



## Tejon Ranch: *Sharing in a Legacy of Conservation*

*On May 8, 2008, Tejon Ranch Co., its partner DMB Associates, and many of the nation's major environmental organizations, including The Sierra Club, Natural Resources Defense Council, Audubon California, the Planning and Conservation League and the Endangered Habitats League, announced one of the largest conservation and land use agreements in California history when they unveiled a landmark agreement on the future of Tejon Ranch.*

Tejon Ranch is an invaluable piece of California's natural heritage. The 270,000 acre ranch is the largest contiguous private property remaining in California. Located approximately 60 miles north of Los Angeles, the ranch is biologically diverse and lies at the confluence of four major ecological regions; the Sierra Nevada, the Mojave Desert, the San Joaquin Valley and the Coastal Range. It is a haven for rare and endemic species, ancient oak trees, endangered California condors, rare native vegetation communities and intact watersheds and streams. All attributes which make it one of California's highest conservation priorities.

The unprecedented conservation agreement will provide for the permanent protection of 240,000 acres – approximately 90% – of this vast property. The area protected under the agreement is approximately 375 square miles or roughly eight times the size of San Francisco. The conserved lands will be overseen by a newly created independent non-profit conservancy, The Tejon Ranch Conservancy, that will benefit from a long-term funding commitment from the two planned communities on the property; Tejon Mountain Village and Centennial.



*“When selecting DMB as our partner, we relied heavily on their creativity and experience in managing complex conservation alignments with the environmental community. Their long-term relationships with many key members of major environmental groups and their track-record of landmark conservation agreements puts them in a class all their own. Their role in getting to this agreement was invaluable and this should be seen as another of their truly remarkable conservation achievements.”*

— BOB STINE, PRESIDENT AND CEO OF TEJON RANCH CO.

### Partnership

The road to this landmark agreement was a long one. The property’s scale, biological diversity, and proximity to Los Angeles made it a high profile target for environmentalists and developers alike. In 2005, property owner Tejon Ranch Co. began the search for a like-minded partner to assist in bringing the disparate interests of the landowners, the environmental community and developers into long-term alignment. Tejon Ranch Co.’s due diligence involved the review of many potential partners. The company ultimately selected DMB, having recognized DMB’s deep history and experience in forging accords and settlements that work toward long-term solutions with the environmental and conservation communities.

The vast majority of the projects in which DMB has participated have resulted in long-term agreements designed to foster and fund major conservation efforts. “When selecting DMB as our partner, we relied heavily on their creativity and experience in managing complex conservation alignments with the environmental community. Their long-term relationships with many key members of major environmental groups and their track-record of landmark conservation agreements puts them in a class all their own. Their role in getting to this agreement was invaluable and this should be seen as another of their truly remarkable conservation achievements,” said Bob Stine, President and CEO of Tejon Ranch Co. Since its inception, DMB has been deeply committed to legacy planning and environmental stewardship. The Tejon Ranch agreement marks the company’s fourth major conservation achievement.



## DC Ranch And The McDowell Sonoran Preserve

In 1994, the City of Scottsdale in Arizona unanimously approved planning and zoning for DMB's flagship community, DC Ranch. The same year, the Scottsdale City Council established the McDowell Sonoran Preserve. The vision for the Preserve consisted of purchasing 16,640 acres of land in and around the McDowell Mountain Range in North Scottsdale. A total of 4,600 of DC Ranch's 8,300 entitled acres fell within the Preserve's Recommended Study Boundary. These 4,600 acres were deemed essential to the Preserve by the City, as they included the peaks of the McDowell Mountain range that makes up the visual backdrop for the City of Scottsdale. Understanding the value of the land and the potential impact of development and preservation, DMB worked with city planners and the environmental community on an agreement that effectively allowed the City to purchase 2,675 acres of the valued property. To further demonstrate its support of conservation, DMB donated 1,918 acres to The Preserve and rezoned the community to create 672 additional acres of open space. When fully realized, the Preserve – whose vision was expanded by 19,460 acres in 1998 – will consist of 36,000 acres or 57 square miles of natural, public open space.

