



2015 S.L. Gimbel Foundation Fund Grant Application- International

ONE TIME GRANT ONLY

Internal Use Only:
Grant #: 20150648

Organization / Agency Information

Organization/Agency Name: Snow Leopard Trust 21825		
Physical Address: 4649 Sunnyside Avenue N, #325 City/State/Zip: Seattle, WA 98103		
Mailing Address: 4649 Sunnyside Avenue N, #325 City/State/Zip: Seattle, WA 98103		
CEO or Director: Brad Rutherford		Title: Executive Director
Phone: 206-632-2421	Fax:	Email: brad@snowleopard.org
Contact Person: Deborah Turnbull		Title: Development Associate
Phone: 206-632-2421	Fax:	Email: Deborah@snowleopard.org
Web Site Address: www.snowleopard.org		Tax ID: 91-1144119

Program / Grant Information

Interest Area: Education Environmental Protection Health Human Dignity Hunger

Program/Project Name: Saving Critical Snow Leopard Habitat, South Gobi, Mongolia			Amount of Grant Requested: \$21,890
Total Organization Budget: 2015 Income: \$2,003,000 Expense: \$1,890,584	Per 990, Percentage of Program Service Expenses (Column B / Column A x 100): 83.4%	Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 10.5%	Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 16.6%
Purpose of Grant Request (one sentence): A collaboration with local people who share habitat with the endangered snow leopard in South Gobi Province Mongolia towards conservation leadership and improved livelihoods.			
Gimbel Grants Received: List Year(s) and Award Amount(s)			

Signatures

Board President / Chair: (Print name and Title) Rhetick Sengupta, President Snow Leopard Trust Board of Directors	Signature: 	Date: 07-01-15
Executive Director/President: (Print name and Title) Brad Rutherford, Executive Director Snow Leopard Trust	Signature: 	Date: 06-30-15



**Snow Leopard Trust
S. L. Gimbel Foundation
July, 2015**

Saving Critical Snow Leopard Habitat, South Gobi, Mongolia

I. Organizational Background; Target Population:

Snow leopards are an endangered flagship species for 12 countries in Central Asia. Rough estimates put only 3,900-6,400 snow leopards left in the wild across 2 million km². Snow leopard habitats are pervasively and heavily used by people whose livelihoods depend on traditional livestock herding. Annual per capita GDP in snow leopard range varies from \$1155 - \$3673 and >40% of rural herders live below national poverty lines.

The Snow Leopard Trust was founded in 1981 with the **mission** to conserve the endangered snow leopard and its mountain ecosystem. Our early years were spent creating a supportive international environment for snow leopard conservation, including reducing reliance of U.S. and European zoos on taking snow leopards from the wild, creating an open access forum for sharing snow leopard research, and authoring the first Snow Leopard Survival Strategy. In the late 1990s, the Trust became a pioneer in community-based conservation. In 2008, in Mongolia, we launched the first long-term snow leopard study. In 2012, we became key technical advisors to a global snow leopard strategy. Today, our key activities include economic incentive programs (e.g. handicrafts), educational outreach, rigorous research, and national/international advocacy and capacity building.

Organizational accomplishments over the past three years:

- 1) Through our long-term study: groundbreaking documentation of wild snow leopard cubs, and four important manuscripts completed and accepted into peer-reviewed publications.
- 2) In 2014, comprehensive community programs (e.g. conservation handicrafts, environmental education) reached 4,700+ herder families and 1,240+ children; our conservation handicraft program reached a major milestone of raising \$1 million dollars in international sales.
- 3) In 2014, we helped secure endorsements from senior government officials from all snow leopard range countries to increase snow leopard protection across 500,000 km² of habitat.

Currently, the Snow Leopard Trust is assisting all 12 snow leopard range countries to secure stable snow leopard populations, and directly manages field offices in China, India, Pakistan, Mongolia and Kyrgyzstan. These five countries combined contain 75% of snow leopard habitat.

II. Project Information

Need statement: Mongolia is home to roughly 1,000 snow leopards, the second largest population in the world. Within Mongolia, South Gobi Province has some of the richest snow leopard habitat in the country. To date, research from our long-term study in the Tost Mountains, South Gobi Province, has identified at least 35 individual snow leopards and a stable population of 10-14 adults; this population is believed to help support other sub-populations around Tost, and overall snow leopard genetic health of the province. Data gathered from Tost is informing snow leopard conservation range-wide. The Tost region is also home to 220 herder families. Families can lose up to 13% of their livestock holdings annually to snow leopard depredation. In response, herders feel compelled to kill or persecute snow leopards to protect their livelihoods; this has long been considered one of the most critical threats to snow leopards in Mongolia.

