

CALIFORNIA
RANGELAND
Trust



ANNUAL REPORT
2011-2012

A NOTE FROM NITA & SCOTT



Dear Friends,

Nearly 15 years ago a group of like-minded and progressive cattlemen sat down to **find solutions**. They took a moment to set aside their differences, to look past the way “it has always been,” and envisioned what a conservation solution would like for their friends, neighbors and the entire ranching community in California. From that round table meeting, the California Rangeland Trust was born.

Since that time many years ago, we’ve held true to the solution oriented mindset that was woven into our DNA by the ranchers who tamed these golden hills as California became a state. **We are committed** to working with ranching families to protect rangeland and working landscapes throughout California. This ensures generations to come will have land to successfully graze livestock. **We are dedicated** to conserving rangeland which results in a better quality of life for all Californians. While preserving these rangelands we also protect open landscapes, air and water quality, wildlife habitats and local food supplies. **We have Western ethics**. The ranchers who put their trust in the Rangeland Trust retain their private property rights and their future generations are free from development pressures. It is our ethics that led us to conserve more than 275,000 acres of rangeland to date and have a list of more than 100 families and nearly 500,000 acres of rangeland waiting to be forever protected. **We work hard** to help ranching families throughout the state. Our dedicated Board of Directors, all of whom are ranchers themselves, give our talented staff guidance through all of our conservation efforts.

In the 2011-2012 fiscal year we helped to conserve more than 17,000 more acres of rangeland throughout the state that will **remain in ranching forever** for future generations to enjoy. These ranches, which are located in six different counties, are prime examples of solution-oriented conservation. Four of the conservation easements transferred from, or completed in partnership with, the American Land Conservancy to the Rangeland Trust and are shining examples of how California’s land trust community works together to preserve open spaces cherished by all Californians.

We are passionate about our ranching heritage. Will you join us to **protect what matters?**

Scott Stone
Chairman

Nita Vail
Chief Executive Officer



CALIFORNIA RANGELAND *Trust*

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Darrell Wood, *Vina*

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Nancy Lemos, **Conservation Associate**

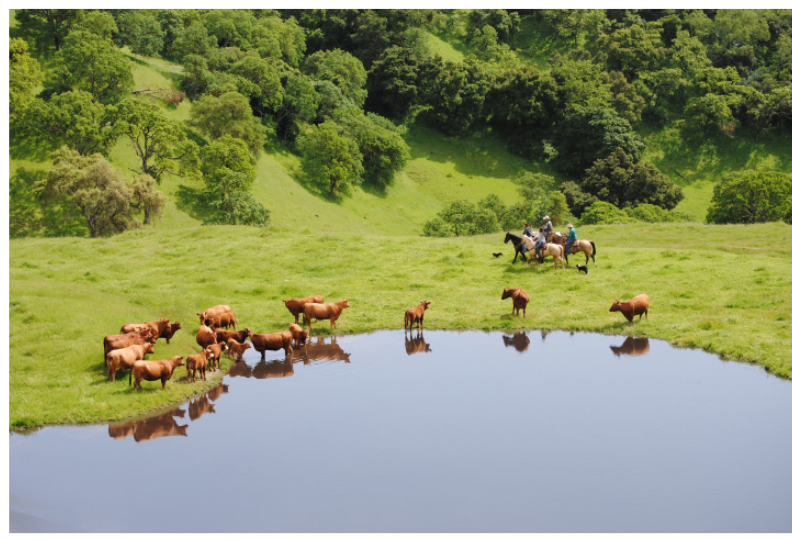
Nancy Schafer, **Bay Area Program Manager**

Leigh Geren, **Executive Administrative Assistant**

A TRUSTED HISTORY

The California Rangeland Trust is a non-profit organization founded by a group of innovative cattlemen and cattlemen in 1998, to conserve the open space, natural habitat and stewardship provided by California’s ranches. We are pleased to have helped permanently protect over 255,000 acres of privately-owned rangeland in 25 counties in California.

We are equally proud of the trust we have established within the landowner community. From its inception, the Rangeland Trust has demonstrated that we share the same values important to ranching families. Additionally, we bring the ranching and environmental communities together to cultivate shared efforts to protect open space and the western lifestyle. Our portfolio has an array of conservation solutions that have met the needs of the landowner community for nearly 15 years and decades to come.



