshall; Fresh Run Farms, Peter Martinelli; McEvoy Olive Ranch, Nan McEvoy, Shari de Joseph, Eliza Fisher, Michael Coon, Jill Lee, Jeff Creque; Tomales Bay Watershed Council, Michael Mery; Drakes Bay Hereford Ranch, Anne Murphy; Poncia Beef & Sheep Ranch, Al Poncia; U.C.C.E. Davis, Alvin Sokolow; Straus Family Dairy & Creamery, Albert Straus & Ellen Straus; Hog Island Oyster Co., John Finger, Terry Sawyer, Michael Wachorn; Star Route Farms, Warren Weber

Organizations and businesses have contributed to many events: Good Earth Natural Foods; Whole Foods; Marin Organic; Clover-Stornetta Farms; Halleck Creek Riding Club; Noah's Bagels; Marin Conservation Corps; Nicasio Fire Department; Marin County Farm Bureau

PHOTOS Left to right: Marshall Honey at Taste of Marin, E. Ptak; Rancher Roy Erickson in Tomales, D. Roberts; STRAW Project Volunteers at the Mitchell Ranch, E. Ptak; Hikes & Tours, E. Ptak; Ranches & Rolling Hills founder Ray Strong & artist Suzanne Siminger, E. Ptak; Hog Island Oyster Company, D. Roberts; West Marin sheep, E. Ptak

Marin Agricultural Land Trust

is a private, member-supported nonprofit organization created in 1980 by a coalition of ranchers and environmentalists to permanently preserve Marin County's farmlands for agricultural use. Malt eliminates the development potential on farmland through the acquisition of conservation easements in voluntary transactions with landowners. Malt also promotes public awareness and encourages policies which support and enhance agriculture.



E. Ptak

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Marin Agricultural Land Trust
 Post Office Box 809 Point Reyes Station California 94956
 415-663-1158 farmland@malt.org www.malt.org



Left to right: Anne Flemming, Haynes Lindley, Chris Kelly, Janeann Erickson, Ellen Straus, Tim Nunes, Sue Conley, Doug Moore, Bill Barboni II, Stan Gillmar, Karin Urquhart, Sam Dolcini (not pictured: Tim Furlong, Steve Kinsey, Loren Poncia, Warren Weber, David Werdegarr)



Clockwise left to right: Leah Smith, Tony Nelson, Bob Berner, Julie Evans, Michael Hayes, Sharon Eager, Abbie Walther, Constance Washburn (not pictured: Susan Kester, Elisabeth Ptak)

On the cover: Nicasio Afternoon by John Iwerks, one of the participating artists in Ranches & Rolling Hills, a show and sale of landscape art to benefit MALT and the preservation of Marin County farmlands. The sixth annual art show will take place on May 17 & 18, 2003, at the Druid's Hall in Nicasio.