

STRIKING A BALANCE BETWEEN HOMES AND HABITAT

Imagine a project that would perfectly balance meeting the infrastructure demands of a growing community while protecting a valuable working landscape in the process. A new community in West Roseville, a suburb located 25 miles east of Sacramento, California, is seeking to accomplish just that by serving as a model for thoughtful development, innovative land management, and responsible stewardship.

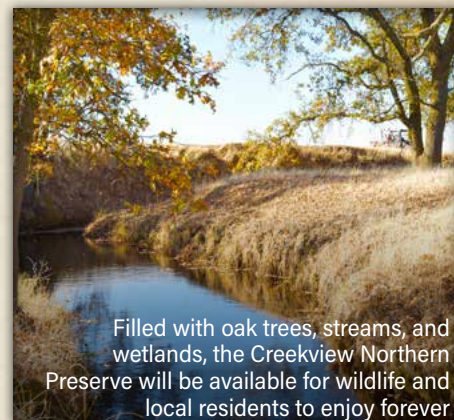
The 500-acre Winding Creek Community— currently being constructed by the land development and homebuilding company, Anthem United— will provide local residents with access to new homes and amenities that make way for comfort, fun, and outdoor adventure. Simultaneously, this project will also conserve an area of pristine rangeland adjacent to the development site.

The masterplan for the Winding Creek Community will create 2,000 residential units, including 1,400 single-family homes and 600 multiple-family units, some of which will be affordable housing. The plan also includes 16 acres of neighborhood parks, a seven-acre school site, and 20 acres of commercial development.

Developers often need to offset the habitat their project will impact by permanently conserving a similar working landscape nearby. For this development project, 87 acres of rangeland adjacent to the Winding Creek Community will be forever protected as the "Creekview Northern Preserve" to comply with mitigation requirements set forth by the U.S. Fish and Wildlife Service and the City of Roseville.

"We're thrilled about this preserve," explains Brendan Leonard, Project Manager for Anthem United. "This type of wetland preserve next to a residential area of this size doesn't really exist in West Roseville; there's nothing quite like this."

When it came time for Leonard and the team at Anthem United to determine which third-party entity would hold the mitigation easement on the Creekview Northern Preserve, they reached out to multiple accredited land trusts before ultimately landing on the California Rangeland Trust.



Filled with oak trees, streams, and wetlands, the Creekview Northern Preserve will be available for wildlife and local residents to enjoy forever

Leonard admitted, "When it came time to find a steward, I wanted to put this in the hands of people who are passionate about the work and committed to doing it well. The Rangeland Trust is proving to be that champion, both as responsible stewards for the natural resources and as the handler of the administrative responsibilities that come with the project."

To protect the area's natural resources, the land will be grazed by cattle as part of the preserve's management plan. Well-managed grazing helps to maintain the health and biodiversity of the ecosystem. It also improves the resiliency of the landscape and offers a solution to help prevent the devastating

(Continued on page 16)



Creekview Northern Preserve, Placer County

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LEADERSHIP LETTER

Dear Friends,

Through all the challenges of 2020, you—our ranching partners and loyal supporters—inspired us with your resilience. From the coronavirus lockdown demonstrating the necessity of reliable food sources to statewide wildfires proving the importance of managed grasslands, this year showcased, as never before, the value of California's rangelands. Protecting our open spaces and those who steward them is vital to a safe and vibrant future. Despite the bumps in the road, this has been a remarkable year for the working landscapes of our state. Here are just a few of the highlights we were able to achieve in 2020 because of you:

