

2018 ANNUAL REPORT & FINANCIAL SUMMARY

STATEMENT OF FINANCIAL POSITION

December 31, 2018

ASSETS

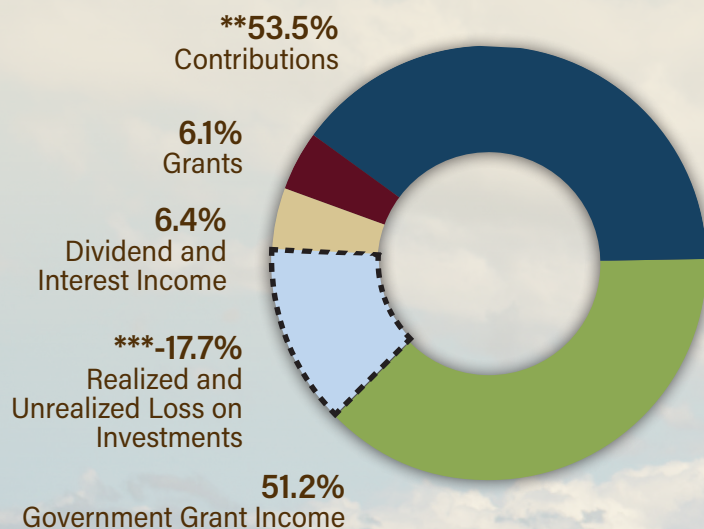
| | |
|--------------------------------------|----------------------|
| Cash and Cash Equivalents | \$ 210,348 |
| Restricted Cash and Cash Equivalents | 3,629,793 |
| *Investments | 22,980,039 |
| Pledges Receivable | 203,661 |
| Accounts Receivable | 110,999 |
| Projects in Development | 1,084,657 |
| Donated Property Held for Sale | 1,000,000 |
| Conservation Easements | 3,245 |
| Mitigation Deposit | 129,638 |
| Property and Equipment | 746,263 |
| TOTAL ASSETS | \$ 30,098,634 |

LIABILITIES & NET ASSETS

| | |
|--------------------------------------|----------------------|
| Accounts Payable & Other Liabilities | \$ 207,343 |
| Mitigation Liability | 125,000 |
| Deferred Revenue | 15,500 |
| Note Payable | 135,000 |
| TOTAL LIABILITIES | 482,843 |
| Net Assets | |
| Without Donor Restrictions | 8,315,311 |
| With Donor Restrictions | 21,300,489 |
| TOTAL NET ASSETS | 29,615,800 |
| Net Assets at End of Year | \$ 30,098,634 |

*Comprises net assets that includes restricted endowments for our perpetual stewardship responsibilities on the more than 323,000 acres that have been forever conserved through the Rangeland Trust.

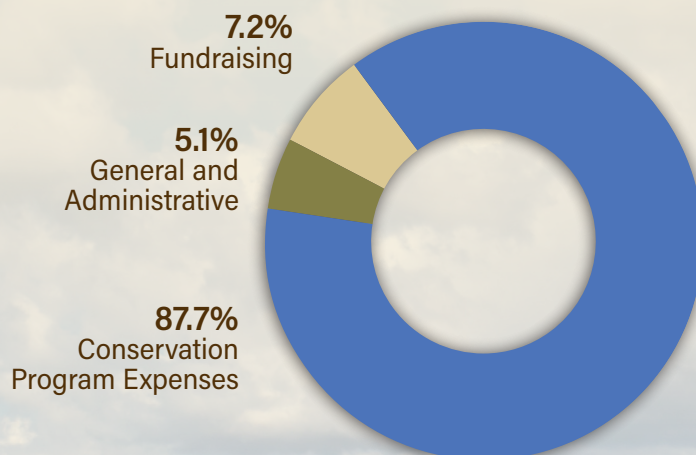
2018 REVENUE & OTHER SUPPORT



**Includes gifts for annual support and endowments.

*** Unrealized market loss due to downturn in financial markets in Q4. Market rebound has resulted in positive returns in 2019 to date.

2018 EXPENSES



2018 ANNUAL REPORT THANK YOU DONORS

JANUARY 1, 2018 THROUGH DECEMBER 31, 2018

| | | | | | |
|-------------------------------|---|-----------------------------------|--|---------------------------------------|---|
| MARGARET ABATE | LANCE AND JUDI BROWN | BRIAN AND JULIE DEL TESTA | GEORGE AND RUTH BRADFORD FOUNDATION | HOLLENCREST CAPITAL MANAGEMENT | CHRIS AND NANCY LEMOS |
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 SEAN DUNAGAN

2018 IMPACT SUMMARY

ACCOMPLISHING OUR MISSION TOGETHER

Thank you for helping us protect California's precious, open landscapes and the life sustained by rangeland. In 2018, you helped us conserve 7,420 acres, for a year-end total of 323,455 acres. We wouldn't have been able to do this without you! Together, we ensure that these landscapes will remain vibrant, working lands stewarded by ranching families, for generations.

7,420

ACRES

OF RANGELAND
PERMANENTLY PROTECTED



524

ACRES

CONSERVED FOR CLEAN
ENERGY PROJECTS



3,085

ACRES

OF FOREST HABITAT
PROTECTED



12

PLANT AND
WILDLIFE SPECIES

OF SPECIAL STATUS HABITAT
PROTECTED



7

MILES

OF FRESHWATER STREAMS
CONSERVED



750

PEOPLE

ENGAGED ON THE LAND

