



VERONDA-FALLETTI RANCH

**2025 WORK PLAN
FREE & AFFORDABLE PROGRAMS FOR
CHILDREN, YOUTH & FAMILIES**



**Sandy Loam Sustainable Communities | sandyloam.org
Ammamma Tati | ammammatati.com**

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ABOUT US

PROVIDER OF FREE & AFFORDABLE PROGRAMS



Provides high-quality early childhood education best exemplified by the Montessori Method, and sustainability-minded workshops, events & enrichment programs for individuals of all ages. We serve the beautiful communities located in Southern Sonoma County.



*Located at
Veronda-Falletti Ranch
Cotati, CA*

COMMUNITY EDUCATION

Sandy Loam connects and engages with community members through projects and activities that focus on environmental sustainability and Sonoma County's diverse cultural heritage. The basis for this work is the Veronda-Falletti Ranch itself! Demonstration gardens and plantings are continuously worked on throughout the year.



Sandy Loam Enrichment

CAMPS & ENRICHMENT PROGRAMS

Sandy Loam offers Montessori-inspired enrichment programs that allow preschool and elementary-aged children to be active participants in the care of Veronda-Falletti Ranch. Students have the opportunity to care for the Ranch's animals and guide the development of food and garden plans. After-school programs and camps are hosted with appropriate health and safety measures in place, and are staffed with experienced instructors with background clearances and first aid training.

WORKSHOPS & SPECIAL EVENTS

Sandy Loam's programs aim to foster real-life community relationships in an increasingly virtual world, and provide practical tools and experiences required to take the world's future into our hands. In 2025, programs will be expanded to include families, seniors, and disabled individuals.

ABOUT US

TEAM



Aishwarya Kancharla
Director
Program Curator

Aishwarya realized early on that her career would be devoted to working with families and building sustainable communities. After gaining experience in education, healthcare and environmental sustainability, she saw endless and exciting possibilities in merging these interests. This is how Sandy Loam was born! She is proud to be a part of the Cotati community, a welcoming and diverse place that she loves calling home.

Aishwarya has a B.A. in Journalism & Mass Communications from New York University and a J.D. from UC Law SF (formerly UC Hastings College of the Law), and is pursuing continuing education in environmental planning and spatial data science.



Gabe Smith
Environmental Educator
Program Coordinator

Gabe has been dedicated to environmental education since graduating high school. He has worn many hats as an educator, including coordinating with classrooms around Santa Rosa through the School Garden Network, teaching wildlife conservation at the Oakland Zoo, and as a Summer Camp Director at various camps in California.

Most recently he has served as Garden Educator / Specialist with Napa County Office of Education's COOL School program in Santa Rosa, maintaining the school gardens at Meadowview & Bellevue Elementaries and providing lessons throughout the school day. He looks forward to bringing this wealth experience to the Cotati community!



Francisca Lizotte
Enrichment Specialist

Francisca is an avid yoga and Reiki practitioner, California Naturalist, hiking guide, and herbalist who brings together outdoor education, mindful movement, and healing practices. Her community-focused practice includes partnerships with local nonprofits, yoga hikes, and specialized programs in schools, summer camps, private settings, and corporate environments.

She holds a Philosophy degree from Cal Poly, SLO, and trained in Hatha yoga, with over 5,000 hours teaching diverse yoga styles including Restorative, Chair, Gentle, Prenatal, Vinyasa, and Kids/Family yoga.

SCOPE OF WORK

A. Property Management

Sandy Loam will continuously monitor and provide oversight of Veronda-Falletti Ranch to ensure safe public access and a comfortable experience for visitors, including ensuring timely janitorial services, routine upkeep of facilities, and seasonally-responsive landscape management of Ranch premises and garden on the corner of School St. and West Sierra Ave. Sandy Loam will manage vendors and contractors brought on board to support property management efforts.


In order to educate young people, their families and community members on agricultural & environmental topics and broader themes, farm and garden demonstration areas will continue to be designed, built and maintained. In 2025, we anticipate two major projects:

1. Native flowers & foods demonstration garden installation & management:

This garden, along W. Sierra Ave in front of the ranch house, will serve as the foundation for the youth curriculum, community workshops and perhaps even marketable food, medicinal and ornamental products that are native to Sonoma County and California. While non-native plants may find a home here, the emphasis will be on native plants.

2. Pollinator hedgerow within Sandy Loam-managed areas of the Ranch: In 2025, a pollinator hedgerow of low-profile native plants coupled with higher-profile native trees will be installed, in effect preserving the line of sight into this historic property. Included in the project is an oak restoration on the corner of E. School St. and El Rancho St. The plant list was compiled by experts at the environmental consulting group Prunuske & Chatham to emphasize species that are well-suited to lawn conversions. In addition to providing habitat for pollinators, this hedgerow will introduce the community to native California landscaping.

