

Topics to be covered

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

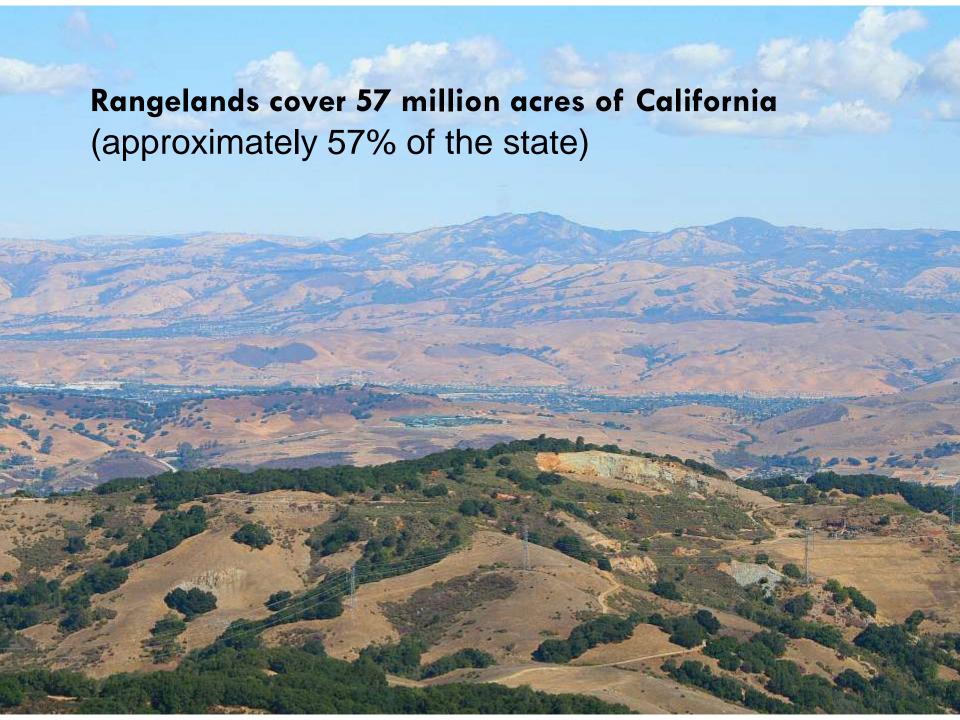


Bay Area Open Space Landowners

- 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



Why do Landowners need a grazing lessee?

