

Mitigation Easement Protects Salamander

Who would ever think the threatened California tiger salamander would depend upon cattle to thrive? In a unique mitigation easement, an 85-acre stretch of upland habitat environment for the California tiger salamander on the Koopmann Ranch will be protected in perpetuity, thanks to a partnership between the Koopmann family, Westervelt Ecological Services, Pacific Gas and Electric Company (PG&E), and California Rangeland Trust.

The 85-acre easement surrounds a pond on the Koopmann Ranch that is known as a fertile breeding ground for the federally threatened California tiger salamander. Because of habitat loss and destruction, cattle ranches that remain undeveloped, like the Koopmann Ranch, have become vital for the survival of the California tiger salamander species and others. Scientists have found that grazed land is beneficial for the little amphibians, creating a symbiotic relationship between cattle and tiger salamander that allows the salamanders to successfully breed and avoid predators.

Mitigation is a term for a type of conservation easement. When mitigation easements are used, it is to conserve a specific habitat in response to impacts on that habitat in another area. These easements are often funded by the business community, conserving the habitat in perpetuity.

The Koopmann Ranch was the ideal place to conserve California tiger salamander habitat because it is also home to a breeding pond for the amphibians that is protected by another 31-acre

"This agreement is a prime example of how we can work with the business community to ensure open rangelands in California are protected."



Tim Koopmann of Sunol, Ca. manages a ranch that has been in his family since 1918. PHOTO CREDIT: Carissa Koopmann Rivers

easement, also held by California Rangeland Trust. The two easements together create a contiguous 116-acre stretch of habitat that will be forever protected as a thriving breeding ground for the threatened species.

"This agreement is a prime example of how we can work with the business community

to ensure open rangeland habitats critical to the health and well being of California are protected," said Nita Vail, CEO of California Rangeland Trust. "Ranchers like Tim Koopmann are responsible caretakers of the water, plants and animals that live on their land. By protecting our rangelands, we protect our quality of life."

The 850-acre Koopmann Ranch has been in operation since 1918. Located in the Bay Area between a golf course, Interstate 680, and a number of small ranches, it is a sanctuary for many endangered and threatened species including the Viola wildflower, California tiger salamander, California red-legged frog, and the Callippe silverspot butterfly. *Continued on page 7.*

Dear Friends,

Sheila Varian is a legendary horsewoman and an icon in the Arabian horse world. Her ranch is located near Arroyo Grande, California. Sheila has had a vision for a decade about how to protect the approximately 200 acre ranch she's put together. The Rangeland Trust is embarking on a project with Sheila to protect her property in perpetuity.

The first step will be to raise money to fund the conservation easement. The conservation easement will be put on the ranch so that it will **never be subdivided** and will no longer be subject to growing development pressures from houses and vineyards. Sheila will **remain the owner** of the ranch.

Upon Sheila's passing, Angela Alvarez, Sheila's ranch manager and dear friend, will have the option to continue the Varian Arabian blood lines. When Angela decides to retire, the ranch will be donated to the Rangeland Trust as a **planned gift**. At that time, the Rangeland Trust will sell the ranch to a conservation buyer. It is **our dream** that we find a buyer who shares Sheila's passion for great Arabian horses and will **continue her legacy** even after Angela retires, but no matter what, with the conservation easement in place

that runs with the title of the land, we will ensure that this beautiful land **remains entirely intact forever**.

The proceeds from the sale of the ranch will be used to fund conservation easements on other ranches throughout the state. Because of her **vision and generous heart**, Sheila's legacy will be expanded to working ranches across California.

On August 2, Sheila shared this vision with attendees of her annual Varian Jubilee:

"I could not bear the thought of if I was not capable, or I die immediately, this place would be broken up," she said. "There would be houses all over it and the animals would have no place to go. Now, everything on this place will be safe and you will be safe to visit here. Angela and the people that work here will be safe. So for me the California Rangeland Trust has been the perfect partner on this and has been willing to do what I wish. Now I can rest easy knowing that this place will be taken care of."

