



## 2022 S.L. Gimbel Foundation Fund Grant Application

Internal Use Only:  
  
Grant

### Organization / Agency Information

1) <b>Organization/Agency Name:</b> California Desert Land Conservancy DBA Mojave Desert Land Trust		
2) <b>Physical Address:</b> 60124 29 Palms Hwy, Joshua Tree, CA 92252		City/State/Zip
3) <b>Mailing Address:</b> P.O. Box 1544, 60124 29 Palms Hwy, Joshua Tree, CA 92252		City/State/Zip
4) <b>CEO or Director:</b> Kelly Herbinson, Joint Executive Director		Title:
5) <b>Phone:</b> (760) 366-5440	6) <b>Fax:</b>	7) <b>Email:</b> kelly@mdlt.org
8) <b>Contact Person:</b> Robyn Straley, Grant Strategist		Title:
9) <b>Phone:</b> (831) 325-5392	10) <b>Fax:</b>	11) <b>Email:</b> robyn@mdlt.org
12) <b>Web Site Address:</b> www.mdlt.org		13) <b>Tax ID:</b> 72-1603033

### Program / Grant Information

**Interest Area:**  Animal Protection  Education  Environment  Health  Human Dignity

14) <b>Program/Project Name:</b> MDLT Wildlife Corridors Conservation Program			15) <b>Amount of Grant Requested:</b> \$98,530.02
16) <b>Total Organization Budget:</b> \$3,094,996	17) <b>Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100):</b> 80.75%	18) <b>Per 990, Percentage of Management &amp; General Expenses Only (Column C/ Column A x 100):</b> 14.65%	19) <b>Per 990, Percentage of Management &amp; General Expenses and Fundraising (Column C+D / Column A x 100):</b> 19.25%
20) <b>Purpose of Grant Request (one sentence):</b> Support for expanding our wildlife corridors conservation program by increasing the number of stewardship hours available to restore, protect, and preserve lands within wildlife corridors in the Morongo Basin.			
21) <b>Program Start Date (Month and Year):</b> January 2023 – December 2023		22) <b>Program End Date (Month and Year):</b>	
23) <b>Gimbel Grants Received: List Year(s) and Award Amount(s)</b> Not applicable.			

### Signatures

24) <b>Board President / Chair: (Print name and Title)</b> John M. Simpson, President of the Board of Directors	<b>Signature:</b> 	<b>Date:</b> July 28, 2022
25) <b>Executive Director/President: (Print name and Title)</b> Kelly Herbinson, Joint Executive Director	<b>Signature:</b> 	<b>Date:</b> July 28, 2022

# **2022 S.L. Gimbel Foundation Fund APPLICATION**

## **Narrative**

Please provide the following information by answering **ALL** questions (I to IV), **12 Font, One Inch Margins, Times New Roman**. Use the format below (I to IV). **Type the question**. Type your complete answers to the question directly below the question. Please be thorough, clear, specific, and concise.

### **I. Organization Background**

#### **A) What are the history, mission and purpose of your organization?**

There is a pervasive stereotype of the desert, that the land is uninhabited and unchangeable, a stage for whatever activities a visitor wants to indulge. In actuality, the California desert environment is “extremely fragile, easily scarred, and slowly healed.” This description, from the 1976 designation of the California Desert Conservation Area, drives home the need for specialized stewardship of this beautiful landscape. Sixteen years ago, a small group of visionary environmental leaders in rural San Bernardino County recognized that need and founded the Mojave Desert Land Trust (MDLT). Today MDLT is an accredited land trust, headquartered in Joshua Tree, California, that protects the unique landscapes of the California deserts through land acquisition, stewardship, restoration, and outreach. Our mission is to protect the Colorado and Mojave Desert ecosystems and their natural, cultural, and scenic resources. Since 2006, we have secured permanent and lasting protection for more than 100,000 acres across the California deserts, in national parks, national monuments, wilderness areas, and in the vital habitat linkages between them.