- **More than 8,000 acres of rangeland were conserved across California!** This was possible because of generous community support, federal and state agency grants, and partnerships with businesses seeking to offset development.
- **An impressive 343,000 acres of working lands are now permanently protected through the Rangeland Trust.** That's not a number we take lightly! We adapted our monitoring practices in order to safely uphold the perpetual responsibilities of these projects. We are happy to report that we were able to stay on track in keeping our promises to our partner landowners, funders, and the land itself.
- **Michael Delbar took the helm as CEO.** After 20 years of incredible service to the organization, our beloved Nita Vail passed the reins. As our former COO for more than 10 years, Michael, with his talented team, hit the ground running without missing a beat in service to the ranchers and working landscapes of California.
- **We forged new partnerships with public and private utility companies across the state to offer rangeland mitigation solutions.** These programs help us ensure that critical habitat for California's threatened and endangered species can remain open for generations to come.
- **We prioritized our Rangeland Trust community throughout the lockdown.** While we may not have been able to break out our dancing boots or exchange hugs and handshakes at in-person events, we were able to stay connected. In the spring, we hosted a virtual *A Western Affair* watch party. We also launched a fun series of virtual ranch tour experiences featuring ranchers from within the Rangeland Trust community. (You can watch the virtual event and ranch tours by subscribing to our YouTube channel at youtube.com/RangelandTrust)

- **We released the long-awaited Ecosystem Services Study with our research partners from UC Berkeley.** Thanks to this groundbreaking study, we were able to form new partnerships and strengthen existing ones with our peers in conservation in order to elevate rangeland concerns and inform legislative discourse about the need for resources to support working lands. You can read the study and learn more about this incredible research at www.rangelandtrust.org/ecosystem-service-study.
- **More than 100 donors helped raise the funds to conserve the Bloom Ranch in Tuolumne County!** Your support filled the gaps from public grants and made a big difference for this family and this landscape. Thanks to you, the work of conservation can now begin on the ranch, and we look forward to celebrating with all our supporters soon.
- **We are partnered with Cuesta College in San Luis Obispo to create a new educational center at the iconic Sheila Varian Ranch.** This center will help shape tomorrow's agricultural workforce. We are currently fundraising to conserve the ranch and convert the facilities for more hands-on learning at many levels, from ranch hand basics to running a successful agricultural business, along with training in veterinary technology and equine and livestock husbandry. Cuesta aims to support the current agricultural community as well and has started presenting community workshops on the ranch. Interested? Visit www.cuesta.edu/communityprograms/ipd to see what they are offering!

Through good times and tough times, you have steadfastly stepped forward to protect our state's precious rangelands and the resources they provide. Our family of supporters continue to fight for the working landscapes and ranchers of California. Because of you, 2020 has been a year of growth and achievement. We look forward to celebrating with you all in the new year.

Sincerely,



Michael Delbar
CEO



Valerie Gordon
Co-Chair



K. Mark Nelson
Co-Chair



LEGACY COUNCIL

Between meetings and raising awareness of the California Rangeland Trust, the Legacy Council has been hard at work.

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EDITOR

ALYSSA ROLEN

CONTRIBUTING PHOTOGRAPHERS

BLOOM RANCH, GOWEST MARKETING,
JESSICA KONG, JESSICA SCHLEY, DANIEL SINTON,
ALYSSA ROLEN

CONTRIBUTING WRITERS

STEVE BLANK, KEELY BRAZIL,
MICHAEL DELBAR, SHANNON FOUCAULT,
MADISON GOSS, VALERIE GORDON,
K. MARK NELSON, LEXUS SISTRUNK,
ALYSSA ROLEN

CONTRIBUTING ILLUSTRATOR

ALYSSA ROLEN

CONTACT US

1225 H STREET, SACRAMENTO, CA 95814
916.444.2096 | RANGELANDTRUST.ORG
INFO@RANGELANDTRUST.ORG

California Rangeland Trust is a 501(c)(3) nonprofit
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DONOR SPOTLIGHT



Jessica Schley had a childhood that many of us may only dream of – growing up on the family ranch with wide open spaces as her endless playground, doing her homework in a special spot of the old hay barn near her horse, and being called home each night by the ringing of the metal dinner triangle. Family history and natural beauty surrounded her every day, and she saw them all as special gifts in her life.