It is a **tremendous honor** to help Sheila conserve her land. If you would like to support this project please visit our website: www.RangelandTrust.org.

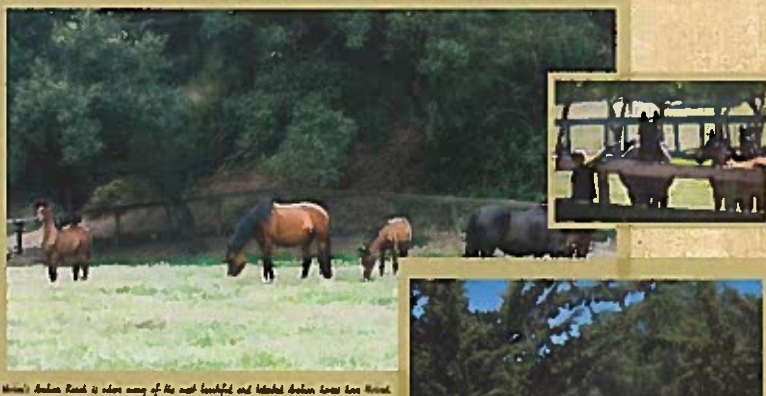
Gratefully,

Walter Dil
Rangeland Trust CEO

Steve Sinton
Board Member Emeritus

You can keep Varian's Arabian Ranch working forever.

Pressure is mounting to develop this beautiful ranch. With your help today, California Rangeland Trust can place this ranch under conservation easement and ensure it will remain working land forever.



Varian's Arabian Ranch is where many of the most beautiful and talented Arabian horses have thrived.



For more than 50 years, the ranch has been home to a rich and exciting history.



Beautiful land with a rich, valuable history.

Nestled in the hills off of highway 101 near the town of Verde, the 200 acre ranch is home to some of the best Arabian genetics in the country. Because of its location, development pressure is mounting. The ranch is located nearly halfway between Pismo Beach State Park and the Los Padres National Forest.



30 years of winning show horses being bred at Varian Arabian Ranch.

Help protect Sheila Varian's legacy as an iconic horsewoman.

"I have been fortunate enough to have my life's passion for Arabian horses become a successful business and journey. For over 50 years I have bred equally for Arabian type, performance qualities, disposition and trainability. With these goals in mind, Varian Arabians has enjoyed a rich history of success." Sheila Varian



Varian Arabians has bred the winners of horse shows spanning four full decades from 1961 to 1991.



We need your help.

Please give today to conserve this beautiful ranch and continue this legacy.

CALIFORNIA
RANGELAND
TRUST

The Gift of a Lifetime

"For most of us, there are very few things that we do that last beyond our current lives, other than our children. One notable exception is to make a lasting contribution to a cause that will make a permanent difference in the world. The Rangeland Trust's mission of saving the wonderful ranches that provide for families and wildlife and which sustain our healthy water, air and food is something that really resonates with me. If we don't save these wonderful places now, they may not be here even for our grandchildren. That's why I intend to leave a bequest to the Rangeland Trust, so that it can continue to preserve and protect these things that matter to me and my family." ~ Steve Sinton

Making a planned gift to the California Rangeland Trust is a simple and flexible way to combine philanthropy with sound financial planning. Where to begin and figuring out how to make a gift that will provide the greatest benefit to you and the Rangeland Trust is both the starting point and often times, the part that seems overwhelming.

Part of the answer to reducing the stress of estate planning is for you and your family to carefully plan and organize now. The best plans are created first by deciding what your goals are and second, determining how to accomplish them. It is up to you and your attorney, accountant or other succession planning adviser to determine the best fit for you.

What is Planned Giving?

There are several types of plans and many families have enjoyed increased income and generous tax savings by taking advantage of the one of the following tools:

Bequest: A gift to charity at death. A bequest is the simplest type of planned gift to make and one of the easiest to implement

Gift Annuities: A gift annuity is an agreement where a donor makes a gift of cash or property and the Rangeland Trust agrees to make fixed payments to the donor for life

Charitable Remainder Trust: A charitable remainder trust receives cash or property from a donor, makes payments for a life, lifetimes or term of years and then distributes the remainder to the Rangeland Trust.

