

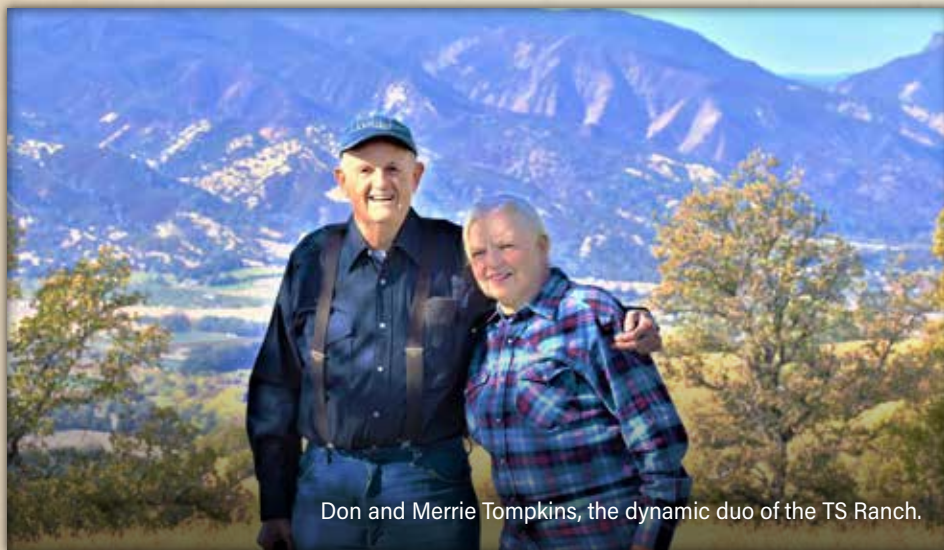
## HISTORY IN THE MAKING

"It had to be the Rangeland Trust," Don Tompkins exclaimed as he talked about he and his wife's decision to partner with the Rangeland Trust. Don has close ties to members and friends of the organization. He even attended college with several ranchers who partnered with the Rangeland Trust to conserve their ranches early on. "John Lacey and I were classmates at Cal Poly. I have a picture where we're standing side by side in the Boots and Spurs club. There were a bunch of us that were classmates at Cal Poly together and that meant a lot to me."

Don and Merrie Tompkins are the charmingly dynamic duo of the TS Ranch, a commercial cow-calf operation nestled in the foothills of Guinda in Yolo County, California. The sprawling 3,496-acre ranch was taken over by Don in 1976 but was first purchased by Don's father and mother, Henry Willis and Mabel Tompkins, in 1948. There were many reasons why they wanted to ensure the conservation of their ranch forever. "Not only because of the



Don pulls a binder from one of his two gun safes full of genealogy books. As a self-proclaimed history buff, he has traced his family roots back to the 1300s.



Don and Merrie Tompkins, the dynamic duo of the TS Ranch.

history but also to keep it as an open range and in ranching forever. This is all ranchland for cattle, and it has been that way since the early 1800s," Merrie stated.

Both Don and Merrie are self-proclaimed history buffs that care deeply about their roots. Most people don't buy two separate gun safes just to fill them with genealogy binders documenting years of family history dating back to the 1300s, but that's precisely what the Tompkins did. The fear of repeating history, however, was reason enough to protect their land.

*(continued on page 4)*

TS Ranch, Guinda, California

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# LEADERSHIP LETTER

Dear Friends,

What an exciting year it has been for the Rangeland Trust! With the support of our ranching partners, donors, and friends, we've hit a lot of milestones. Here are just a few highlights:

- **More than 10,000 acres of beautiful working rangelands** were conserved across the state in 2019. Funding for these projects came from contributions from the community, federal and state agencies, and mitigation partnerships with outside businesses seeking to offset development effects.
- **The 300-acre Rock Front Ranch was conserved**, making it the first Rangeland Trust project funded entirely by contributions from the community. In 2018, more than 150 new and existing donors rallied together to fund the project, and in 2019, the project reached the finish line with the closing of the conservation agreement.
- **We completed a study in partnership with UC Berkeley to evaluate the ecological benefits** provided by conserved rangelands. We plan to roll out the study in early 2020. Here's a hint of what's to come: Every \$1 invested in rangeland conservation, returns \$3 in economic value annually!
- **We initiated efforts to explore opportunities to partner with both public and private utility companies** throughout California to offer rangeland mitigation solutions, while working to ensure critical habitat for California's threatened and endangered species can remain open and available for generations to come.
- **A Western Affair 2019 was held in June at Wente Vineyards in Livermore, California.** This spectacular weekend served as the perfect reminder for why the Rangeland Trust does what it does: To serve the land that provides for all of us, honor the legacies of our ranching partners who steward our valuable natural resources, and join with friends and neighbors from different backgrounds to enjoy some of life's simplest pleasures. Because of our sponsors and attendees' incredible generosity, this unforgettable evening raised more than \$250,000 toward protecting California's beautiful and important open landscapes. (Save the date for A Western Affair 2020 on April 18 at Rancho Mission Viejo in San Juan Capistrano!)





- **"Reunir" is the Spanish word for gather and in February, we did just that by joining with friends both new and old** to celebrate our vaquero heritage, the ranching way of life, the community's deep connection to open space, and the Rangeland Trust's role in keeping our working landscapes just as they are forever. This event demonstrated the power of the land in bringing people together. (Save the date to gather with us again on February 20, 2020 at the Santa Barbara Club!)
- **More than 200 youth and adults from urban areas visited working ranches in Northern California** to learn about agriculture, conservation, nutrition and healthy lifestyles through the *Where Your Food Grows and Grazes* program. Thank you to our dedicated Legacy Council volunteers; ranching partners at Keegan Ranch, PT Ranch, and Five Star Land and Livestock; and our sponsors at Raley's Giving and AT&T Aspire for making these impactful tours possible. (pg. #10)
- **The Board of Directors adopted a new five-year strategic plan to guide the future success of our work.** The plan focuses on three priority areas: Conserve the land, change the thinking, and sustain the organization. We see the Rangeland Trust being a leading provider of conservation and stewardship services, as well as a trusted national, state, and community thought leader in the conservation of working lands.

The land connects us. Whether you are from a ranching background or live in an urban area, rangelands play vital roles in each of our lives. This past year has shown us how a mutual commitment to land conservation can lead to new friendships, passionate advocates, and an engaged community of conservation-minded supporters. We are building a movement, and our collective accomplishments in 2019 remind us just how much we can achieve when we work together.

Thank you for your dedication to preserving our precious natural resources and for helping to conserve over 330,000 acres of beautiful rangelands that nourish our families, our wildlife, and our state. As we carry this momentum into 2020, we are more optimistic than ever for the future of the organization.

Sincerely,



*Nita Vail*

Nita Vail  
Chief Executive  
Officer



*K. Mark Nelson*

K. Mark Nelson  
Chairman

## LEGACY COUNCIL

Between meetings, ranch tours, and and raising awareness of the California Rangeland Trust, the Legacy Council is hard at work.

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Angelo Genasci

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# HISTORY IN THE MAKING (CONT.)

Don's great-grandfather built a 5,306-acre ranch in Peachtree Valley in the early 1900s. Unfortunately, when the land was dispersed to the grandchildren, only a fifth of the land remained in the family. The rest of the ranch was sold, and the grandchildren moved away. Don somberly explained how he didn't want his ranch to face the same fate. "Some members of the family lost every bit of their property because their kids weren't interested in taking it over. Because of all that and growing up knowing all that, and because I love the history of the family, that's why. When the Rangeland Trust came into activity, I was one of those applicants... That's our story. It all goes back to that ranch."

The TS Ranch's wide-ranging history runs much deeper than the Tompkins, though. What is now land for a cattle operation had ties to the famous Confederate Civil War General, Stonewall Jackson. A portion of the land was also a haven for an African-American community who farmed the land as a source of income in the 1800s. Merrie said she keeps in touch with descendants of these families and mentioned how they used to farm livestock and tree crops on the very hills where the cattle now roam today.

Deep rooted in history, it's obvious that the land on the TS Ranch holds great value to numerous families. Conserving the ranch will not only preserve the memories already made by past and current generations, it will also allow for future generations to create memories of their own.

Don and Merrie have high hopes for the future of the land and find comfort in knowing it will be taken care of when they are gone. Their son, Mark, with the help of their daughter, Marylyn, will uphold family traditions and management practices once they take over the operation. "He plans to lease it out with the same kind of practice that we're doing now," Don said. Those practices are the same ones Don learned from his father. Their son, while not in the cattle business himself, still helps by building fence, "up to my standards," according to Don, and completes chores when Don and Merrie can't do them. He knows how the land should be managed and will keep it well cared for.