More recently, snow leopard habitat is being threatened by a well-documented 'mining boom.' Mining particularly affects the south: in 2010, 12% of all mining licenses were in South Gobi, and the Gurvantes district surrounding Tost was almost completely covered by 92 separate licenses. Mining has emerged as one of the most critical threats to wildlife in South Gobi.

Project Goal, Objectives and Methodology:

Our **vision** is to empower herders in Tost, South Gobi, to protect their lands and wildlife from mining and illegal killing. The Snow Leopard Trust has been active in Tost since the late 1990s. In 2010, at the behest of local herders and government concerned about the negative impacts of mining, we helped Tost apply for and gain federal approval for a 6,500 km² Local Protected Area (LPA), the size of Delaware. The LPA covers prime snow leopard habitat, including our long-term study site. A multi-stakeholder committee recently finished a formal management plan.

Through this project, our **goal** is to improve protection of the Tost LPA by helping the community begin implementing its Management Plan. Within one year, our **objectives** are that:

- 1) Laws and boundaries governing the LPA will be clearly demarcated and explained (through printed handouts) for the community;
- 2) Local government and herders in Tost will receive training and tools, and establish a strategy, for monitoring and patrolling the LPA;
- 3) As part of the LPA Management Plan, 50 families will engage in our conservation handicraft and livestock insurance programs, and refrain from killing snow leopards and wild prey.

Methods: We have recorded GPS (Global Positioning System) locations for the boundaries of the Local Protected Area. However, there are no on-site markers to show people when they are about to enter the LPA. Through this grant, we will print signage and install it in key locations (roads and tracks that enter the LPA, grazing areas within the LPA typically used by herders). We will then print 500 brochures describing wildlife laws specific to the LPA, and herder rights towards using and protecting the LPA. These will be distributed to 220 herder households in the region, as well as local government and environmental officials.

During the year, we will hold a training workshop for newly-appointed rangers of the Tost Local Protected Area and government officials. We have built strong relationships with National Park rangers to the north of Tost, and will invite them to attend. They will help provide guidance and information on methods for monitoring and patrolling in a Protected Area, and enable Tost to develop their own plan. We will provide basic equipment and train rangers how to use it.

Finally, we will help Tost families increase/stabilize their incomes through handicraft sales and a livestock insurance program. Crafts income and livestock insurance helps families offset livestock losses to predation. Continuation of these programs is a keystone of community-based conservation in the region. Herders join these programs and agree to protect snow leopards and their wild prey species through conservation contracts. Herders (women) make and sell high-quality wool handicrafts which we buy at fair trade prices and sell internationally. Herders manage a livestock insurance fund and pay small premiums, and we help them build up the fund corpus to financial sustainability. Conservation contracts are monitored with help from local environmental officials. Handicraft program bonuses are awarded at year end for 100% contractual compliance: meaning that no snow leopards or wild prey are killed within the community's geographical area.

This project is unique in that it is completely community-based, and takes advantage of a relatively new law in Mongolia allowing for communities to take control of and manage protected areas. However, because this is new, the community needs extra support and guidance.

Timeline: November 1, 2015 – October 31, 2016.

Partners: Snow Leopard Conservation Foundation—a Mongolian conservation NGO based in Ulaanbaatar; Tost Governor; rangers of Gobi Gurvansaikhan National Park, north of Tost.

Concurrently, we are advocating nationally to make Tost LPA into a National Reserve.

Target populations: Snow leopards in LPA: 35 identified, 10-14 year-round; 900 ibex (key wild prey). 220 semi-nomadic, subsistence-level, herder families living in Tost (average of 4 members per family). 6 rangers/local officials will attend training workshop. 50 families will sign conservation contracts (15 women will make handicrafts; 35 families will insure livestock).

Project Outcomes and Evaluation:

- 1) LPA rangers will begin implementing regular patrols and wildlife monitoring;
- 2) Herders are aware of LPA boundaries and wildlife laws, and can help report illegal activity;
- 3) Conservation handicrafts and bonuses will provide over \$3,600 into the local Tost economy;
- 4) 2,000 livestock will be insured against predation from snow leopards and wolves;
- 4) No snow leopards or prey species (wild sheep/goats) will be killed or poached within Tost.