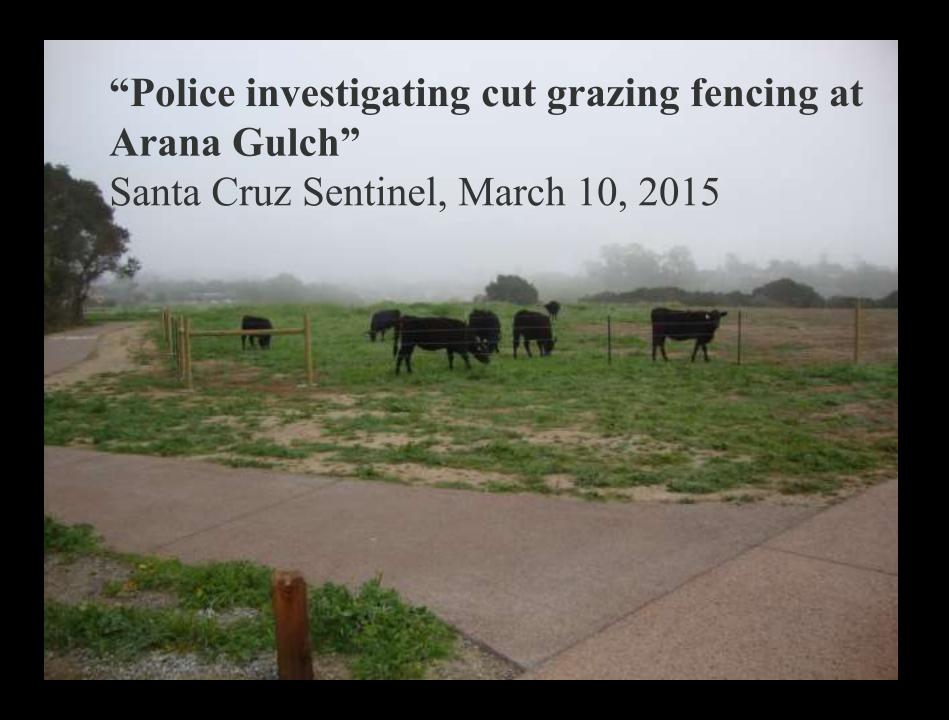
TULARE HILL 2002



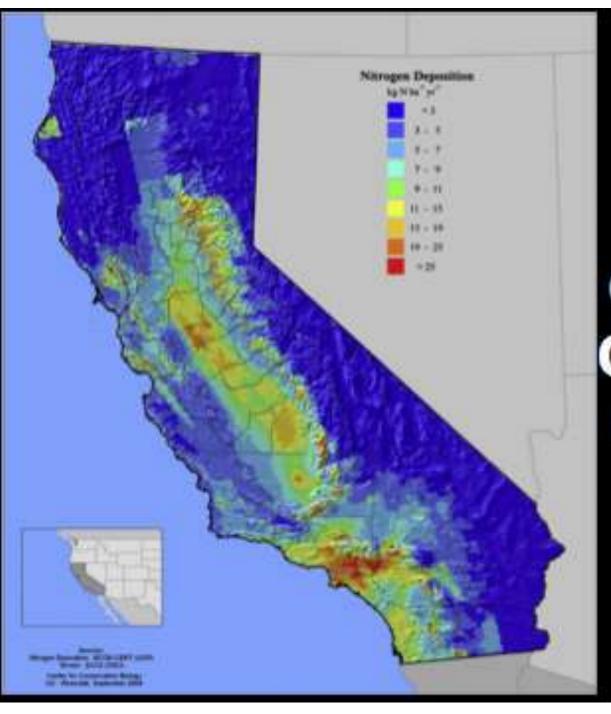
TULARE HILL 2007











Chemical Climate of California

Ohlone Tiger Beetle



SAN JOAQUIN KIT FOX





BIG-FLOWERED







ENDANGERED

CALIFORNIA TIGER SALAMANDER



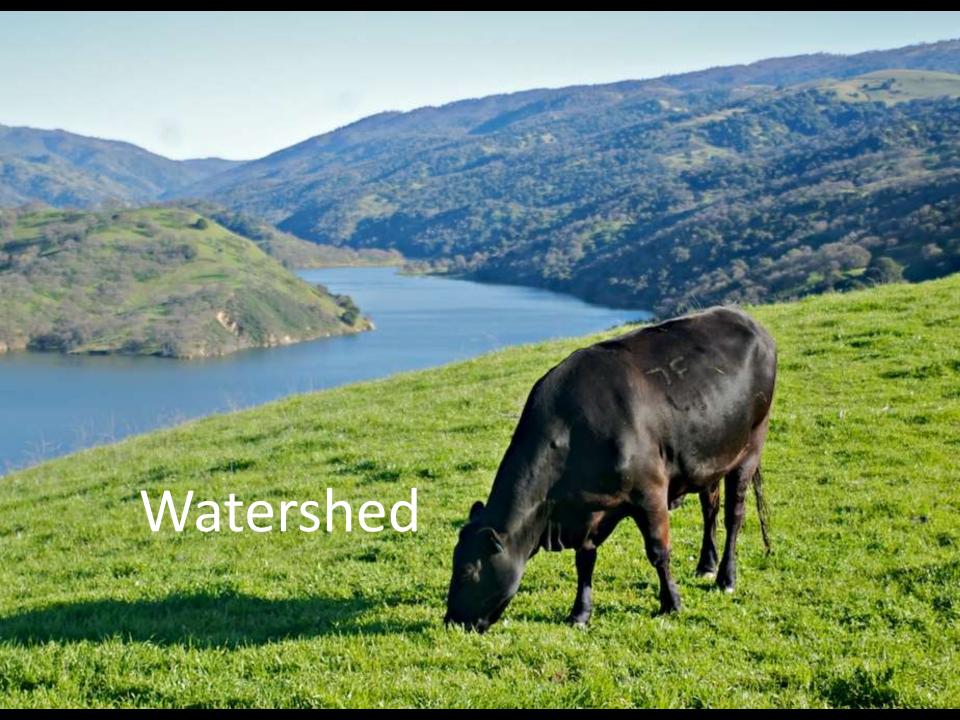


SPECIES OF SPECIAL CONCERN

GRASSHOPPER













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