When her grandmother passed away in 2011, the family decided it was time to move on from the ranch. After more than 80 years and five generations in her family's ownership, the land sold into four pieces creating luxury ranchettes that are still being grazed, but are now surrounded by vineyards. Jessica wonders that, had they had the foresight to pursue a conservation easement instead, could the family still be the stewards of this ranch today?

While her grandmother believed in leaving future decisions for the land up to future generations, Jessica felt that by breaking up the parcels they were already deciding the land's future. She says, "whether developed or conserved the same choice is being made – a permanent decision about the use of the land," and she'd prefer to see it remain open space where it could continue to provide a variety of natural options for each generation to choose from.

"The Legacy Council has been enormously meaningful to me because previously I had a desire to be involved in conservation but could not find a professional path. I felt disengaged from something that was really important to me."

Growing up on the land inspired Jessica to pursue an education in conservation – completing her college studies in land policy and representation in the West at UC Berkeley. Her senior thesis was on the topic of conservation easements and their effect on ranching and rangelands. Her career since has focused on equine organizations, freelance marketing and journalism, and real estate (including equine properties). "My goal is to one day tie together my conservation and policy background with my real estate interests." For now, she is working through these goals as a supporter of the California Rangeland Trust.

Jessica became a donor in 2010 and shortly thereafter began volunteering her skills for our outreach efforts and events. In 2016 she joined the Legacy Council advisory group to deepen her impact, and she looks forward to taking on new leadership roles within the Council in the upcoming year. She says, "The Legacy Council has been enormously meaningful to me because previously I had a desire to be involved in conservation but could not find a professional path. I felt disengaged from something that was really important to me."

Through the Legacy Council, Jessica says she loves most when they can directly be part of helping ranches get conserved. The Legacy Council was key in selecting and fundraising for our first community-funded conservation project: the Rock Front Ranch. (Recently, Jessica also helped us reach one of our fundraising goals during a special virtual event to conserve the Bloom Ranch by making the capstone donation!)

What would she like to see in the future for the Rangeland Trust? More and more and more acres conserved – so that we are keeping up with the rate of development in our state!



THANK YOU FOR HELPING TO

We want to dedicate this section to the 100+ donors who have contributed to conserve the Bloom Ranch in Tuolumne County! Because of your vision and commitment, we are on track to raising the funds needed to achieve success for this unique landscape. It has been a turbulent year with many competing giving priorities, which makes this story all the more meaningful! Thank you from all of us for your support of this project.

BLOOM RANCH DONORS

.....

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CONSERVE THE BLOOM RANCH

IN YOUR WORDS...

Here are some comments that contributors to conserving the Bloom Ranch have shared about why they supported this effort through the Rangeland Trust.



“As a rancher myself, I am all for supporting rangeland conservation whether it's the Bloom Ranch, general support to the organization, or anything in between. If I could share something with people unfamiliar with your work or the industry it would be that we should all be supportive of our local ranchers. They do and provide so much to our communities; it can be easy to overlook just how important their work is.”
– *New Donor from Sonoma County*



“I think the land brings certainty to families who are struggling most, and the way the world works makes it difficult to get rich off ranching alone. They ranch because it's their livelihood and the legacy they hope to leave. The benefits of conserving might give them a cushion and a reason to continue to want to ranch and steward. But mostly it gives them a chance to support the land and do something that is really important.”
– *Donor from San Luis Obispo County*



“For me and my husband, we donate because there was a specific family that wanted to carry on their legacy and there was a significant need to conserve. The story made it even more compelling than just a general ask for donations. We do give general donations to CRT, but when there are actual families behind the cause hoping to conserve their legacy... that is what really resonates with us”
– *Donor from Madera County*

HELP RANGELANDS STAY RESILIENT

Over 4 million acres of the wildlands you love have fallen victim to the fires this season.

Our hearts are with the countless ranching families who have felt the impact of this wildfire season. We can only imagine the weight of loss and uncertainty you have faced. What we see are once lush-green landscapes filled with memories and generations of footprints - now unrecognizable under blankets of ash. Still, there is hope...

