

# Grazing Leases

## An Overview of Opportunities in the Bay Area

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# Topics to be covered

- Who owns land?
- Why they need a grazing lessee?
- Lease Arrangements.
  - Rental Rates
  - Rent Credit
  - Payment
- Lessee Selection

# BAY AREA RANGELANDS

CALIFORNIA  
RANGELAND  
*Preserved*

## Land Status



Private Rangeland

Land on which the existing vegetation  
is suited to the grazing of livestock.



Public and Protected Land

Fee Title and Conservation Easement



Urban and Built-up Land



Other Land



San Francisco Bay Area Upland Habitat Goals Project  
*Preserving Biodiversity for Future Generations*

# Bay Area Open Space Landowners

- Federal
  - USFWS
  - Dept of Defense
  - National Park Service
- State
  - DWR
  - Fish and Game
  - Parks and Recreation
  - Department of Transportation
  - University of California (ANR )
- Regional
  - East Bay Regional Park District
  - Contra Costa Water District
  - East Bay MUD
  - Mid-Pen Regional Open Space District
  - San Francisco Water Department
- County
  - Alameda County Waste
  - Santa Clara County Parks
  - Contra Costa County Public Works
  - Santa Clara County Open Space Authority
  - Sonoma County Parks
- Local
  - City of Fairfield
  - San Ramon
  - Martinez
  - Moraga
  - Pleasanton
  - Fremont
  - San Jose
  - Walnut Creek
  - Livermore
- Non-Profit
  - Muir Heritage Land Trust
  - TNC
  - POST
- Private Landowners

**Rangelands cover 57 million acres of California**  
(approximately 57% of the state)



Why do  
Landowners need a  
grazing lessee?

# TULARE HILL 2002



# TULARE HILL 2007





by Richard Stover 2014,  
Arana Gulch, Santa Cruz, CA

# **“Police investigating cut grazing fencing at Arana Gulch”**

Santa Cruz Sentinel, March 10, 2015





# Grazing for Conservation

### Nitrogen Deposition

$\text{kg N ha}^{-1} \text{ yr}^{-1}$



Source:  
Nitrogen Deposition, 40°N to 49°N, 120°W  
to 110°W, 2002-2003  
Travis A. Cohn, et al.  
100 - 1000, September 2004

# Chemical Climate of California

Endangered

# Ohlone Tiger Beetle



Endangered

# SAN JOAQUIN KIT FOX



Photo Credit: Greg Schechter



Endangered

# BIG-FLOWERED







ENDANGERED

# CALIFORNIA TIGER SALAMANDER



A photograph of a grassy hillside. In the foreground, there is a dirt path or fence line running diagonally. To the left, a fence with a red gate is visible. The middle ground is filled with dense green shrubs and trees. The background shows a large, grassy hill rising towards the sky. The text "Grazing to Maintain Grassland" is overlaid in white, bold font across the lower half of the image.

**Grazing to Maintain Grassland**

SPECIES OF SPECIAL CONCERN

# GRASSHOPPER



# **Grazing to reduce Wildfire impacts**



A black cow is grazing on a vibrant green grassy hillside. In the background, a calm blue lake is nestled between rolling hills and mountains covered in dense, green forest. The sky is clear and blue. The word "Watershed" is written in white text across the lower left portion of the image.

Watershed



**Recreation**



# Grazing for Weed Abatement

# **Williamson Act Contract Status**



# **Lease Arrangements**

**Lessee is a**

- **Tenant**
- **Service Provider**
- **Partner**



## **Lease Terms**

### **1. Length- Long vs Short**

**Pride in ownership vs opportunities for new**

### **2. Rate-AUMs versus \$/acre versus gain**



# **Rental Rate**

- **Market Approach**
  - **Competitive**
  - **Average**
- **Variable Income Approach**



# **Payment**

- 1. In-kind**
- 2. Cash**
- 3. Rent Credit**
- 4. USDA EQIP**



# Leasee Selection



# **Rancher roles**

- **Facilities**

- **Maintenance of fence/water**
- **Maintenance of roads**
- **Infrastructure planning**
- **Infrastructure development**



# **Ranchers create wildlife habitat**





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