

THE MARSHALL RANCH: SINCE TIME IMMEMORIAL

Ranchers who spend their lives caring for rangeland are a resource as valuable as watersheds and viewsheds. Elizabeth Marshall calls it "heritageshed": the invisible but tangible sacrifice of generational ranchers who see stewardship as a calling beyond financial return.

Elizabeth's ancestry is European and California Indian. Her family history is a microcosm of California history and so is her Humboldt County ranch. In the 1880s, her pioneer ancestors started out ranching sheep on these hills, near where her Wailaki, Pomo, and Yurok ancestors had lived for centuries. Elizabeth's grandfather knit these pieces of land together under his business goal of ranching cattle. When her grandmother passed away and left the land to Elizabeth and her brothers in 2005, all that history was threatened by a \$2 million federal estate tax from the IRS.

"When I got that tax bill, I cried in front of my probate referee. I thought, after everything everyone has been through, am I gonna be the one to lose this land?"



Left to Right: ranch manager, David Sanchez; conservation easement consultant for the Marshall Ranch, Shayne Green; and ranch owner, Elizabeth Marshall



Remnants of the original Marshall homestead built in the 1880s. Elizabeth's pioneer ancestors settled on the same hills where her Native American ancestors lived for centuries.

Estate taxes are placed on qualifying property and assets transferred upon the owner's death. These taxes are calculated based on the market value of the land, which means farming and ranching families are often forced to liquidate in order to pay up.

"The worst thing that you can do to the environment is to impose unreasonable and unachievable tax burdens on land stewards. Taxes have caused subdivision, development, and overlogging. With every subdivision you lose some of the land. Taxes are at the root of the demise of the environment. Politicians fail to see this. This disconnect and the resulting policies take away from our ability to survive."

(Continued on page 3)

Marshall Ranch, Humboldt County, California

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LEADERSHIP LETTER

Dear Friends,

Rangelands and the benefits they provide play an inherent role in each of our lives. And like Elizabeth Marshall from the Marshall Ranch reminds us, ranchers – through their careful stewardship of the land – are critical to ensuring the resiliency of these landscapes.

In 2019, the California Rangeland Trust Board of Directors adopted a five-year strategic plan, and one of the key areas of focus is to change the way Californians think about working landscapes by highlighting the social, cultural, environmental, and economic value these spaces provide.

As we work to achieve this goal, we have been sharing the results of our ecosystem services research, conducted by the Department of Environmental Science, Policy & Management at UC Berkeley. You will recall that the study found that the rangeland you have helped conserve provides over \$1 billion in environmental benefits annually to the people of California and returns nearly \$3.50 for every dollar invested. The takeaway is simple: *Conserving private rangeland is a smart investment as Californians look for ways to protect our environment and way of life.* And this message of hope could not come at a better time!

As our leaders and politicians seek solutions to climate change and wildfire prevention, the Rangeland Trust is well positioned to demonstrate how rangeland conservation can offer real hope for a brighter future. A recent executive order issued by Governor Newsom calls for the conservation of 30 percent of the state's land and coastal waters by the year 2030 to promote biodiversity and mitigate against climate change. A similar initiative for the entire country was also shared by the Biden administration earlier this year.

It is critical to recognize that the protection and management of California's agricultural lands is key to meeting these goals. The Rangeland Trust has always been a leader in connecting people across the aisle. Now, we have an even greater opportunity and responsibility to serve as a bridge-builder, highlighting the need for land-based solutions to address some of our greatest environmental challenges.

At the state level, we have joined multiple stakeholder's groups pushing for an increase in state funding for private lands conservation and voluntary incentive programs for farmers and ranchers that offer economic opportunities to employ climate-smart practices. On the federal side, we are working to advance conservation funding alongside our colleagues at the Partnership of Rangeland Trusts (PORT) – an alliance of nine agricultural-focused conservation organizations dedicated to preserving working farms and ranches.