Progress towards our objectives will be tracked based on the following indicators:

- 1) Monitoring and patrolling reports, including quality and quantity of wildlife data collected and number of illegal activities reported;
- 2) Installation of LPA boundary demarcation signage and conversations with herders to assess their understanding of the boundaries and laws;
- 3) Reports from environmental inspectors showing no poaching/killing of snow leopards/ prey.

Use of grant funds: field staff, field costs, equipment, printing, handicraft payments and bonuses.

III. Project Future

We are advocating at a national level to gain federal support for the Tost LPA. We hope that over time the Mongolian Government will provide greater financial commitments. This grant is seen as catalyst funding to accelerate progress until local/national capacity are developed further.

IV. Governance, Executive Leadership and Key Personnel/Staff Qualifications

The Snow Leopard Trust Board of Directors (15 members) includes physicians, lawyers, educators, film makers, philanthropists and tech industry leaders. The Board provides leadership towards long-term strategies, senior personnel management, major fundraising. We have an executive committee and a finance committee. Ad hoc committees are convened as necessary.

Key personnel/staff responsible for the project include:

Dr. Charudutt (Charu) Mishra, Snow Leopard Trust's Director of Science and Conservation. PhD in Ecology and Natural Resource Conservation from Wageningen University, the Netherlands. Charu oversees all the Trust's programs in five range countries where we are active. Bayarjargal (Bayara) Agvaantseren, Snow Leopard Conservation Foundation's founder and Executive Director. MA in Development Studies from Development Studies Centre, Kimmage, Dublin, Ireland. She oversees all the foundation's conservation work in Mongolia and is based in Ulaanbaatar.

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V. Project Budget

Provide a detailed line-item budget for your project by completing the table below.

A breakdown of specific line item requests and attendant costs should include:

- 1) Line item requests for materials, supplies, equipment and others:
 - a. Identify and list the type of materials, supplies, equipment, etc.
 - b. Specify the unit cost, number of units, and total cost
 - c. Use a formula/equation as applicable. (i.e. 40 books @ \$100 each = \$4000)
- 2) Line item requests for staff, compensation, benefits:
 - a. Identify the position; for each position request, specify the hourly rate and the number of hours (i.e. \$20/hr x 20 hours/week x 20 weeks = \$8,000)
 - b. For benefits, provide the formula and calculation (i.e. \$8,000 x 25% = \$2,000)

Line Item Description	Line Item Explanation	Snow Leopard Trust	Whitley Fund for Nature	Requested Amount— S. L. Gimbel Foundation	Line Item Total of Project
<i>Equipment, supplies</i>					
Walkie talkie radios	4 @ \$110 each			\$440	\$440
LPA signage	6 large signs x \$80			\$480	\$480
Brochures explaining LPA laws and herder rights	500 copies @ \$0.50 each = \$250			\$250	\$250
<i>Salaries</i>					
International staff, Charu Mishra, SLT Director of Science and Conservation	\$25/hr x 40 hours/week x 4 weeks = \$4,000	\$2,000		\$2,000	\$4,000
Mongolia staff, Bayara Agvaantseren, SLCF Executive Director	\$15/hr x 40 hours/week x 8 weeks = \$4,800			\$4,800	\$4,800
Mongolia staff, Chimge Baasandamba, SLCF Conservation Awareness Raising Officer	\$7/hr x 40 hours/week x 16 weeks = \$4,480			\$4,480	\$4,480
<i>Per diems</i>					
Local Protected Area rangers	42 days x \$15/day x 4 rangers = \$2,520			\$2,520	\$2,520
SLCF field staff	30 days x \$30/day x 2 staff = \$1800			\$1,800	\$1,800
<i>Travel:</i>					
SLCF field staff air travel, round trip	Ulaanbaatar to Tost. 4 trips @ \$300 = \$1,200			\$1,200	\$1,200
SLCF field staff ground travel	Gasoline for four weeks			\$280	\$280

Rangers surveys and patrolling	Gasoline for seven weeks		\$780		\$780
Conservation programs:					
Handicraft payments	\$2,800 for 2,000 items			\$2,800	\$2,800
Handicraft program bonus payments	30% of \$2,800 = \$840			\$840	\$840
Livestock insurance fund support	\$2,000 to help build insurance fund corpus	\$2,000			\$2,000
TOTALS:		\$4,000	\$780	\$21,890	\$26,670

Notes: SLT = Snow Leopard Trust; SLCF = Snow Leopard Conservation Foundation, Mongolia

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VI. Sources of Funding: Please list your current sources of funding and amounts.