Charitable Lead Trust: A charitable lead trust (CLT) receives cash or property from a donor and makes payments to the Rangeland Trust for a specified period. At the end of the period, it distributes the trust property to a specified beneficiary, usually family

Life Estate Reserved: Rangeland Trust accepts a gift of property – either a personal residence or ranch – and the donor retains the right to use the property for his or her lifetime

For more information please visit our website:
www.RangelandTrust.org/giving/planned-giving.html

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Changing Lives With A New Partnership

By Alexandra Gough, Communications Intern

On June 25, 2015, the Boys and Girls Club of Sacramento headed out to Yolo Land and Cattle Co. for a day filled with fun, laughter, and sunshine courtesy of Raley's. When we first arrived, the kids clambered out of the bus the second they were allowed, gathering around the tables, eyes wide as they took in the ranch headquarters. After a quick introduction, each kid was given a sheet of paper with pictures of objects such as black Angus cows, solar panels and water troughs to identify on a scavenger hunt. Armed with water, we all loaded into a flatbed truck covered in hay bales.

Each time we passed a new item on their list, Karen Stone would stand up and explain why each item was imperative to the smooth operation of the ranch. Questions about snakes, birds, and fences surfaced, but my personal favorite was "Do farmers actually eat hay like they do in the movies?" When we stopped at a pond, the kids left to go explore after they were reassured several times about a lack of snakes in the area. One little boy refused to leave the truck for a good ten minutes, absolutely terrified. He, like almost all of his companions had never been camping before or even hiking. After their scavenger hunt adventure, we headed back to headquarters for a wonderful lunch provided by Raley's, whose crew volunteers had also accompanied us.

Next, the group was shown how a horse was shod.

"Not only were the kids' lives impacted, but our lives were too."

Many were slightly horrified by the concept at first, but after one kid summed it up perfectly, telling her sister, "I guess the horse just got a manicure and new shoes." Scott Stone and his son worked several cattle through the chute, showing the kids things such as the smooth and slightly curved sides that calmed the cattle. When one of the cows struggled slightly in the squeeze, one girl screamed and ran to a counselor, about to cry. After she was reassured that both she and the cow were safe, she ventured back, and started asking more questions than any other kid while Scott administered medicine.

The last activity on the ranch was branding boards with the Yolo Land and Cattle Co. brand, adding a horseshoe, and decorating the boards to their fancy. One young boy was extremely proud of his work, telling me "I'm going to take this home to my mom and tell her how I did this all by myself!"

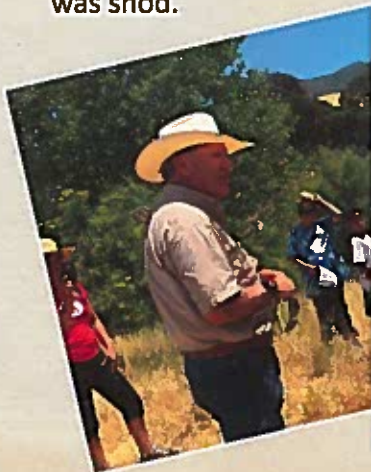
After a big thank you and goofy group photo, they all loaded up on the bus to go the nearest Raley's grocery store. There, we got the full tour to truly understand how food goes from the ranch to the grocery store shelves to our tables.

I've seen how the ranch affects many people before, but watching these kids was different than anything I've ever seen. Their eyes lit up with every new opportunity. Many told me they had never pet a horse, or even seen a cow.

Looking into their eyes on the ride home, not only was I convinced they would never forget their experience, but there was also an extra little sparkle, a sure sign of the infamous "Ranch Bug". Personally, I will now never underestimate the impact one cow can make on a life. Our

communications director Anna-Lisa Laca later said that in all of her time working at CRT, this was one of her most rewarding experiences.

Not only were these kids' lives impacted, but our lives were too. And if that not proof that ranches really are magical, I'm not sure what is.