As for right now, the couple is looking forward to refurbishing a wooden barn and extending another



Merrie points to a photo of Don's parents as she recalls the promise she made to them. She vowed to care for and protect the ranch, and by partnering with the Rangeland Trust, she did.

hay barn. Both projects will help them keep up with their daily tasks. Don and Merrie are ages 85 and 82, respectively. Their ages might seem like an inhibitor to living a ranching lifestyle, but they don't show any signs of slowing down. After 59 years of marriage, they have a system down. "He drives the truck for all the hauling of the water, and I get the gates," said Merrie. They have worked hard to manage the land Don's father left to them, and it shows in their dedication to conserving the ranch. A large portion of the easement value is being donated by the Tompkins, rather than receiving total easement funding, to ensure the ranch's continuity after their passing. Additional funding comes from the Natural Resources Conservation Service, along with funds raised by the Rangeland Trust.

In an emotional confession, Merrie told of her promise to Don's father regarding the ranch. "I made a promise to his dad on his deathbed, because his dad, his mother, and I were close. I made a promise to him, before he passed with cancer, that I would work my best to keep this a ranch and carry on his wishes that he was already doing. I told him I would do it. He knew I would keep the promise."

With the Rangeland Trust's partnership, Merrie and Don are fulfilling that promise.

*By Markie Hageman, Communications Coordinator*

# TWO TAX-SMART WAYS TO MAKE AN IMPACT AT YEAR-END

As 2019 comes to a close, there are some smart ways to manage your financial and tax obligations while also supporting the mission of the California Rangeland Trust. Here are two ideas to use your assets to benefit both you and the Rangeland Trust:

## 1.) MAKE A TAX-FREE GIFT FROM YOUR IRA

You've worked hard, saved diligently and are ready to enjoy your retirement years. Maybe you're also looking for a way to give back to the organizations and causes that have been important to you. Consider making a gift from your IRA.

If you're 70½ or older, you can use the IRA charitable rollover to make a tax-free gift to our organization. This law allows you to transfer any amount up to \$100,000 directly to a qualified charitable organization without paying income tax on the distribution.

When you use the IRA charitable rollover to make a gift to the Rangeland Trust:

- Your gift will be put to use today, allowing you to see the difference you're making.
- You pay no income taxes on the gift. The transfer doesn't generate taxable income or a tax deduction, so you benefit even if you do not itemize your tax deductions.
- If you have not yet taken your required minimum distribution for the year, your IRA charitable rollover gift can satisfy all or part of that requirement.

## 2.) SAVE MORE WITH A GIFT OF STOCK

It's been a wild year for the stock market. Making a gift of appreciated stock to the Rangeland Trust is an investment with real benefits. Aside from the potential tax advantages of making a generous gift, you also gain the satisfaction of knowing that you are leaving a lasting impact on a cause close to your heart.

By design, investment portfolios fluctuate throughout the years. If you opt to sell investments that are worth more than what you originally paid for them, you must pay capital gains tax. Consider donating stock to the Rangeland Trust instead. The chart below, shows how the way you make your donation can affect your total tax savings when you itemize.

	GIVE \$10,000 CASH TO THE RANGELAND TRUST	SELL \$10,000 IN APPRECIATED STOCK AND GIVE CASH TO THE RANGELAND TRUST	GIVE \$10,000 IN APPRECIATED STOCK DIRECTLY TO THE RANGELAND TRUST
Fair market value of gift	\$10,000	\$10,000	\$10,000
Cost basis	N/A	\$2,000	\$2,000
Long-term capital gain	N/A	\$8,000	\$8,000
Long-term capital gains tax (\$8,000 x 15%)	N/A	(\$1,200) due to IRS	\$1,200 eliminated
Income tax savings (\$10,000 x 24%)	\$2,400	\$2,400	\$2,400
<b>Total tax savings</b>	<b>\$2,400</b>	<b>\$1,200</b>	<b>\$3,600</b>
<b>Net cost of gift</b>	<b>\$7,600</b>	<b>\$8,800</b>	<b>\$6,400</b>