Ultimately, we hope these advocacy efforts will help ensure ranchers and farmers have access to conservation programs that work for them and protect California's ranchlands and the shared resources they provide. With your support, the Rangeland Trust can be another voice representing agricultural conservationists in these crucial conversations. Together, we can showcase the power of rangelands to heal our state and our planet from the ground up.

Sincerely,



Michael Delbar
CEO



Valerie Gordon
Board Chair

MARSHALL RANCH CONT.

The *New York Times* ran a piece in 2007 citing family transition issues as a major threat to forest loss in the United States. "They preserve the environment, but don't get credit for it," Laurence D. Wiseman, president and chief executive of the American Forest Foundation, told the NYT of private forest owners. "It's a paradox. The public enjoys the benefits but don't help pay any costs." High taxes often deter heirs from carrying on the stewardship of their family land. In almost every case, land sold by agricultural families is lost to development.

When the IRS bill came, Elizabeth turned to her grandmother's trusted friend David Sanchez. Long-time pastor in their little Northern California mountain community, David had also been its mail carrier for many years. He used to stop along his route at the Marshall Ranch, look out at the Lost Coast view, and pray. Elizabeth calls him her family's guardian angel.

"God never rescinded our obligation to work, steward, use, and protect the land," David says. "I take that very seriously. My faith is at the core of what drives me in conservation work."

David set out to find good faith partners who could help keep the ranch together and forward their conservation goals. That's when he learned about the California Rangeland Trust.

"The Rangeland Trust's warmth toward working landscapes and positive attitude toward cattle and livestock was so important," Elizabeth says. "We felt the CRT staff were real ranching families. They reminded me of me. I knew that I would be among friends. On his first trip out here, [CEO] Michael Delbar was very empathetic. This is really how we view CRT. We feel like we're working with good friends—partners we want to be saddled up with."

After a long battle, the family ranch is safe under the Marshall name and the ranch motto still holds true: Since Time Immemorial. Elizabeth says she's able to breathe again. "We're able to plan good projects and do the work a working ranch should be able to do." That work includes many environmental projects such as oak woodlands restoration and instream work for fish habitat. Every decision they make is with the good of the ranch in mind.

"It's like the commitment you have to your children," Elizabeth says. "You do it because it's your blood. Once you sever those roots, they cannot be replaced. You can get someone with a bigger bank account, but you can't get someone more dedicated. Anyone else would have bought this land and cut it up and sold it for profit. You do things for your own that you would not do otherwise. That's the phenomena that takes place when you have ties to the land. That's what makes ranchers the endangered species."

By Keely Brazil, GoWest Marketing



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

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A WESTERN AFFAIR

OCTOBER 2, 2021



RANCHO MISSION VIEJO
SAN JUAN CAPISTRANO, CA



We miss you, and we miss joining together in person out on the open range. Luckily, there is a light at the end of the tunnel in sight. With the state safely and cautiously emerging from the pandemic, we are planning a gathering unlike any other to truly **celebrate this moment on Saturday, October 2, 2021.**

Please join us at **A Western Affair 2021 at Rancho Mission Viejo in San Juan Capistrano** to celebrate our state's ranching roots and the pivotal role that ranching plays in the growth of healthy communities. Also, **please mark your calendar for Friday, October 1, 2021 for a special, pre-party sundowner.** You won't want to miss this year's signature event on one of the last working cattle ranches in Orange County!

Table Packages on Sale Now!

CRISTIANITOS CANYON PACKAGE

\$9,000

- 10 Tickets to the 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 event program

TRABUCO CANYON PACKAGE

\$6,000

- 6 Tickets to the 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 event program

ALISO CANYON PACKAGE

\$3,000

- One table for 10 guests at dinner on Saturday evening
- Table host name(s) listed in program

Visit www.rangelandtrust.org/a-western-affair-2021/ or call (916) 444-2096 to purchase 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 August 1.