## The Ranch Plan Settlement Agreement

The Ranch Plan, in Orange County, California, encompasses 24,000 acres adjacent to DMB's Ladera Ranch community. Together with the family who has owned the land since 1882, DMB is creating much needed housing for the region while preserving and enhancing the open land, habitat, species, and the local quality of life. In 2004, DMB, with its partner and historic landowner Rancho Mission Viejo, began working with the Sierra Club, the National Resources Defense Council, Endangered Habitats League, Sea and Sage Audubon Society, Laguna Greenbelt, and Orange County officials to reach an historic agreement that reduces development in key wildlife habitat areas, increases open space for wildlife and provides for the long-term management of the conserved ranch lands. The agreement effectively provides for 17,000 acres of the 24,000 acre property to be dedicated to open space, wildlife habitat, trails and continued ranching interests. Dan Silver, head of the Endangered Habitats League said of the agreement "This was truly the creation of a win-win solution. It was a win for the ecosystem, for the species, for historic ranching and for economic development." Bill Corcoran of the Sierra Club adds, "The agreement honors the aspirations of many local residents who sought permanent protection of key natural areas on Rancho Mission Viejo...and has resulted in a significant contribution to the long-term environmental health of Orange County.



*"DMB's stewardship and leadership has been essential to the successful creation and growth of The McDowell Sonoran Preserve, one of the City of Scottsdale's most prized environmental treasures."*

— SAM CAMPANA, FORMER MAYOR OF THE CITY OF SCOTTSDALE AND EXECUTIVE DIRECTOR OF AUDUBON ARIZONA

## Martis Camp And Martis Valley Settlement Agreements

Martis Camp is a low-density community located on approximately 2,177 acres within the Martis Valley between Truckee and the north shore of Lake Tahoe in California. Beginning in 2003, Martis Valley had been the subject of one of the most contentious land use battles in California. Environmental groups rallied to challenge the Placer County General Plan in an effort to reduce development densities and require developer funding for conservation efforts. By 2004, a coalition of environmental advocates led by Sierra Watch filed a lawsuit to set aside the county's development plan for 25,000 acres in the valley. They also sued a number of significant landowners. DMB and its partner, Highlands Management, met with conservation and environmental advocates, which included Sierra Watch, League to Save Lake Tahoe, Mountain Area Preservation Foundation, Sierra Club and the Planning and Conservation League, to find a common ground on the Martis Camp development plan. These efforts ultimately resulted in the Martis Camp Agreement, which provided for reduced development in sensitive areas of the site, the donation of a 250 acre site at the north end of the property for affordable housing, and the creation of transfer fee designed to provide a revenue stream in perpetuity for the established conservancy, the Martis Fund. The Martis Fund was developed to manage the preserved lands, provide for future wildlife habitat protection and creation, and fund future work force housing in the County. Shortly after the Martis Camp agreement was established, the same environmental coalition reached settlement with other development interests in the County and set the stage for the permanent



protection of 5,000 acres in the Valley. "The [Martis Valley] agreement [between DMB Highlands, local officials and the conservation community] shows that housing interests and conservation interests can work together for a better community," said Stefanie Olivieri of the Mountain Area Preservation Foundation.

### A Legacy Commitment

Each of the conservation agreements of which DMB has been a part share a common theme; seemingly disparate interests coming into long-term alignment to achieve shared goals. DMB and Tejon Ranch Co. formed a partnership and worked tirelessly through the negotiations with the members of the environmental organizations that make up the Resources Group. The result has been hailed as "one of the great conservation achievements in California history," by Joel Reynolds of the National Resources Defense Council.

DMB takes great pride in its long standing commitment to creating legacy communities with significant conservation elements funded by the economic engine of carefully planned development.



*"We can do both...protect the environment and protect the economy at the same time, and Tejon Ranch is a perfect example of that."*

— ARNOLD SCHWARZENEGGER,  
GOVERNOR OF CALIFORNIA