*The information in this publication is not intended as legal or tax advice. For such advice, please consult an attorney or tax advisor. Figures cited in examples are for illustrative purposes only. References to tax rates include federal taxes only and are subject to change. State law may further impact your individual results.*



# ANNUAL FUND

*"The thing I've come to realize is that this land does not just belong to us. We are the caretakers of this precious gift. It is our responsibility to nurture, protect, improve, and pass it on to the next generation. It is also an opportunity to develop a deep appreciation and love for the land itself and the ranching way of life."*

As fifth-generation ranchers along the Pacific Flyway, Robert and his family understand the pivotal role they play in sustainable land management. For nearly 130 years, they have marveled at the migrating birds that dance over the spacious California skies. They have also seen the unimaginable losses our wildlife face because of community development and land fragmentation. For this reason, it has become their mission to care for their landscapes in ways that help these migratory patterns continue.

When you give to the California Rangeland Trust, part of your support is helping to maintain important habitats for the wildlife that seek refuge throughout our state.

Your support enables ranchers like Robert—whether along the Pacific Flyway, the coast, the mountains, or somewhere in between— to maintain healthy open spaces that serve as a stopover for visiting wildlife each year. How? Through well-managed grazing, these ranching families...

- Manage important fish and wildlife habitat
- Provide clean water for humans and wildlife alike
- Conserve landscapes enjoyed by hundreds of species

*You can be the voice for those that don't have one.*

Donors to the Rangeland Trust have contributed towards the conservation of over 330,000 acres to date. You have the power through your gift to advocate for the open rangelands that our wildlife rely on.

We need your support to help our ranchers maintain balance with nature. Will you make a gift toward conserving the working landscapes that hundreds of species call home?

The Rangeland Trust is incredibly grateful for every contribution and every effort to continue supporting rangeland conservation. Whether it is for the wildlife, for the people, or whatever connects you to the land, we need your partnership to conserve these lands for our families and our wildlife. Thank you for helping achieve great success in rangeland conservation. Let's keep moving forward together.



# A WESTERN AFFAIR

APRIL 18, 2020



California has very deep roots in ranching – and few know that some of the deepest ranching roots were once in Orange County, known better today for its posh beaches and Disneyland adventures. With rapid growth happening in our state, we believe it is important to remember where many of us began.

**On Saturday, April 18, 2020**, California Rangeland Trust will gather on the land at Rancho Mission Viejo in San Juan Capistrano to celebrate our ranching roots and the pivotal role ranching continues to play in the growth of healthy communities. Also, be sure to join us on Friday, April 17 for a VIP Cowboy Sundowner at Cow Camp, an exclusive and secluded location known as the “spirit of the ranch”.

This annual event is extremely popular and is expected to sell out. You can take advantage of early bird pricing now by reserving a table during our **HOLIDAY SALE** now through January 31, 2020. We look forward to celebrating our ranching roots with you on the last working cattle ranch in Orange County!

**USE THE ENCLOSED  
ENVELOPE TO RESERVE  
YOUR TABLE TODAY!**

## WANT TO ATTEND, BUT DON'T WANT TO PURCHASE A TABLE?

We have reserved a group of individual tickets, which will go on sale on February 1, 2020.

Sponsorship opportunities and sponsorship packages are also available! For additional information and a list of our recommended hotels in the area visit: [www.rangelandtrust.org](http://www.rangelandtrust.org)

### CHRISTIANITOS CANYON PACKAGE

~~\$10,000~~ **\$8,000\***

**10** Tickets to the VIP Cowboy Sundowner on Friday evening

One Premier table for **10** guests at dinner on Saturday evening

VIP Parking or VIP Shuttle Access (for Saturday only)

Premium wine at your select table

Table Host Name(s) listed in Program

### TRABUCO CANYON PACKAGE

~~\$6,000~~ **\$5,000\***

**6** Tickets to the VIP Cowboy Sundowner on Friday evening

One Preferred table for **10** guests at dinner on Saturday evening

VIP Shuttle Access (for Saturday only)