Because where ashes fall, resiliency will rise.

Fire can also feed the land and renew it. In partnership with managed grazing, controlled fire can play an important role in the balance of nature. You know this. Without fire, landscapes become vulnerable to overgrowth that is unhealthy for native wildlife.

Without grazing, grasses dry out, soil health deteriorates and leads to erosion, native plants are choked out by invasive grasses, and all of this results in greater fire hazards that can grow out of control.

Right now, there is a tremendous need to leverage the environmental benefits of working lands to the public, to earn a seat at the table when the future of rangelands is being discussed, to implement fundamental change within our state, and to inform new audiences of the value that comes from conserving rangeland.

When we work together for the future of our rangelands, we remain resilient.

It is our hope to rally with you, our supporters, the researchers and scientists, and our rangeland conservation allies to help change the narrative on working lands for Californians and our policymakers who each play a role in helping to advance conservation opportunities.

And we have to act now, because 208,000 acres of recent rangeland conversion is costing Californians approximately \$1.5 billion in ecosystem services every year. Meaning, environmental benefits like the clean air, water, and wildlife habitat those rangelands once provided are gone.

But your giving keeps the good work moving forward.

You are ensuring that rangelands continue on as working lands and the environmental benefits they provide are protected.

This is the time of year when we honor the things for which we are most grateful. And in a year like 2020, that can be tough! But look for the love that enriches your life, look for the people helping to keep us moving forward, and think of what contributes to the quality of life you enjoy. **If the gifts of rangelands help you hold onto any of those things, then please consider donating to the Rangeland Trust to show them how much you care.**



GIFTS OF STOCK BENEFIT YOU AND US

Are you or your family invested in the U.S. stock market? Does your portfolio contain appreciated securities? Are you considering a year-end gift to the California Rangeland Trust?

With the stock market booming and the possibility looming of increases in the capital gains tax, now may be an ideal time for you to consider donating stock to support rangeland conservation. If you own stocks that have increased in value since the time you purchased them (and you've owned them for at least one year) you have a unique opportunity to benefit from your gift while supporting our critical work to protect California's working ranches.

When you donate stock to the Rangeland Trust, you receive the same income tax savings (if you itemize) that you would if you wrote us a check, but with the added benefit of eliminating capital gains taxes on the transfer, which presently stand at 23.8% (and could be going up as high as 39.6%!).

Making a gift of securities to help conserve valuable working lands in California is as easy as instructing your broker to transfer the shares to the California Rangeland Trust. Or, if you have the physical securities, you can hand-deliver or mail the certificates along with a stock power to our mailing address. (Tip: Using separate envelopes protects your gift— the certificates will not be negotiable without the stock power.)

How a Gift of Stock Works

Let's say you purchased \$10,000 of a stock five years ago. Today, that same stock has appreciated and is now worth \$25,000.

If you sell the stock and write the Rangeland Trust a check for \$25,000 you will have a \$25,000 charitable contribution deduction. But you would owe \$3,570 in capital gains taxes ($\$15,000 \times 23.8\%$ capital gains tax rate).

If instead you donate the stock to the Rangeland Trust directly, you will still receive the \$25,000 charitable contribution deduction, but you will avoid the capital gains tax - saving you \$3,570!

Many donors wonder if this is "double dipping." The answer is yes! But, in an effort to bolster charitable giving, the IRS allows donors this unique advantage. If you would like to learn more about the benefits of making a gift of stock to the Rangeland Trust, please contact us. We also recommend that each donor contact their broker and/or tax advisor for information related to their own individual circumstances.