SPECIAL THANKS TO OUR AMAZING HOST AND SPONSORS TO DATE



ENDOWMENTS: THE GIFTS THAT KEEP ON GIVING

Conservation partnerships like the Marshall Ranch can provide some financial security so that the family can focus on the land, on their business, and on stewardship of their natural resources. They can “do the work [they] should be able to do,” as Elizabeth Marshall says. This is what endowments can do for the California Rangeland Trust by providing perpetual financial support that enables us to focus on conservation and do the work we need to do.

An endowment is a forever gift; a way to provide your support for the places you care about most. When you contribute to an endowment, you create a lasting legacy that reflects your passion for California's land, people, and wildlife.

How an Endowment Works

When you make a gift to an endowed fund at the Rangeland Trust, your gift is invested and becomes a part of the endowment's principal. The Rangeland Trust uses the earnings from this investment to fund our efforts. The principal remains untouched and grows over time, allowing the fund – and your gift – to last forever.

The Rangeland Trust currently has endowments supporting three areas of our work: to support and protect completed conservation projects, fund a portion of our annual operations to keep us doing this work, and provide resources for opportunities where we are short on the funding needed for conservation. You can contribute to one of these funds or talk to us about a desire you have within the scope of our mission.

Funding an Endowment

There are many ways to fund an endowment without using cash. Some allow you to establish your gift now, while others won't go into effect until after your lifetime.

- **Appreciated assets.** Donating an appreciated asset – like equities or real estate – that you have owned for more than one year may allow you to eliminate capital gains taxes.
- **Beneficiary designations.** Naming the Rangeland Trust as a beneficiary of a life insurance policy or retirement plan ensures that the funds will go to the endowed fund of your choosing after your lifetime. You can also make us the owner of an insurance policy you no longer need.
- **A gift in your will or living trust.** Your gift can be a specific dollar amount, a percentage or the residual of your estate.

A Heartfelt Gift

When you want a gift to reflect the admiration and respect you have for the recipient, material objects just don't measure up. Creating a named endowment for your loved one is the perfect way to honor the person far into the future. As described above, this can be done within an existing endowment or as a new fund with specific goals.

Honor Your Passion – Leave Your Legacy

Gifts to an endowment honor your passion for California's working lands and ensure that your vision for conserving these places lives on for generations to come. To learn more please contact Shannon Foucault at (916) 444-2096 or sfoucault@rangelandtrust.org.

This information is not intended as legal or tax advice. For such advice, please consult an attorney or tax advisor.

THE GIFT OF HOPE WHEN CONSERVING RANGELANDS

*“Rangelands are important.
And we have to not forget them during years like this.”*

What was 2020 like for you? Did you do more cooking, learn a new craft or hobby, spend more time outdoors, or complete long-neglected home projects? Or did you have to forge ahead with business as usual because you are an essential worker in our society?

These are everyday realities out on the ranch. Ranchers are always learning new ways to be better land stewards, trying out new ideas to diversify their agricultural business, spending a lot of time outdoors tending to the needs of their animals and landscapes, and constantly rebuilding barns and fences. And they couldn't change any of that during a pandemic, no matter how uncertain things became.

“It can be easy to overlook just how important the work our local ranchers do is for our communities.”

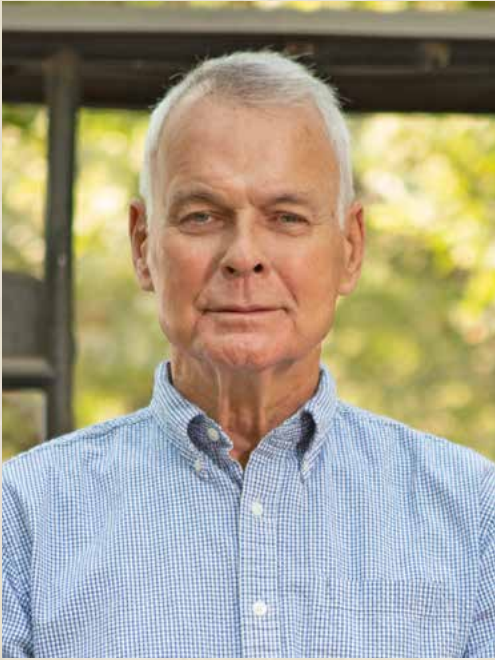
This quote, and the one above, are from donors who gave during 2020. They told us how strongly they believe in supporting rangeland conservation. They recognize that the work of ranchers is as important as what you do every day to meet the physical, spiritual, and emotional needs of yourself, your family, and your community.