Secured/Awarded

Name of Funder: Foundation, Corporation, Government	Amount
Whitley Fund for Nature (United Kingdom)	\$780
Snow Leopard Trust	\$4,000

Pending

Name of Funder: Foundation, Corporation, Government	Amount	Decision Date

Diversity of Funding Sources: A financially healthy organization should have a diverse mix of funding sources. Complete those categories that apply to your organization using figures from your most recent fiscal year.

Funding Source	Amount	% of Total Revenue	Funding Source	Amount	% of Total Revenue*
Contributions	\$901,372 ¹	42.13	Program Fees	\$0	0
Fundraising/Special Events	\$201,781 ²	9.43	Dividend/ interest income	\$112,000 ³	5.23
Corp/Foundation Grants	\$690,564 ³	32.27	Sales income:	\$203,540	9.51
Government Grants	\$30,543 ⁴	1.43			

Notes:

¹Including Profit and Loss 2014 line items 4100, 4150, 4350, 4800, 4801 less donations/tickets to Annual fundraising event.

²Donations and ticket sales included in line items 4100 and 4350.

³Line item 4400 less government grants.

⁴Government grants that were included in line item 4400.

⁵The Snow Leopard Trust has an endowment of approximately \$2,850,000. The spending policy of the Trust allows a 4% draw on the endowment for program spending annually. The 4% endowment draw in 2014 was \$112,000, and the 2015 endowment draw for 2015 is \$114,000.

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VII. Financial Analysis

Agency Name: Snow Leopard Trust

Most Current Fiscal Year (Dates): From 1-1-2014 To: 12-31-2014

This section presents an overview of an applicant organization’s financial health and will be reviewed along with the grant proposal. Provide all the information requested on your **entire organization**. Include any notes that may explain any extraordinary circumstances. Information should be taken from your most recent 990 and audit. **Double check your figures!**

Form 990, Part IX: Statement of Functional Expenses

1) Transfer the totals for each of the columns, Line 25- Total functional expenses (page 10)

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
\$1,543,956	\$1,287,934	\$161,988	\$94,034

2) Calculate the percentages of Columns B, C, and D, over A (per totals above)

- Program services (B) – A general rule is that at least 75% of total expenses should be used to support programs
- Management & general administration (C) – A general rule is that no more than 15% of total expenses should be used for management & general expenses
- Fundraising (D) – A general rule is that no more than 10% of total expenses should be used for fundraising

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses

	Columns B / A x 100	Columns C / A x 100	Columns D / A x 100
Must equal 100%	83.4%	10.5%	6.1%

3) Calculate the difference between your **CURRENT** year budget for management & general expenses and your previous management & general expenses per your 990 (Column C)

Percentage of Organization's <u>Current</u> Total Budget used for Administration	Column C, Management & general expenses per 990 above	Differential
7.7%	10.5%	-2.8%

If the differential is above (+) or below (-) 10%, provide an explanation:

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Quick Ratio: Measures the level of liquidity and measures only current assets that can be quickly turned to cash. A generally standard Quick Ratio equals 1 or more.

Cash	+ Accounts Receivables	/Current Liabilities	= Quick Ratio
\$373,562	\$60,935	38,958	11.15

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end 2014	Excess or (Deficit) Prior fiscal year end
\$136,086	\$15,574

Notes:

VIII. Application submission check list:

	<u>Submit FOUR (4) Copies: 1 ORIGINAL (WITH ORIGINAL SIGNATURES) and 3 copies, collated and stapled together of the following:</u>		<u>Submit ONE (1) Copy:</u>
x	Completed Grant Application Form (cover sheet, narrative (3 pages maximum), budget and sources of funding, financial analysis page	x	A copy of your current 501(c)(3) letter from the IRS
x	A list of your Board members and their affiliations	x	A copy of your most recent year-end financial statements (audited if available; double-sided)
x	Your current operating budget and the previous year's actual expenses. (Profit and Loss Budget vs Actual).	x	A copy of your most recent 990 (double-sided)
x	Part IX only of the 990 form, Statement of Functional Expenses (one page). If you completed a 990-EZ, fill out the attached Part IX, Functional Expenses of the 990 form using figures from your 990-EZ		
	For past grantees, a copy of your most recent final report.		