CONSERVATION



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EVENT HIGHLIGHTS



COWBOY ISLAND

In support of the Vail & Vickers families, more than 200 people attended the final Cowboy Island event. It was a tremendous tribute to the passing of a legacy. This was truly a once in a lifetime opportunity for all who attended.

COW PALACE

We helped put the “Cow Back in Cow Palace,” as a partner of the Grand National Rodeo. With the help of CCA and the California Beef Council, we promoted the importance of ranching and shared our message with thousands of fans.



COWBOY BREAKFAST

Will Durst joined Rangeland Trust supporters for a sold out breakfast at the California Cattlemen's Association (CCA) Annual Convention. The humorous presentation was enjoyed by all.

*The 2012 *A Western Affair* was held in September at the historic Hearst Ranch Old San Simeon Village. It was a huge success and tons of fun!



Policy Outreach to Elected Officials Staff was very involved in policy outreach this year, which pays off in many direct and indirect ways. In July 2011, we participated in a CCA bus tour of the San Joaquin Valley with state legislators and staff. Ranches, easements, and an auction yard were on the itinerary and we were able to build new relationships with these elected leaders. In March, we participated in the Ag Day activities at the Capitol, with legislative visits and the CCA breakfast. Directors Rice, Sweet, Dressler, and Chairman Stone all shared Rangeland Trust's thoughts and positions on myriad legislative issues.

State Legislation It was a busy year for legislators in the Capitol as they considered a number of bills that impact our business model and the ranchers we serve. With the leadership of the California Council of Land Trusts, SB 436 (Kehoe) was passed without a single 'no' vote and was signed by the Governor! Unfortunately, apparently no one told the Department of Fish and Game (DFG), as they refused to honor the intent of the legislation. The law sought to correct a DFG policy that prohibited those who hold conservation easements for mitigation purposes from also holding the associated endowments. Given this mind-boggling stance by DFG, a "clean-up" bill was introduced that will address the next round for DFG concerns. SB 1094 (Kehoe) was also pushed through the Legislature and is currently on the Governor's desk for signature. We expect that signature any day. When all said and done, this legislation will allow Rangeland Trust to be the go-to organization for mitigation conservation easements on working ranches in California.

CCA Fall and Spring Tours Rangeland Trust directors and staff have been participants in the CCA spring and fall tours, outreaching to the CCA membership and providing accurate information regarding the mission and operation of the organization.

Leadership through PORT Rangeland Trust staff, PORT president Darrell Wood and Rangeland Trust Chairman Scott Stone have been very active in working to strengthen the invaluable partnership that exists between seven western states' rangeland trusts. PORT has worked to develop a detailed policy document for the 2012 Farm Bill and the renewal of the Conservation Tax Incentive. This document has been circulated to the Congressional delegations of the PORT member states as well as to other key Congressional members and staff.

Cooperative Partnerships/Building Alliances Rangeland Trust staff have been active participants in several partnerships, working to build strategic alliances and promote the mission and goals of the organization. Staff has been active in the California Rangeland Conservation Coalition, the SNC's 'Kitchen Cabinet', CCLT's board of directors and policy committee, Delta Suisun Marsh Land Conservation Working Group, and the Partnership of Rangeland Trusts (PORT) board of directors and committees.

Death and Taxes Staff continued to work with our partners and alliances to help maintain the reductions to the federal estate tax and to renew the extension of the federal tax incentive for the donation of a conservation easement. The reduced estate tax is slated to expire at the end of 2012, while the tax incentive expired at the end of 2011. We are continuing to work to educate policy makers and members of the public as to the seriously detrimental impact it has on the family ranch. While the execution of the Death Tax is our ultimate goal, we also recognize political realities and hope to keep the tax rate as low as possible.



WORKING TOGETHER

Panorama Grass-Fed Meats and the California Rangeland Trust formed a unique partnership in 2009 to support conserving California's valuable rangeland. The company donates a portion of its monthly proceeds to support the Rangeland Trust's efforts to protect rangeland and ranching. The partnership includes a marketing endorsement, where Panorama Meats brochures are distributed to current and potential customers and include an insert about Rangeland Trust.

This year we renewed our agreement with Panoram Meats. Darrell Wood, president of Panorama Meats, California Rangeland Trust director, and one of Panorama's founding ranchers said, "Our ranchers not only raise cattle, they are stewards of the land. We've experienced first-hand the important contribution that California Rangeland Trust has made in California. That's why we wanted to do something that actively supports its ongoing conservation efforts." We are thankful for great partners like Panorama Grass-Fed Meats.