What did you need in 2020? Then, as now, we all need hope. That is what keeps us fighting the good fights – not just for the land but for our families, our livelihoods, and our future. The land is part of all that, and conserving the land gives us a role to play and an action to take that achieves something possible, positive, and rewarding. **Being part of rangeland conservation provides real hope, simple joys, and cherished freedom.**

The needs of the land may continue to challenge us, which is why we continue to forge ahead in the work of conservation – to serve the land, people, and wildlife of California now and for our future. We still need hope. And you can still provide hope.

Please use the attached envelope to send a gift that expresses your appreciation for the hope, joy, and freedom the land brings to your life. It will thank you.

DONOR SPOTLIGHT ON MIKE CHRISMAN



"It's all connected."

Mike Chrisman repeats this a handful of times. As Secretary of the California Natural Resources Agency serving in Governor Schwarzenegger's cabinet from 2003-2010, there is perhaps no one who understands this better.

Chrisman is a 4th generation Californian and landowner who grew up on the family ranch in Tulare County. His father was Mayor of Visalia and served on the California Water Commission working on flood control and water usage. These influences helped to form Mike's interest in public service, conservation, and the need to bring disparate groups together to seek solutions and create mutual benefits.

"Too often the different sides are talking past each other," Chrisman asserts. "There's actually more agreement than disagreement when you bring landowners and environmentalists together, but no one can get them both in the room together and help them to speak to each other."

"Finally, there were on-the-ground efforts rather than just talk. Partnerships were developed and the thinking began to change. CRT deserves the credit for that."

So, when Nita Vail, the Rangeland Trust's longtime, former CEO, talked to Chrisman during the formative years of the Rangeland Trust, he was intrigued. At the time, nobody was marrying conservation, business, and policy. "No one had a clue how to do it," he relates. But the Rangeland Trust's model was game changing. Engaging the leaders of the ranching industry created credibility and allowed traditionally opposing sides to come to the table. Demonstrating that efforts to conserve working lands would create economic opportunities as well as environmental benefits generated immediate success.

"Finally, there were on-the-ground efforts rather than just talk. Partnerships were developed and the thinking began to change. CRT deserves the credit for that."

The success he witnessed at the Rangeland Trust led him to support the organization financially as well. He has now been a generous and loyal donor for 15 years. Chrisman says, "I put my money where my love is. I want to write a check *and* be involved."

As for the Rangeland Trust's future, Chrisman suggests, "Keep doing what you're doing. Rangeland protection is critical from both a conservation and economic perspective. These landowners are making a commitment – a multi-generational commitment. And private lands are where the real conservation is taking place. We need people in California beyond farmers and ranchers to know the good work you are doing. Because it's all connected."

THANK YOU DONORS

Thank you to all who gave “where needed most” in 2020. Because of your commitment to rangeland conservation, the Rangeland Trust had the resources we needed to conserve nine ranches and over 9,000 acres of valuable working lands. We could stay connected to our broad community of partners and supporters, while also expanding our message to new audiences with the release of the ecosystem services valuation study on these rangelands. And we could continue to share with you the stories and real-time experiences of the people working to steward our beloved open spaces. This is how we keep the work moving forward, together.

*With gratitude to the donors who helped meet project and operational needs between
November 15, 2020 and March 15, 2021.*

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Thank you Bloom Ranch donors!