**Snow Leopard Trust
Board of Directors, 2015**

President:

Rhetick Sengupta
Principal Solution Manager
Microsoft Corp.

Carol Hosford
Philanthropist/Conservationist

Vice Presidents:

Gayle Podrabsky
Director/Creative Director
Epona Productions

James Platts
Senior Program Officers, CEO's office
Bill and Melinda Gates Foundation

Gary Podrabsky
Partner, Sollertis Technologies

Andrea Gates Sanford
Principal
Watchdog Graphics

Secretary-Treasurer:

Steven Kearsley
Founder, Old Peak Tree Farm

Elizabeth (Betsy) Alaniz
Associate General Council
Garden City Group

Betsy Dennis
Attorney (retired)

Patricia Devereux
Group Head, Corporate Philanthropy
Mastercard Worldwide

Harry Freeman
Professor
Human Development
Div of Counseling and Psychology and Ed.
U of South Dakota

Jed Gorden
Director
Interventional Pulmonology
Swedish Cancer Institute

Henry (Hap) Happel
Former partner (retired)
Mundt MacGregor Law Firm

The Snow Leopard Trust is a 501(c)3 non-profit organization, EIN 91-1144119. Thank you.

Snow Leopard Trust

Profit & Loss Budget vs. Actual

January through December 2014

	2014 Actual	2014 Budget	2015 Budget
Ordinary Income/Expense			
Income			
4100 · Private Donations	924,104.24	775,000.00	850,000.00
4150 · Zoo Contributions	163,950.62	135,000.00	160,000.00
4350 · Special Events Revenue	4,750.00	20,000.00	20,000.00
4400 · Grants	721,107.38	497,000.00	679,000.00
4500 · Sales Income	203,539.60	203,000.00	180,000.00
4800 · In Kind Donations	1,768.54		0.00
4801 · In Kind Services	8,580.00		0.00
4850 · Release of Restr - (From) T/R	-226,639.52	112,000.00	
4852 · Release of Restr-To Unrst	226,639.52		114,000.00
Total Income	<u>2,027,800.38</u>	<u>1,742,000.00</u>	<u>2,003,000.00</u>
Cost of Goods Sold			
5000 · Cost of Goods Sold	<u>160,148.53</u>		
Total COGS	<u>160,148.53</u>		
Gross Profit	1,867,651.85	1,742,000.00	2,003,000.00
Expense			
6000 · Salaries, Taxes & Benefits	496,195.97	551,060.00	522,984.00
6200 · Professional fees	70,558.10	51,800.00	44,800.00
7000 · Field Operations	981,810.44	850,000.00	1,030,000.00
7300 · Office Expenses	60,832.29	56,700.00	73,300.00
7400 · Printing	16,796.08	23,000.00	20,000.00
7500 · Postage	16,739.12	36,000.00	18,000.00
7600 · Travel	37,890.39	48,000.00	44,000.00
8010 · Events & Marketing	65,119.95	47,000.00	64,000.00
8110 · Advertising	1,265.00	1,500.00	1,500.00
8180 · Fees	19,609.11	21,400.00	22,000.00
8250 · Taxes and Licenses	361.17		

Snow Leopard Trust

Profit & Loss Budget vs. Actual

January through December 2014

	2014 Actual	2014 Budget	2015 Budget
8801 · Bad Debts expense	36.14		
8805 · Depreciation Expense	1,667.00		
8810 · Miscellaneous Expense	0.00	50,000.00	50,000.00
Total Expense	1,768,880.76	1,736,460.00	1,890,584.00
Net Ordinary income	98,771.09	5,540.00	112,416.00
Other Income/Expense			
Other Income			
8840 · Interest Income	51.96		
8850 · Dividend Income	109,957.42		
8860 · Unrealized Gain/(Loss)-Investmt	-50,882.80		
8865 · Realized Gain/(Loss)- Investment	-19,002.73		
8187 · Brokerage Fees	-2,808.88		
Total Other Income	37,314.97		
Net Other Income	37,314.97		
Net Income	136,086.06	5,540.00	112,416.00