Preserving a Piece of California's Past

Urban Children learn about California's historic ranching industry at Rancho Los Alamitos.

The last 7.5-acres of the historic Rancho Los Alamitos sits nestled in the middle of Long Beach. Previously one of Southern California's largest working ranches, Rancho Los Alamitos is now an oasis for children to learn about California's history and ranching heritage thanks to the passion and dedication of Rangeland Trust supporter Pres Hotchkis and the historic site's Executive Director, Pamela Seager.

Its famous gardens are accompanied by an early 19th century adobe ranch house, a living museum which presents the history of the rancho and country house era where hundreds of students each week learn about California's ranching heritage. But before the ranch was given to the city, it was a part of the 300,000-acre land concession given to Manuel Nieto for his service on the Gaspar de Porola expedition to California under the Spanish crown.

Thousands of years before Nieto received the land it was the site of the ancestral village of Povuu'nga, the traditional place of origin of the native Gavrielino-Tongva people of the Los Angeles Basin. The San Gabriel Mission took back some of this land grant, and the rest was divided in 1833 among Nieto's heirs. 25,500 acres of that became the Rancho Los Alamitos.

After several other owners, the ranch came into the hands of its last private owners, the Bixby family, after it was purchased by John Bixby in 1881. Fred Bixby, John's son, and his family managed the ranch for years, acquiring more ranchland and expanding their ranching operations. In 1968, following the death of Fred and Florence Bixby, 7.5 acres of the original Rancho Los Alamitos were donated by their children to the city of Long Beach based on their promise to forever protect the land. Preston Bixby Hotchkis, one of Fred and Florence's children, was instrumental in arranging the gift to the city.

Because the property was determined to be of extreme historical value, a public-private partnership was created in the form of a nonprofit foundation that would run the site, led by Fred



Pres Hotchkis and a favorite shire horse named "Preston" by ranch staff. Fred Bixby raised award winning shire, work horses, initially to do ranch labor and later as a hobby.

Bixby's grandson Pres Hotchkis.

A renovation master plan was put in place, with 167 recommendations. The foundation has carried out most of those recommendations. Recently they started to implement number 166, a partnership with the Long Beach School District, asking the foundation to help start a cultural geography project. After months of collaboration, the result was Footprints on the Land, a challenging teaching tool for students to use that loosely connected to the class tours given at the ranch. Around 7,000 children pass through the ranch each year, often writing letters to the staff about their experience.

"They seem very fascinated with the livestock," Pamela Seager, the foundation's director says. The ranch has horses, sheep, goats, chickens, rabbits, ducks, and dogs for the children to see on their visits, in the same environment as they would have been 100 years earlier.

The foundation, led by Pres Hotchkis, makes a point to stay in touch with the descendants of all the families that have owned the ranch, and even a few of the ranch hands families that immigrated from Europe. The Native American community still considers the land a sacred place, and children's cultural workshops are held twice a week.

Though it is just 7.5-acres, Ranch Los Alamitos is a hive of activity, with multiple attractions, including the famous gardens and several in-depth exhibits. "I think that the ranch appeals to people on many different levels," Seager says. "We like the experience here not to be heavily structured. Our goal is to let people what they are looking for at any given moment."

Written by Alexandra Gough and Anna-Lisa Laca.

CONSERVATION CORNER

Dry Creek Ranch

Conservation Protects Grasslands and Vernal Pools

A ranch at the base of the Sierra Foothills known as Dry Creek Ranch will remain forever protected thanks to a partnership between its owners, Roy and Dana Richards, U.S. Bureau of Reclamation, U.S. Fish and Wildlife Service, California Wildlife Conservation Board, Natural Resources Conservation Service and California Rangeland Trust. Through a conservation agreement, the Richards family will continue to operate their working cattle ranch and the grasslands, vernal pools, blue oak woodland, riparian habitats and all their wildlife will remain undisturbed by development. California Rangeland Trust holds the conservation easement encumbering the land.