Premium wine at your select table

Table Host Name(s) listed in Program

### ALISO CANYON PACKAGE

~~\$3,000~~ **\$2,500\***

One table for **10** guests at dinner on Saturday evening

Table Host Name(s) listed in Program

*\*Price available if purchased by January 31, 2020.*



# WELCOME NEW BOARD



## **ANGELO GENASCI** Board Member

Ranch roots, urban wings. Angelo was raised on his family's fourth generation cattle ranch in the beautiful Sierra Valley, CA. Being surrounded by a tight knit family and rural agricultural community, Angelo experienced firsthand the importance of loving and caring for one's neighbor and an honest hard day's work, values that he still cherishes today. After attending UC Berkeley, Angelo's urban wings took him to Washington, DC where he served the residents of California for nearly six years as a top aide in the Office of U.S. Senator Dianne Feinstein, before returning back to the west coast as the Director of Development for the Sierra Business Council where he was actively involved in providing support to sustainable small businesses and securing funding to implement economic development projects in rural Sierra Nevada communities.

As a cultural bridge builder, Angelo is passionate and committed to uniting the next generation of rural and urban communities up and down the state of California through creative and collaborative entrepreneurial endeavors. As a connector, Angelo currently works at FedEx as a Sales Account Executive - Market Development, helping small business owners deliver their goods across the United States and global market of over 220 countries.



## **MARKIE HAGEMAN** Communications Coordinator

Markie Hageman is a native of Tulare, California with roots deep in agriculture. She grew up living on a dairy, orange grove, and horse ranch. A graduate of Fort Hays State University with a Bachelor of Science in Agriculture Business, Markie comes to the Rangeland Trust team with prior experience as a Crop Insurance Adjuster and Agriculture Communications Representative. She spent time living in Auburn, Alabama on her family's small commercial cow-calf operation where she fell in love with the beef industry. Since her time in the south, Markie has been active in the agricultural industry through her work with the National Cattlemen's Beef Association, her state Farm Bureau Young Farmers and Ranchers and state Cattlewomen's groups. Markie has written articles for AGDAILY and My Job Depends on Ag Magazine, with features in BEEF Magazine and Farm Credit West. Outside of agriculture, Markie loves being crafty, learning to cook, hiking, and spending time with family and her dogs.



# AND STAFF MEMBERS



## **LEXUS SISTRUNK** Annual Giving Manager

Lexus joined the team in June as the new Annual Giving Manager. She moved to California in 2017 and instantly felt a deep connection between this beautiful landscape and her home state of Idaho. Hailing from a rural community, Lexus spent a large part of her childhood on her grandparent's small farm which piqued her interest in sustainable agriculture.

She initially developed her love of service through volunteering with a children's arts and education nonprofit in Ecuador. It had a profound impact on her desire to learn more about the important work that nonprofits are doing in our own nation's communities. Upon her return, she joined forces with a children's education nonprofit in the Bay Area. Through this work, she developed a deeper interest in fundraising. Lexus is elated for the opportunity to share her love of the great outdoors and our beautiful rangelands with a diverse audience of supporters.

She believes that the work being done at California Rangeland Trust benefits all residents of California and is committed to helping to bridge the gap between environmental and ranching interests to promote the well-being of all Californians.



## **KELLY SWAYZE** Development Associate

Kelly Swayze joins the California Rangeland Trust as the new Development Associate. Her primary role is to provide support for all fundraising efforts and donor recognition and communication. She is originally from San Diego and would spend her holiday breaks at her grandfather's ranch in Oklahoma. This is where she found her love of all things livestock. She was an active FFA member serving multiple officer positions, raising livestock, and competing on judging teams. Kelly also volunteered with the San Diego Humane Society, assisting with the organization of fundraising events and youth camps. Kelly holds a Bachelor of Arts degree in Liberal Studies with a minor in Visual Arts from California State University, San Marcos. Before joining the California Rangeland Trust, Kelly worked for Casa de Amparo as a Development Associate soliciting in-kind donations. She is excited to start a new chapter here in Sacramento.





# FALL RANCH TOURS

## PT RANCH TOUR



## FIVE STAR LAND AND LIVESTOCK RANCH TOUR





# THANK YOU DONORS

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Social media efforts bring forth the important message of how preserving rangeland concerns not only all Californians, but the world as well. With your support, the Rangeland Trust can reach vast audiences through social media platforms. By "liking," sharing, and commenting on our posts, you are helping us spread the message. We are thankful to everyone who has supported our social media cause. Follow us and join the conservation on all our social platforms!

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