Our heartfelt appreciation goes to the 110 donors who gave to help conserve the Bloom Ranch. This was both a tough and necessary ask during a rough moment in our society, and we are humbled by the wonderful response from our community. You met the funding need, and we are now working with the family and partner agencies to perform the due diligence necessary for conservation. You can expect to celebrate with us by the fall of this year. It is an honor to share in the success of this conservation story with each of you.

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**SAN JOAQUIN VALLEY CHAPTER OF THE
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IN MEMORY OF LOU WHITFIELD

BRUCE HAFENFELD IN MEMORIAM

Bruce Allen Hafenfeld passed away on January 19, 2021 with his family by his side after losing a valiant fight against Leukemia.

Bruce was born on June 12, 1947 in Orange, CA to Bernard Norman Hafenfeld and Barbara Jane Crosier. He attended St. Joachim Catholic School, Costa Mesa High School, Orange Coast Junior College and Cal Poly, San Luis Obispo, where he graduated with a B.S. degree in animal science in 1968.

He enlisted in the United States Marine Corps (USMC) and was commissioned as a 2nd Lieutenant. He then attended Navy Flight School in Pensacola, FL, where he graduated and earned his wings as a Naval Flight Officer-Bombardier-Navigator in Attack Aircraft (A4 and A6 Intruder). He later transferred to the El Toro Marine Corps Air Station where he was part of the Marine Attack Squadron 242. He remained in inactive reserves until he retired as a Captain in July 1982.

Bruce met Sylvia Joughin through a college friend, and they were married

in 1974 at the Joughin Ranch. Bruce's career included working for N3 Cattle Company, Beechinor Cattle Feeding, and the Joughin Ranch. Bruce had put together a handful of cows while still serving in the USMC, and he and Sylvia were gifted 25 bred heifers as a wedding gift. They purchased their ranch on the South Fork of the Kern River in 1979 and the Hafenfeld Ranch was born.

In July 2007, Bruce and his family worked with the California Rangeland Trust to conserve 140 acres of their beloved ranch to mitigate adverse effects on habitat for the South Western willow flycatcher. In his quest to conserve the ranch, he helped bring multiple agencies and conservation groups together; these efforts opened opportunities for ranchers throughout the nation, helping to demonstrate the win-win conservation solutions offered by working lands conservation.

Bruce remained active in running the ranch with his family until his illness. He kept busy serving his community and trade organizations through the South Fork Union School District,



South Fork Mosquito District, Kern Valley Resource Conservation District, California Cattlemen's Association, National Cattlemen's Beef Association, California Rangeland Conservation Coalition, BLM Grazing Advisory Board, and Kern County Water Agency.

Bruce was preceded in death by his father, Bernard Hafenfeld, and mother, Barbara Cardwell. He is survived by his wife, Sylvia; daughter, Jessica (Murt) Stewart; son, Eric (Jamie) Hafenfeld, and five grandchildren.

J.B. OVERSTREET IN MEMORIAM

On December 18, 2020, J.B. Overstreet passed away of COVID-19.

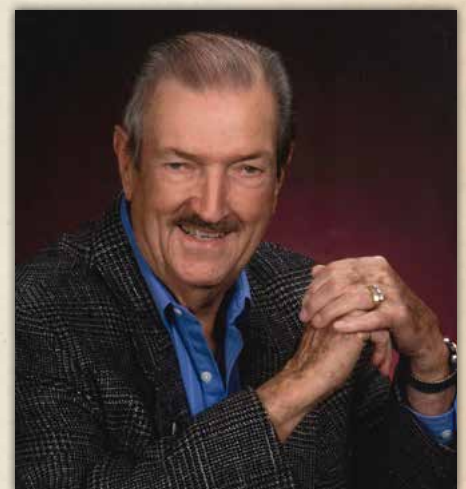
Born on September 26, 1922 in Cowlington, Oklahoma, J.B. was the sixth son of Jim and Effie Overstreet. His family moved back to California in 1936 where he attended Fairmead School and Chowchilla High School. Even during the midst of the Great Depression, J.B. found work in sales and services.