COMBINED FEDERAL CAMPAIGN

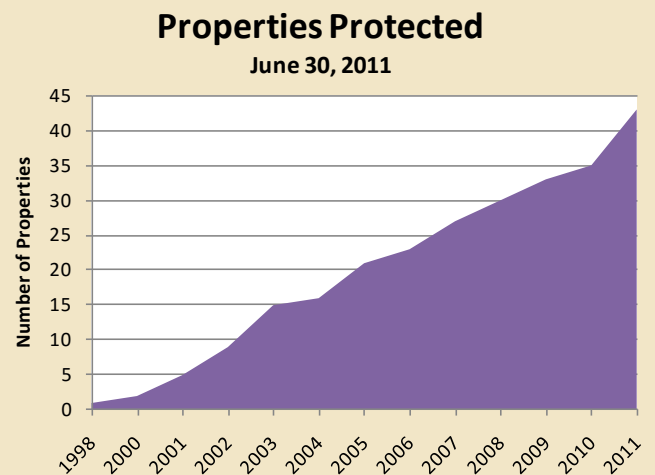
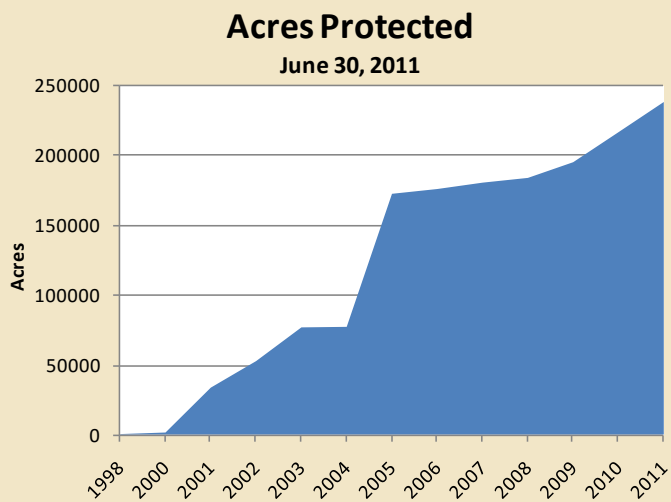
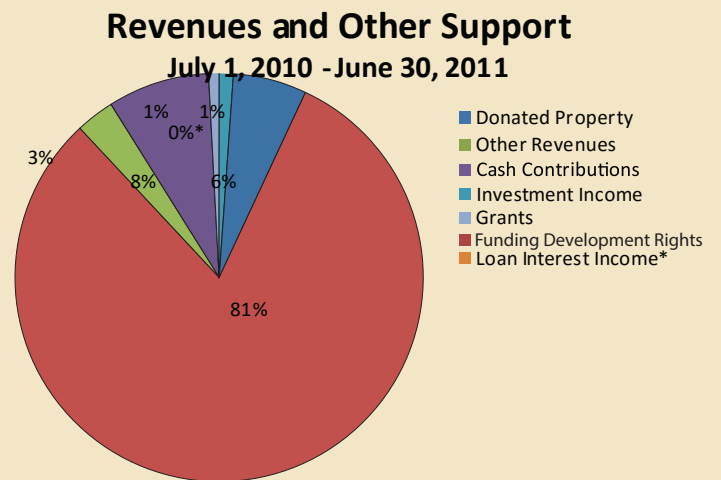
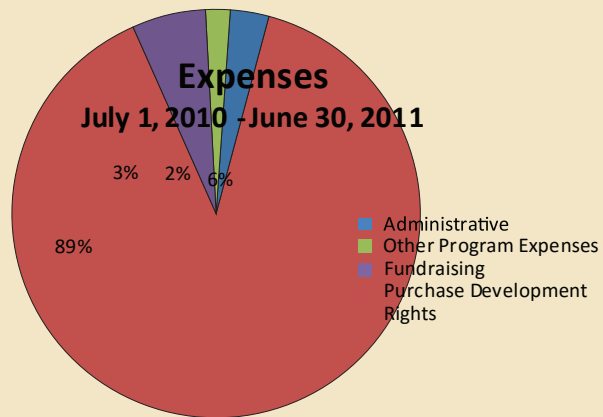
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THANK YOU FOR YOUR SUPPORT

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We have made every effort to be accurate with this listing. If there are errors or omissions, please accept our sincere apologies and contact Sahara Saude at 916-444-2096 so that we may correct our records.

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