The 4,417 acre stretch of land on Dry Creek Ranch, owned and operated by the Richards family, is located north of the Merced River in an area recognized for its fertile annual grasses. The family placed the land under a conservation easement with California Rangeland Trust to protect its open spaces and grasslands such as bromes, wild barley, Italian ryegrass and wild oats. Dry Creek Ranch also provides important habitat for one federally endangered species, the Hartweg's golden sunburst and three federally threatened species including the succulent owl's-clover, vernal pool fairy shrimp, and California tiger salamander.

"This beautiful working ranch is a thriving home to plants and animals very important to California's ecology," said Nita Vail, CEO of California Rangeland Trust. "It's a prime example of how rangeland is a critical part of healthy landscapes in California that not only contribute wildlife populations and habitat, but to our quality of life and the greater good of our communities."

The Ranch is designated as "critical" to meeting the California Rangeland Conservation Coalition Planning Goals and is included within the U.S. Fish & Wildlife Service's Recovery Plan for Vernal Pool Ecosystems of California and Southern Oregon (2005). More than 18,000 acres of open rangeland in the Dry Creek Ranch area has been or is in the process of being protected using conservation easements as part of a broader conservation effort in the region.



Thank You to Director Morehart

Earlier this year Director Marty Morehart stepped down from the board at the Rangeland Trust to focus on the drought stress his business is feeling and the time commitments of his family. Director Morehart was a valuable asset to our board and brought a broad base of experience and wisdom to board discussions and decisions. Director Morehart was the vice chairman of the Finance Committee as well as the Board treasurer.

When appointed to the Board of Directors Morehart said, "There is no better example of sustainability than the ranching families of California. Our lives are deeply connected to the land and what it produces. By being good stewards of the land, the farming and the livestock, we are ensuring the future for generations to come. That is why I love the California Rangeland Trust."

Thank you for your time and commitment, Marty!



(Continued from page 1) A fourth generation rancher, Tim Koopmann employs managed grazing and progressive water conservation practices to protect the land, plants and animals while maintaining the family cattle operation.

Tiger salamanders live most of their lives underground, traveling through burrows in upland habitat for up to one mile to breed in ponds. Grazing by cattle helps lower the vegetation levels to a level optimal for California tiger salamander. Livestock also affect pond turbidity, which helps the amphibians avoid predation and raises nutrient levels so the algae they feed on can grow.

"As a kid, I remember going to the pond and being fascinated by the salamanders that were there,"

said Tim Koopmann, who has lived on the ranch his entire life and is a leader in ranch conservation.

"Our ranch is healthy open space where all animals, big and small, can do what they were intended to do. Thanks to this agreement, we can give the California tiger salamander a chance to come back as a thriving species."



Welcome New Faces on Our Board of Directors

Meet Valerie Gordon

Valerie Gordon owns and operates a family ranch in Alpine County, California. She grew up on a ranch in southeastern Arizona, where her family blended cattle and conservation together as one.

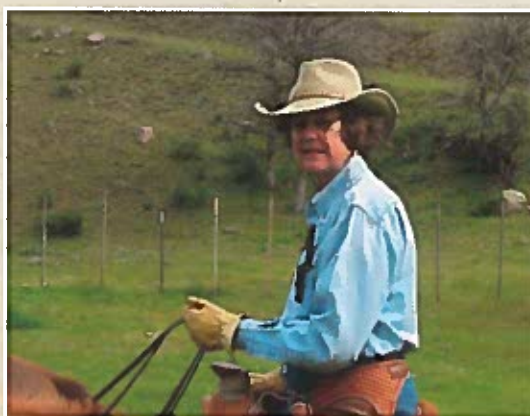
After graduating from Harvard with a focus on Biological



Anthropology, Valerie began her work in conservation, first on the East Coast and then in California. As director of a grasslands conservation project in Merced County, Valerie worked closely with central valley ranchers to protect more than 30,000 acres of wetlands and grasslands and to help facilitate the site location development of the UC Merced Campus. Valerie also has an extensive fund development background. In addition to serving on the Rangeland Trust Board of Directors, she serves as a board member of an organization dedicated to the land protection, habitat restoration and sustainable resource management of the borderlands region between the Arizona and Sonora, Mexico.