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
<i>Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.</i>				
1 Grants and other assistance to governments and organizations in the United States. See Part IV, line 21				
2 Grants and other assistance to individuals in the United States. See Part IV, line 22				
3 Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16	745,366.	745,366.		
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	99,851.	79,880.	4,993.	14,978.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	359,044.	261,863.	55,563.	41,618.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits	40,064.	28,065.	7,375.	4,624.
10 Payroll taxes	37,178.	26,043.	6,844.	4,291.
11 Fees for services (non-employees):				
a Management				
b Legal				
c Accounting	19,118.		19,118.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	46,231.	37,250.	7,301.	1,680.
12 Advertising and promotion				
13 Office expenses	15,150.	4,395.	3,639.	7,116.
14 Information technology				
15 Royalties				
16 Occupancy	26,987.	19,790.	3,936.	3,261.
17 Travel	52,058.	51,155.	275.	628.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization				
23 Insurance				
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a Taxes, fees and license	58,561.	6,021.	52,445.	95.
b Printing & Postage	33,314.	19,190.	399.	13,725.
c Education and Awareness	10,776.	8,916.	100.	1,760.
d Special Events	258.			258.
e All other expenses				
25 Total functional expenses. Add lines 1 through 24e	1,543,956.	1,287,934.	161,988.	94,034.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here if following SOP 98-2 (ASC 958-720)



Department of the Treasury
Internal Revenue Service

P.O. Box 2508, Room 4010
Cincinnati OH 45201

In reply refer to: 4077556534
June 14, 2011 LTR 4168C 0
91-1144119 000000 00

00037719

BODC: TE

THE INTERNATIONAL SNOW LEOPARD
TRUST
SNOW LEOPARD TRUST
4649 SUNNYSIDE AVE N STE 325
SEATTLE WA 98103-6955



017772

Employer Identification Number: 91-1144119
Person to Contact: SHARON LENARD
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Feb. 23, 2011, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in October 1981.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

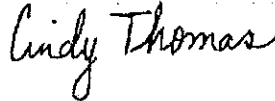
Please refer to our website www.irs.gov/eo for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code on our website beginning in early 2011.

4077556534
June 14, 2011 LTR 4168C 0
91-1144119 000000 00
00037720

THE INTERNATIONAL SNOW LEOPARD
TRUST
SNOW LEOPARD TRUST
4649 SUNNYSIDE AVE N STE 325
SEATTLE WA 98103-6955

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely yours,



Cindy Thomas
Manager, ED Determinations



The
Community
Foundation

Strengthening Inland Southern California through Philanthropy

S. L. Gimbel Foundation Fund

BOARD OF DIRECTORS

August 26, 2015

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Chair of the Board

Sean Varner
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Paul Granillo

Stanley Grube

Kirk Harns

Dr. Fred Jandt

Andrew Jaramillo

Dr. Albert Karnig

D. Matthew Pim

Teresa Rhyne

Dr. Henry Shannon

Tamara Sipos

Beverly Stephenson

Randall Tagami

Diane Valenzuela

Dr. Jonathan Lorenzo Yorba
President and CEO

Mr. Brad Rutherford
Executive Director
Snow Leopard Trust
4649 Sunnyside Avenue N. #325
Seattle, WA 98103

Dear Mr. Rutherford:

Congratulations! A grant has been approved for **Snow Leopard Trust** in the amount of **\$21,890** from the S.L. Gimbel Foundation. The **performance period for this grant is September 1, 2015 to August 31, 2016**. Additional funding beyond the performance period is not guaranteed. It is highly recommended that alternative funding sources be sought accordingly. The grant is to support the following as specified in your proposal:

Saving Critical Snow Leopard Habitat, Mongolia: A collaboration with local people who share habitat with the endangered snow leopard in South Gobi Province Mongolia towards conservation leadership and improved livelihoods. Please note this is one-time grant funding.

This grant is subject to the terms outlined in the enclosed Grant Agreement. After you have reviewed the terms and conditions of the Grant Agreement, please sign and date the enclosed copy and return the original copy to The Community Foundation within the next two weeks. Please retain a copy of the signed agreement for your records. Funds will be released upon receipt of the signed Grant Agreement.

A condition of this grant is that you agree to submit the Grant Evaluation Form which includes a narrative report and fiscal report. The **Grant Evaluation is due by September 15, 2016** and a copy will be available online.

We wish you great success and look forward to working with you during the grant performance period.

If you have any questions, please call me at 951-684-4192 ext. 114 or email me at ccudiamat@thecommunityfoundation.net.