WELCOME NEW



JACKIE FLATT Transaction Director

As a third-generation Elk Grove native, Jackie grew up adjacent to farming and agricultural operations. Her strong connection to conservation is fueled by her love of nature and desire to protect open spaces and working landscapes. Jackie attended UC Davis for her undergraduate education, double majoring in English and History. She then attended University of the Pacific, McGeorge School of Law where she earned her Juris Doctorate with a concentration in Business Law and a certificate in Mediation. Jackie also served as leadership to student organizations and currently sits on the board of her Sacramento sorority alumni chapter. After law school, Jackie began her career in real estate acquisitions for major telecommunications companies and joins the Rangeland Trust with over 6 years of experience.



STEVE BLANK Principal Gifts

Steve Blank comes to the Rangeland Trust with over 20 years of fundraising experience. Most recently he was the Executive Director of the USA Cycling Foundation where he managed all aspects of the organization's fundraising efforts. Prior to that he served in a variety of development roles for environmental non-profits and large educational institutions. He has also been a Board Member of several non-profits where he held leadership positions and used his experience to guide their operations and fundraising programs. Steve earned his B.A. in International Relations from Johns Hopkins University and his Masters in International Business Management from UC San Diego. Steve was born and raised in San Diego and has spent all but eight years of his life there. He has vivid memories from his youth of riding horses in the canyons and mesas of North County – nearly all of which have sadly been lost to development. He still resides there with his wife and their two children. He is an avid outdoorsman and his free time is spent camping, cycling, skiing, golfing, surfing, and fly fishing.



STAFF MEMBERS



MIKIE McDONNELL Stewardship Specialist

Born and raised in San Luis Obispo, California, Mikie McDonnell grew up in the ranching community. Her college education led her to Boise State University in Idaho where she studied biology with an ecology emphasis. Following her undergraduate education, Mikie received her Masters degree in natural resources from the University of Idaho. She has a strong background in conservation, with previous monitoring experience that allowed her to explore most of Idaho, including a few summers managing a sheep herd in Montana to eradicate noxious weeds. She comes to the Rangeland Trust from the Wood River Land Trust in Idaho, where she developed a pollinator meadow legacy project during her AmeriCorps service. Throughout her wide array of experiences, the importance of outreach has continued to resonate with her. Her goal to facilitate outreach opportunities in conservation has allowed her to find a perfect fit as the Rangeland Trust's stewardship specialist.



MADISON GOSS Communications Coordinator

Madison grew up in Northern California in Nicolaus. Though she was surrounded by rice fields and almond orchards, most of her agricultural experience came from being the fifth generation on a hereford cattle operation in Vinton, California. After high school, Madison attended Texas A&M University where she earned a B.S. in Agricultural Communications and Journalism and a certificate in Professional Event Management. During her time in college, Madison was involved in various organizations, including Sigma Alpha, a professional agricultural sorority, and Agricultural Communicators of Tomorrow. She also interned for the Houston Livestock Show and Rodeo, as well as other agricultural organizations like the Rice Growers Association of California and Ag Association Management Services, Inc. Madison has a passion for agriculture and is excited to be involved in the conservation efforts being achieved at the Rangeland Trust.