Meet Sylvia Cattani

Sylvia Thomson Cattani manages her family's cattle ranch near Caliente, CA in Kern County. Working closely with the Natural Resources Conservation Service on Environmental Quality Improvement Projects for 20 years, rangeland health and cattle quality on the ranch have seen dramatic improvements. She is proud to participate in the Conservation Stewardship Program. Sylvia graduated from UC Santa Barbara with degrees in history and French and a California teaching credential. Community activities include Past President of the Junior League of Bakersfield and Past President of the Bakersfield Museum of Art. She is a former member of the Board of Trustees of the Kern Community College District and the Garces High School Board of Directors. Sylvia and her husband, Arnold, are parents of three adult daughters and one son-in-law who all work in the family ranching, farming, real estate and oil businesses.



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Read our donor spotlight about Pres Hotchkis of the Elizabeth Bixby Janeway Foundation and the historic Los Alamitos Ranch on Page 5.



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 from January 1, 2015 - August 31, 2015. If you
 have any questions about giving, please contact
 our office at (916) 444-2096.*

Support the Rangeland Trust at Whole Foods Market

California's ranchlands are getting a significant financial boost to their conservation, thanks to a generous partnership between California Rangeland Trust and Whole Foods Market. Whole Foods Market stores in the Sacramento area recently named the Rangeland Trust as their Nickels for Non-Profits recipient for the current quarter. When Whole Foods Market customers bring in their own bags for groceries from July 6 – Sept. 27, they have the option of receiving a five cent credit (per bag) or the option to donate the five cents to the California Rangeland Trust to conserve California's ranches that provide healthy food, clean water and air, abundant wildlife and western culture.

"With your help we will be one step

closer to conserving several hundred thousand acres of ranchland that await protection through the Rangeland Trust simply by returning your grocery bag," said Rangeland Trust CEO Nita Vail.