This project is being implemented under a partnership with Point Blue Conservation Science's STRAW program, with grant funding from the California Wildlife Conservation Board ("WCB") for the Building Wildlife-Friendly Resilience and Equity in California's Working Landscapes Project. School children from four local classrooms will be guided through the restoration process by Point Blue's team. Pending CEQA clearance and completion of the Landowner Agreement between Point Blue Conservation Science and the City of Cotati, the hedgerow will be installed on February 20 and 25, 2025.



- buckeye
- coast live oak
- Valley oak
- common manzanita
- coyote brush
- wild lilac, blueblossom
- western redbud
- hazelnut
- coffeeberry
- silk tassel
- toyon
- red flowering currant
- California rose
- blue elderberry
- narrow leaf milkweed
- California fescue
- sticky monkey flower
- bee plant

SCOPE OF WORK

B. Program Management

Sandy Loam will continue to enhance public access to Veronda-Falletti Ranch through meaningful farm and nature-focused programs that are free or low-cost. A special emphasis will be placed on building relationships with organizations serving people with unique needs and disabilities, engaging with retired individuals through a volunteer program, and working towards long-term financial sustainability.

Sandy Loam will maintain oversight of farm & nature educational and enrichment programs and camps including mandated record-keeping, regulatory compliance, community relations, staff and contractor management, student/participant behavioral guidance and parent communication.

In 2025, Sandy Loam programs will implement the following programs:



Sandy Loam Enrichment

Enrichment Programs for Youth

- Farm and Chicken-Keeping Field Trip Program for Youth (ages 3-10)
- Farm Camps (6 summer sessions) (ages 4-12)
- Early Release Enrichment Program (ages 5-10)
- Farm Club (in partnership with Phoenix Farm Concepts) (ages 8-12)



Workshops & Events

- Open Ranch Days (5 days)
- Garden & Nature Workshops (5 total)
 - *Workshop: Intro to Gardening Tools*
 - *Flower Harvesting & Bouquet-Making*
 - *Farm to Table*
 - *Bulbs!*
 - *Holiday Workshops:*
 - *Cookie Decorating & Cocoa*
 - *Teatime Crafting*
- Cotati Fall Festival

ENRICHMENT PROGRAMS

Sandy Loam will offer enrichment programs with appropriate health and safety measures in place, and will be staffed with experienced instructors with background clearances and first aid training.

01 EARLY RELEASE ENRICHMENT PROGRAM

- A farm, art and nature-based program planned and implemented every Wednesday that local schools are in session, serving K-5 grades. Movement and yoga will be incorporated every week.
- Flexible sign-ups, children may attend as many or little days as desired.
- "Pay what you can" model, with a \$25 minimum fee for a 5+ hour program. Limited spots may also be available for a shorter yoga & movement session at a rate of \$10.
- Farmer Tomi Henry will be integrated into the program, and will visit the students every Wednesday for a 30-minute session. Students will support Farmer Tomi Henry in care of the animals.

02 PAINT IT BRIGHT FARM & NATURE CAMPS

- 6 one-week sessions serving TK-5 grades, split into two cohorts. Each camp session will run from Monday through Thursday, from 8:30am - 2:00pm.
- A robust farm, art and nature-based program will be planned and implemented. Movement and yoga will be incorporated every day. Farmer Tomi Henry will act as a guest instructor for one morning per camp, and will help establish an age-appropriate farm "chore chart" for campers.
- Sandy Loam will market Camp Cotati programs in addition to its own camps through a promotional partnership with enrichment.kids
- A culminating art show and party will be held for campers and their families, as well as Camp Cotati participants.



ENRICHMENT PROGRAMS

03 FARM AND CHICKEN-KEEPING FIELD TRIP PROGRAM FOR YOUTH

The Field Trip program has been expanded to include broader school-age groups, community school and non-profit groups. In 2025, we will begin publishing a social media newsletter that shares our curriculum with the broader community.



- Continued collaboration with local preschool groups which conduct walking field trips to the Ranch at no cost: preschoolers and teachers have regular monthly access to programs, resulting in relatively stable groups of children receiving increasingly complex and exciting opportunities to participate.
- Specialized farm and nature curriculum developed & targeted to youth with disabilities or learning differences.
- Expansion of program to include other school groups and non-profit organizations. A fee-based field-trip program will be developed and marketed.
- Follow-up curriculum is shared with teachers, and the general community, so that the children's experiences at the Ranch are easily integrated into the classroom and at home.

NEW PROGRAM!

04 YOUTH FARM CLUB

This unique farm club will be held in partnership with Farmer Tomi Henry to provide animal husbandry and horticultural skills to youth ages 8 to 12 years old over four consecutive Saturdays in the Spring.

- Sandy Loam will develop the garden curriculum for the program, as well as hold responsibility for the student care/classroom management aspects of the program, including behavioral guidance and parent communication.



WORKSHOPS & EVENTS

01 OPEN RANCH DAYS

Casual farm and art experiences for youth will be provided during 5 special afternoons. Families love dropping in to explore the ranch and participate in activities.