Sincerely,

Celia Cudiamat
Executive Vice President of Programs

21825 Snow Leopard Trust

20150646

GIMB4



Confirmed in Compliance
with National Standards for
U.S. Community Foundations

3700 Sixth Street, Suite 200 ~ Riverside, California 92501
P: 951.241.7777 ~ F: 951.684.1911 ~ www.thecommunityfoundation.net

2015 S.L. Gimbel Foundation Fund

Grant Agreement

Organization: Snow Leopard Trust

Grant Amount: \$ 21,890 **Grant Number:** 20150646

Grant Period: September 1, 2015 to August 31, 2016 (Evaluations due by September 15, 2016)

Purpose: Saving Critical Snow Leopard Habitat, Mongolia: A collaboration with local people who share habitat with the endangered snow leopard in South Gobi Province Mongolia towards conservation leadership and improved livelihoods. Please note this is one-time grant funding.

1. Use of Grant Funds

Grant funds must be expended within the grant period, for the purpose and objectives described in your grant proposal. Grant funds may not be expended for any other purpose without prior written approval by The Community Foundation. If there are significant difficulties in making use of the funds as specified in your proposal, or if the grant funds cannot be spent within the grant period, notify us in writing promptly.

Formal requests for extensions or variances must be submitted to the Foundation's Board of Directors for approval a minimum of 60 days before the end of the grant period.

Requests for variances or extensions are reviewed on a case-by-case basis and approved by the Board of Directors. If a request is denied, unused funds must be immediately refunded to the Foundation.

2. Payment of Grant Funds

The grant funds will be paid in full by the Foundation upon receipt of the signed Grant Agreement. Challenge grant funds will be paid in full upon receipt of the signed Grant Agreement and upon receipt of documentation providing evidence that condition(s) of the challenge grant has/have been met.

3. Certification and Maintenance of Exempt Organization Status

This grant is specifically conditioned upon Grantee's status as an eligible grantee of The Community Foundation. The Foundation has obtained a copy of the Grantee's IRS determination letter. Grantee confirms that it has not had any change in its tax-exempt status, and shall notify the Foundation immediately of any such change.

4. Final Report and Records

The Grantee will submit the Grant Evaluation report per the deadline set forth in the award letter. This report includes a narrative on outcomes based on goals and objectives set forth in the grant proposal and an expenditure report documenting use of grant funds. If equipment was purchased, copies of receipts need to be included.

5. Grantee's Financial Responsibilities

Grantee will keep records of receipts and expenditures of grant funds and other supporting documentation related to the grant at least four (4) years after completion of the grant and will make such records of receipts, expenditures and supporting documentation available to the Foundation upon request.

6. Publicity

The Community Foundation recommends publicity for the grant and acknowledging The Community Foundation in internal correspondence, brochures as appropriate; newsletters, annual reports and email blasts or e-newsletters.

The credit line of "Made possible in part by a grant from the **"S.L. Gimbel Foundation Advised Fund at The Community Foundation – Inland Southern California"** is suggested. When your donors are listed in printed materials, include the S.L. Gimbel Foundation Advised Fund at The Community Foundation in the appropriate contribution size category. When publishing our name, please note the "The" at the beginning of our name is a legal part of our name. It should always be used and capitalized. Attaching our logo is also appreciated. Our logo can be downloaded from our website at www.thecommunityfoundation.net.

7. Indemnification

In the event that a claim of any kind is asserted against the Grantee or the Foundation related to or arising from the project funded by the Grant and a proceeding is brought against the Foundation by reason of such claim, the Grantee, upon written notice from the Foundation, shall, at the Grantee's expense, resist or defend such action or proceeding, at no cost to the Foundation, by counsel approved by the Foundation in writing.

Grantee hereby agrees, to the fullest extent permitted by law, to defend, indemnify, and hold harmless the Foundation, its offices, directors, employees, and agents, from and against any and all claims, liabilities, losses, and expenses (including reasonable attorneys' fees) directly, indirectly, wholly, or partially arising from or in connection with any act or omission by Grantee, its employees, or agents in applying for or accepting the Grant, in expending or applying the Grant funds or in carrying out any project or program supported by the Grant, except to the extent that such claims, liabilities, losses, and expenses arise from or in connection with any bad faith act or omission by the Foundation, its officers, directors, employees, or agent.