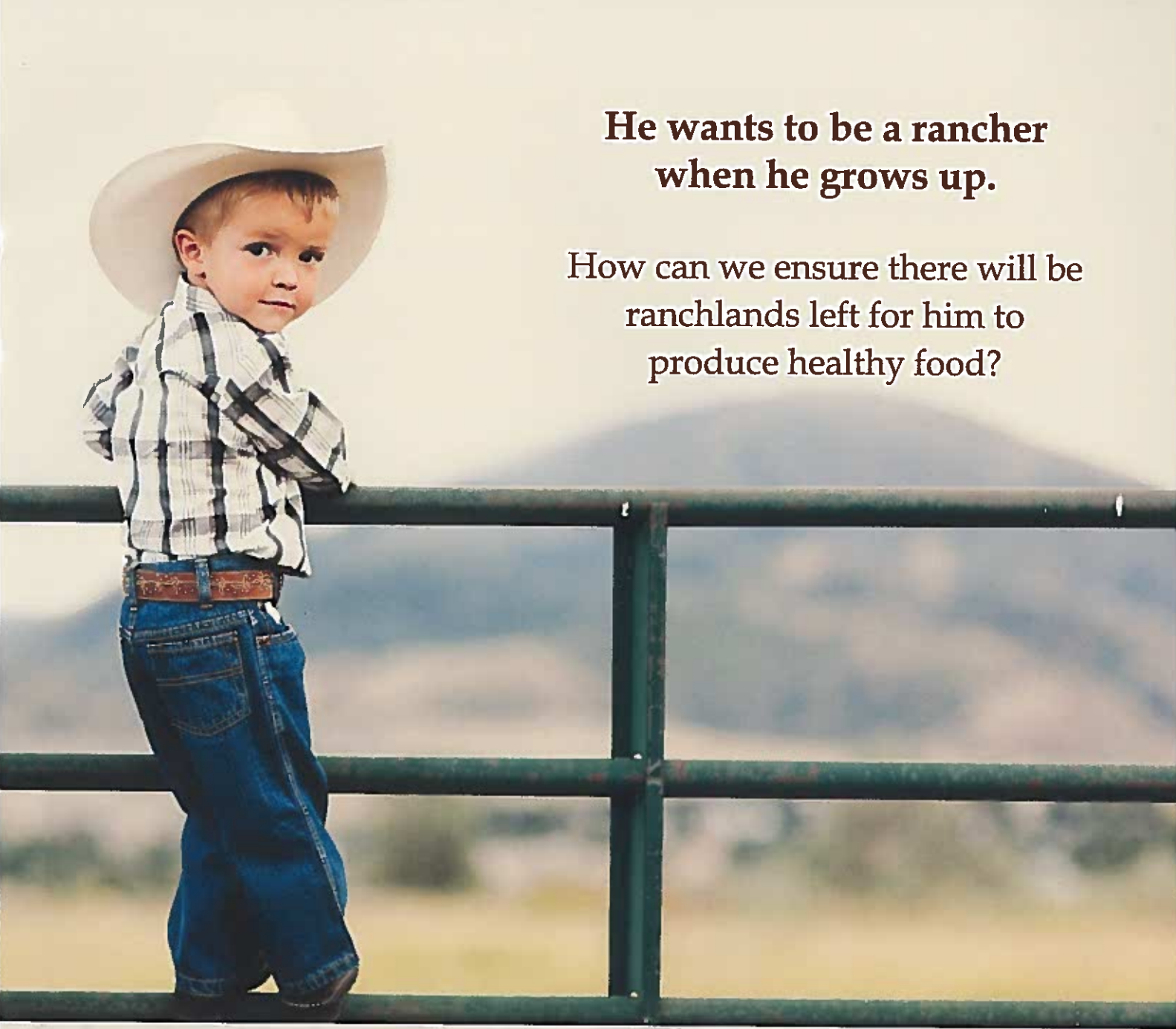
As part of this program, we are hosting BBQ days at each of the participating stores with our partner Panorama Organic Grass-Fed Meats. Participating Whole Foods Market stores are located Roseville, Arden, Folsom and Davis.



Have You Seen Our New Video?



Our new video called Cowboy Conservation shares how important rangeland and working ranches are to California. Check it out on our YouTube Channel www.YouTube.com/RangelandTrust.



**He wants to be a rancher
when he grows up.**

How can we ensure there will be
ranchlands left for him to
produce healthy food?

With grazing lands being lost to development in California every day, California Rangeland Trust is committed to protecting ranchlands for future generations. That means we're taking care of the places where our food grazes and grows while protecting some of California's most important natural resources, including clean water, fresh air, and wildlife.

We've protected more than 287,000 acres of private lands for future ranchers. However, more funding is needed to conserve more than 350,000 acres awaiting protection.

Join us to protect California's working rangelands for future ranchers, big and small.

CALIFORNIA
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www.RangelandTrust.org

Seeking Land Trust Alliance Accreditation Renewal

The Land Trust Accreditation Commission, an independent program of the Land Trust Alliance, recognizes land conservation organizations like the California Rangeland Trust that meet national quality standards for protecting important natural places and working lands forever. Accreditation involves an extensive review of each applicant's policies and programs to ensure the highest standards of land conservation are employed. Originally accredited in 2010, the California Rangeland Trust is pleased to announce it is applying to renew its accreditation in 2015, and a public comment period is now open.

The Commission invites public input and accepts signed, written comments on pending applications. Comments must relate to how the California Rangeland Trust complies with national quality standards. These standards address the ethical and technical operation of a land trust.

To submit a comment regarding the California Rangeland Trust, visit www.landtrustaccreditation.org or email info@landtrustaccreditation.org. Comments may also be faxed or mailed to the Land Trust Accreditation Commission, Attn: Public Comments: (Fax) 518-587-3183; (mail) 36 Phila Street, Suite 2, Saratoga Springs, NY 12866. Comments on California Rangeland Trust's application will be most useful by Sept. 30.