2019 ANNUAL REPORT &

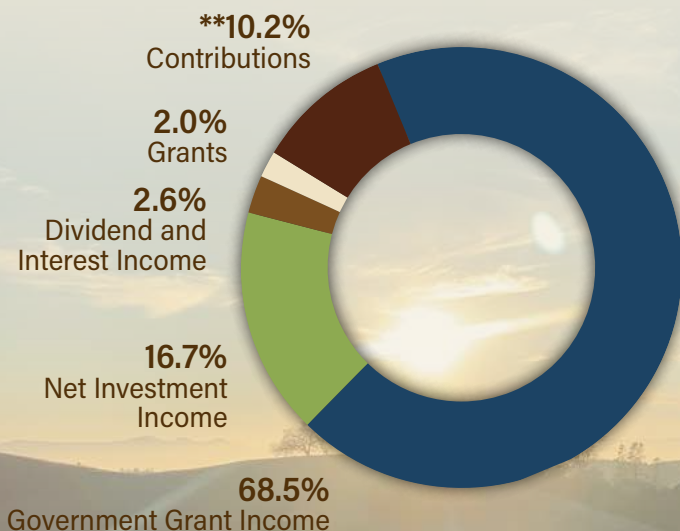
STATEMENT OF FINANCIAL POSITION

December 31, 2019

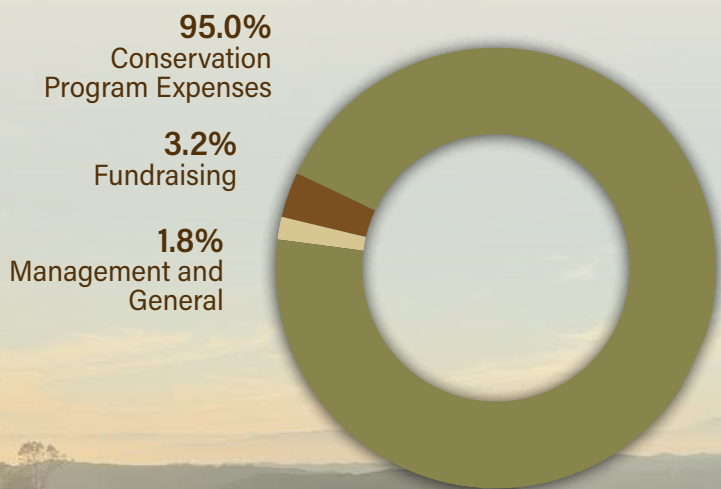
ASSETS		LIABILITIES & NET ASSETS	
Cash and Cash Equivalents	\$ 247,012	Accounts Payable & Other Liabilities	\$ 161,888
Restricted Cash and Cash Equivalents	897,619	Mitigation Liability	125,000
*Investments	29,473,145	Deferred Revenue	10,010
Pledges Receivable	143,599	Notes Payable	135,000
Accounts Receivable	186,289	TOTAL LIABILITIES	\$ 431,898
Projects in Development	507,384	Net Assets	
Donated Property Held for Sale	1,000,000	Without Donor Restrictions	8,393,826
Conservation Easements	3,360	With Donor Restrictions	24,478,002
Mitigation Deposit	129,790	TOTAL NET ASSETS	\$ 32,871,828
Property and Equipment	715,528	Total Liabilities and Net Assets	\$ 33,303,726
TOTAL ASSETS	\$ 33,303,726		

*Comprises net assets that include restricted endowments for our perpetual stewardship responsibilities on the more than 335,000 acres that have been forever conserved through the Rangeland Trust.

2019 REVENUE & OTHER SUPPORT



2019 EXPENSES

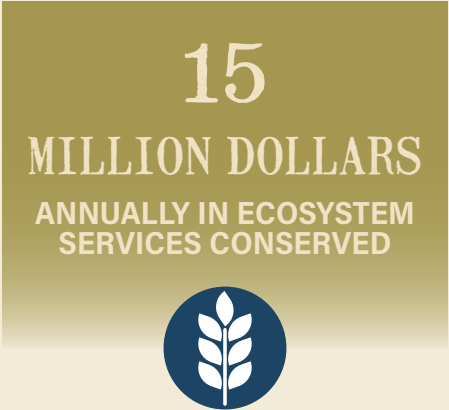


**Includes gifts for annual support and endowments.

FINANCIAL SUMMARY

ACCOMPLISHING OUR MISSION TOGETHER

Thank you for helping us protect California's precious, open landscapes and the life sustained by rangeland. In 2019, you helped us conserve 11,502 acres, for a year-end total of 335,021 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.