8. Termination

The Community Foundation may terminate this agreement, withhold payments, or both at any time, if, in the Community Foundation's judgment: a) The Community Foundation is not satisfied with the quality of the Grantee's progress toward achieving the project goals and objectives; b) the Grantee dissolves or fails to operate; c) the Grantee fails to comply with the terms and conditions of this agreement.

9. Limitation of Support

This Agreement contains the entire agreement between the parties with respect to the Grant and supersedes any previous oral or written understandings or agreements.

I have read and agree to the terms and conditions of the Grant Agreement.



Signature

Brad Rutherford

Printed Name

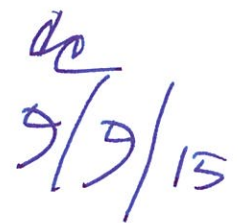
8-31-2015

Date

Executive Director

Title

Organization: 21825 Snow Leopard Trust
Grant Number: 20150646



The Community Foundation

Strengthening Inland Southern California through Philanthropy

BOARD OF DIRECTORS September 29, 2015

Philip Savage IV
Chair of the Board

Sean Varner
Vice Chair of the Board

Pat Spafford, CPA
Chief Financial Officer

Sergio Bohon
Secretary of the Board

Glenda Bayless

Dr. Paulette Brown-Hinds

Rabbi Hillel Cohn

James Cuevas
Immediate Past Board Chair

Paul Granillo

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Kirk Harns

Dr. Fred Jandt

Andrew Jaramillo

Dr. Albert Karnig

D. Matthew Pim

Teresa Rhyne

Dr. Henry Shannon

Tamara Sipos

Beverly Stephenson

Randall Tagami

Diane Valenzuela

Brad Rutherford
Executive Director
Snow Leopard Trust
4649 Sunnyside Avenue N. #325
Seattle, WA 98103

Dear Mr. Rutherford:

The Community Foundation is pleased to enclose a grant check for **\$21,890** from the S. L. Gimbel Foundation, a component fund at The Community Foundation. By cashing the grant check, you are agreeing to the conditions stated under the *Terms of Grant* which you have signed and returned. The completed Grant Evaluation form is due by September 15, 2016 and will be available online on The Community Foundations website under Grants/Forms. Please note that any grant variances or extensions must be requested in writing and in advance. Any remaining grant funds must be returned to The Community Foundation at the end of the grant period.

We greatly appreciate any help you can give us in publicizing the grant. **Please use the following credit in any grant announcements or materials funded by the grant: "The (name of project/program) is supported by a grant from The S. L. Gimbel Foundation."** You may send copies of articles printed in local papers, stories in your agency newsletter, annual report, press releases, and other publications for our files.

If you have any questions, please contact me at 951-241-7777.

Sincerely,



Celia Cudiamat
Executive Vice President of Programs

20150646

39690

GIMB4

Dr. Jonathan Lorenzo Yorba
President and CEO



Confirmed in Compliance
with National Standards for
U.S. Community Foundations

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The Community Foundation
 Strengthening Inland Southern California through Philanthropy
 3700 SIXTH STREET, SUITE 200
 RIVERSIDE, CA 92501
 951-241-7777 / FAX 951-684-1911

CITIZENS BUSINESS BANK
 A Financial Services Company
 3695 Main Street, Riverside, CA 92501
 90-3414-1222

E2Shield™ Check Fraud Protection for Business

39690

PAY * Twenty-One Thousand Eight Hundred Ninety and no/100 *
 TO THE ORDER OF DATE AMOUNT
 08/27/2015 \$****21,890.00

Snow Leopard Trust
 4649 Sunnyside Avenue N. #325
 Seattle, WA 98103



Jonathan Lorenzo Flores
Calix Chiamat
 AUTHORIZED SIGNATURE

⑈039690⑈ ⑆22234649⑆ 244624437⑈

The Community Foundation			39690
21825	Snow Leopard Trust	08/27/2015	039690
20150646	08/25/2015 Saving Critical Snow Leopard Habitat, Mongolia		21,890.00
GIMB	S.L. Gimbel Foundation Advised Fund		21,890.00

CHECK TOTAL: \$****21,890.00

The Community Foundation			39690
21825	Snow Leopard Trust	08/27/2015	039690
20150646	08/25/2015 Saving Critical Snow Leopard Habitat, Mongolia		21,890.00
GIMB	S.L. Gimbel Foundation Advised Fund		21,890.00

CHECK TOTAL: \$****21,890.00

Security features. Details on back.