- 5 open ranch days
- Staffing to be provided by Sandy Loam.
- Included:
 - Ice cream, hot cocoa & other treats
 - Farm and nature based activities
 - Art stations



02 FALL FESTIVAL

The Fall Festival will return and will be collaboratively operated by the City of Cotati, Sandy Loam and Phoenix Farm Concepts.

- Hours of Operation:
 - One Friday: 3:30pm - 6pm
 - One Saturday: 10am - 3pm
- City of Cotati to set price of entry
- Festival features to include:
 - Pumpkin patch & pumpkin painting
 - Crafts
 - Fall harvest giveaway
 - Culinary and beverage experiences for adults
 - Hay bale pyramid
 - Corn sensory boxes
 - Pumpkin bowling
 - Chicken & animal petting
 - Photo area backdrop
 - Games: pumpkin toss
 - "How tall this fall" sign
 - Hot cider & donuts
 - Music



WORKSHOPS & EVENTS

03 WORKSHOPS

Sandy Loam worked with a Sonoma State University student group called Innovation Hub, whose members Sophie Buzzini, Magdali Gramajo, Marcus Grundman, and Siena Guerra conducted research and surveys to determine which program structures and topics most interest the community. Based on their input, our workshop schedules have been revised to make them more accessible to families, with most occurring in the late afternoon. And, workshop topics have been broadened to include areas that interest all ages and abilities.

The following workshops will be held for up to 14 participants and/or 6 families on the following topics. Participants will walk away with knowledge and goodies. The City of Cotati will establish fees.



Holiday Workshops will be held for up to 24 individuals per session, and will be structured as open air gatherings.



PROGRAM CALENDAR



**FREE &
AFFORDABLE**



**LINKING COMMUNITY TO
FARMS & NATURE**



**PROGRAMS
5 DAYS P/ WEEK**

Month	Ranch Programs	Month	Ranch Programs
January	<ul style="list-style-type: none"> • Early Release Enrichment (W) • Field Trips (~10) 	July	<ul style="list-style-type: none"> • Paint it Bright • Farm Camps TK - 5th grade • (3 sessions)
February	<ul style="list-style-type: none"> • Early Release Enrichment (W) • Field Trips (~10) • Pollinator hedgerow tentative installation period w/ STRAW 	August	<ul style="list-style-type: none"> • Workshop: Farm to Table • Open Ranch Youth Day
March	<ul style="list-style-type: none"> • Early Release Enrichment (W) • Field Trips (~10) • Open Ranch Youth Day • Workshop: Intro to Gardening Tools 	September	<ul style="list-style-type: none"> • Early Release Enrichment (W) • Field Trips (~10) • Open Ranch Youth Day
April	<ul style="list-style-type: none"> • Early Release Enrichment (W) • Field Trips (~10) • Open Ranch Youth Day • Farm Club w/ Phoenix Farm Concepts 	October	<ul style="list-style-type: none"> • Early Release Enrichment (W) • Field Trips (~10) • Fall Festival (incl. Fall workshops)
May	<ul style="list-style-type: none"> • Early Release Enrichment (W) • Field Trips (~10) • Open Ranch Youth Day • Workshop: Flower Harvesting & Bouquet-Making 	November	<ul style="list-style-type: none"> • Early Release Enrichment (W) • Field Trips (~10) • Workshop: Bulbs!
June	<ul style="list-style-type: none"> • Paint it Bright Farm Camps TK - 5th grade (3 sessions) 	December	<ul style="list-style-type: none"> • Early Release Enrichment (W) • Field Trips (~10) • Holiday Workshops: Cookies Decorating & Cocoa; Tea Time Crafting

COST PLAN

2025 Cost Plan - Item	Cost	Total
General Management Costs - Fixed Fees		
Administrator & Program Curator - Aishwarya Kancharla	\$18,000	
Environmental Educator & Program Coordinator - Gabe Smith	\$60,840	
Enrichment Specialist - Francisca Lizotte	\$7,500	
Annual Administration & Marketing Fee (includes enrichment.kids marketing costs)	\$1,945	
Subtotal		\$88,285
Property Management Costs - Estimated Reimbursable Expenses		
Administrative Costs, Materials & Supplies	\$5,200	
Seasonally-Responsive Landscape Management	\$10,800	
Janitorial Services	\$5,200	
Subtotal		\$21,200
Program Implementation Costs - Estimated Reimbursable Expenses		
Summer Camp & Assistant Teachers	\$11,760	
Estimated Reimbursable Expenses	\$5,200	
Subtotal		\$16,960
TOTAL		\$126,445

Estimated Labor Hours	Environmental Educator & Coordinator	Enrichment Specialist	Summer Camp Teachers
Farm & Chickenkeeping Field Trips	160		
Early Release Enrichment Program & Farm Camp	448	112	392
Summer Camps - 6 Sessions	400	84	
Workshops	72		
Fall Festival	40		
Open Ranch Days	40		
Property Management, Gardening & Harvesting	630		
Community Outreach & General Admin	225		
TOTAL	1855	196	392

Contact

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