2019 ANNUAL REPORT THANK YOU DONORS

JANUARY 1, 2019 THROUGH DECEMBER 31, 2019

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MARK AND LOIS ADAM	ROBERT AND KIM BROWN	FRANK DOHN	AUDREY GRIFFIN	SI AND KAREN JENKINS	DAVID AND SUSAN LITTERAL
PETER AND BECKY ADAMS	JEHANNE BROWN	DANIEL AND PAMELA DOIRON	DOUGLAS GROSSI	JOSIAH JENKINS	KYLE LUCAS
GILBERT AGUIRRE	JOHN AND SUE BURK	DAVE DORRANCE	NICK AND KAREN GURIEL	DOUGLAS JENSEN	LUCAS PUBLIC AFFAIRS
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ROBIN ALLEN	CALIFORNIA RANGELAND CONSERVATION COALITION	GARRY AND TRICIA DOVENBERG	MARKIE HAGEMAN	GARY AND WANDA JOHNSON	SUSAN LYON
DAVID AND LYN ANDERSON	DOUG AND PATTY CAMPBELL	DEVERE DRESSLER	SCOTT HAGGERTY	CAROL JOHNSON	CARL AND TERESA MACDONALD
JOHN AND MARSHA ANDERSON	CAROLYN CAREY	GLENN AND MARGARET DROWN	JIM AND LISA HAMMOCK	ANN AND CHRIS JONES	MARTIN AND STACEY MACHADO
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ANONYMOUS	KELLY CASH	FAITH DUNCAN	LUKE AND JENNY HARDIN	LAURIE KARA	LARRY MAILLIARD
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 KEVIN AND DONICA O'LAUGHLIN
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 THE ATASCADERO HORSEMEN'S CLUB

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NITA VAIL
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"LOLA" VAIL
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SHEILA VARIAN
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WILLIAM (BILL) WALLACE
 DAN AND BARBARA O'CONNELL

KENDRA WILBER
 JACK AND JEANNE MIKE AND MARTIA BENNETT
 TIM AND CAROLYN LANE

HANTA YO-SON OF KHEMOSABI
 JOSEPHINE GARDNER



STRIKING A BALANCE BETWEEN HOMES AND HABITAT *(Continued from page 1)*

effects caused by wildfires. Without grazing, grasses and invasive shrubs grow tall and dry out which results in greater fire hazards on the land and to the nearby community.

Anthem United will be responsible for managing the preserve until the development project is complete. After that, the preserve will be transferred to the City of Roseville who will take over the management responsibilities.

"California Rangeland Trust is proud to play a role in this venture which seeks to strike a balance to provide homes and habitat for people, wildlife, and livestock," said Rangeland Trust CEO Michael Delbar. "We all need places to live and society needs infrastructure to survive. The key is finding responsible ways to do that. We feel this project with Anthem United and the City of Roseville accomplishes that goal."

Teaming with oak trees, an intermittent stream, seasonal wetlands, and scattered vernal pools, the Creekview Northern Preserve functions as a valuable working landscape that provides potential habitat for the federally listed branchiopod species. Adding further benefit to the area's wildlife and migratory bird populations is the 1,500-acre Al Johnson Wildlife Preserve, located immediately to the west of the project. "We are very excited about being

able to sort of add to that," said Leonard. "It is biologically connected to the North and to the West of the project where it won't ever change." While cattle and wildlife will certainly benefit from the preservation of the landscape's natural resources, there will also be unique opportunities for the public to experience the intrinsic beauty of nature.

Walking and biking trails will surround the property and provide abundant opportunities for community members to get outside, breathe in the fresh air, and view the cattle and wildlife up-close without disturbing the land's natural habitat. "We are really happy about that and we think it's a tremendous amenity for people to enjoy," expressed Leonard. "When it's preserved like this forever it makes us feel good about people's ability to interact with nature and be close to it, while still being in a suburban area and not having completely blitzed over all the natural resources that are surrounding the neighborhood."

"For the residents of this community to be able to connect with the land and agriculture just by taking a few steps right outside their front doors is an incredibly unique opportunity," said Delbar. "This partnership offers a win-win solution for the land, people, and wildlife, and that is exactly what the Rangeland Trust is all about."

By: Alyssa Rolan, Communications Director