In December of 1943, he married Alice Ecker and joined the United States Army; the following January he was deployed to Europe. He was discharged in 1946 and returned to Madera where he built his life and his family.

After Alice passed away in 1984, he married Camille Overstreet in November of 1985.

J.B. was a retail businessman, and his love of sales was only surpassed by his love for the family ranch. As a devoted outdoorsman, he loved to hunt, fish, and camp. He was happiest watching the cattle graze with his family, dogs, and horses by his side. He strongly believed in open spaces and the environment, and in 2006, he partnered with the California Rangeland Trust to conserve the ranch he loved so much.

He was preceded in death by his parents; five brothers; wife, Alice; and son, Jamie. He is survived by his daughter, Linda; son, Jerry; granddaughters and their husbands,



Jennifer and Dan Poolman and Nicole and David Crumley; and his great grandchildren, Donovan Burnes and Riley Crumley, all of whom brought him great joy.

RICHARD ROMINGER IN MEMORIAM

Richard E. Rominger passed away on December 21, 2020 with his family by his side.

Richard (Rich) was born July 1, 1927 in Woodland, CA as the first child of Albert H. Rominger and Anne Violet Ehrhardt Rominger. Rich received his elementary education in the rural one-room Union School. He graduated as valedictorian at Winters High School.

After service in the United States Navy at the end of World War II, he attended the University of California, Davis, which is where he met his future wife, Evelyne Rowe. Rich played the trombone in the Aggie Band and third base on the Aggie baseball team. He graduated with highest honors with a degree in plant science. He was a member of Alpha Zeta, the National Agricultural Honor Society, and a life member of the Cal Aggie Alumni Association.

After having worked on the farm growing up, including summer vacations during high school and college, Rich started farming full time with his father and brother Don. He and Evelyne were married in 1951 and raised their four children, Richard Stuart, Charles Albert (deceased), Ruth Elizabeth, and Bruce James, on the family farm in the home they built in 1959.

Rich was appointed by Governor Jerry Brown as Director of the California Department of Food and Agriculture in 1977, where he served for six years. He later served President Bill Clinton for eight years as Deputy Secretary of the United States Department of Agriculture in Washington, D.C. He also served as a Regent at the University of California. Rich was active in his community, state, and country, and continued to support the causes he believed in up until the very end of his life.

Rich was active in many farm and civic organizations, including the Yolo County Farm Bureau, where he served as a director of 25 years and president (1971-1973). He started his Farm Bureau career with the Young Farmers and Ranchers and was statewide president (1954-1955). He was a co-founder and founding president of the Yolo Land Trust. He served on the board of the American Farmland Trust for 17 years. He was chairman of the Yolo County Water Resources Board (1971-1977), a member of the Yolo County Agricultural Round Table Steering Committee for 18 years (chairman, 1973-1975), and also served on many other agricultural organizations and committees.



In 2018, Rich and his sons, Bruce and Rick, partnered with the California Rangeland Trust to conserve more than 2,300 acres of the Rominger Ranch. While Rich will be missed by all who knew him, his legacy will live on as a cornerstone of the agricultural industry for generations to come.

Rich is survived by his wife of 69 years, Evelyne; his children and their spouses, Rick and Patty, Ruth and Lars, and Bruce and Robyn; daughter-in law, Cairn; and his grandchildren, Katherine, Justin, Sarah, Cienna, Aldo, John, and Rachel; and his great-grandson, Alexander.

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One of the ways you can support the California Rangeland Trust and our mission – to serve the land, people, and wildlife by conserving the state's working rangelands – is to spread the word on social media. You can unite people with diverse backgrounds and interests and help establish common ground in conserving these precious landscapes. At the end of the day, preserving California's vast rangelands does not simply benefit one niche community, it supports all Californians!

Help us start this conversation with a broader audience by liking, sharing, and commenting on our posts!

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