MDLT understands conservation does not end with land acquisition. We ensure long-term natural resource protection of desert habitat through restoration, stewardship, and research, supported by our on-site native plant nursery and seed bank. MDLT is dedicated to ensuring access to the outdoors while preserving, protecting, and enhancing the vibrant but fragile desert ecosystem and its natural and cultural resources; expanding appreciation and support for the unique resources of the Colorado and Mojave Deserts through educational programs; and advocacy for the permanent protection of important conservation lands. Our vision includes dark night skies, clean air and water, broad views and vistas, and an abundance of native plants and animals.

#### **B) How long has the organization been providing programs and services to the community?**

MDLT has been providing programs and services to the community for 16 years. In 2006, MDLT established the Lands program, with the goal of acquiring and providing permanent protection for inholdings within the three California desert national parks and 72 California desert federal wilderness areas. This program later expanded to include land acquisition within wildlife corridors and other areas of ecological importance. In 2016, the Plant Conservation program was established, including a native plant nursery and conservation seed bank. In 2017, MDLT achieved national recognition with accreditation from the Land Trust Accreditation Commission, joining the Land Trust Alliance’s network of only 389 accredited land trusts across the nation. In 2018, the Education and Outreach program was established to engage the community and train the next generation of conservationists.

### **C) What are some of your past organizational accomplishments (last three years)?**

2019: MDLT launched the Women In Science Discovering Our Mojave (WISDOM) internship program, in collaboration with Bureau of Land Management.

2019: MDLT served in a working group of non-governmental agencies created to advocate for the permanent protection of important conservation lands. Our work as a collaborative partner included engaging in community outreach; developing fact sheets and educational resources; and providing structure to the effort by serving on the coalition's Steering and Communications Committees. As a result of these efforts, the California Desert Protection and Recreation Act was passed into law as part of the larger Dingell Act, protecting 375,000 acres of new wilderness and expanding the desert national park units.

2021: The first stages of the Desert Discovery Garden are completed at MDLT headquarters, providing a native plant interpretive garden that will be open and accessible to public.

2021: In its 15th year, MDLT celebrates 100,000 acres conserved.

### **D) What are your key programs and activities?**

MDLT's core programs include Land Acquisition, Land Stewardship, Plant Conservation, Outreach and Engagement, and Advocacy.

**Land Acquisition:** Our land acquisition efforts are driven by scientific studies and data used to identify the lands most in need of conservation. Of the lands we acquire, those within or adjacent to protected areas, such as Joshua Tree National Park, are under MDLT's stewardship until they can be conveyed to a federal management entity. Other lands, usually those within habitat linkages, are unlikely to ever be eligible for conveyance and may need to be managed by MDLT in perpetuity. MDLT manages nearly 50,000 acres across the Colorado and Mojave Deserts and has conveyed over 50,000 acres to our federal partners. In fact, we have conveyed more tracts of land to the National Parks system than any nonprofit since 2006.

**Land Stewardship:** MDLT stewards conservation lands to preserve habitats for native plants and animals, protect natural resources, and promote ecosystem resilience to climate change. With the help of volunteers, MDLT restores disturbed areas, makes trail improvements, maintains fences, installs signs and interpretive panels, cleans up hazardous waste, monitors desert tortoise, and controls invasive species. We are committed to this endeavor because it is essential to ensuring the long-term health of ecologically important landscapes.

**Plant Conservation:** In addition to acquiring and stewarding land to protect valuable habitat and ecosystems, MDLT operates a seed bank and native plant restoration nursery where we safeguard the genetics of the California desert's flora and work to restore degraded habitats. Our goal is lofty-to bank seed of every species native to the California deserts. As part of a network of seed banks across the country, the Mojave Desert Seed Bank is the only seed bank with a focus on safeguarding the flora of the California desert region, which is home to approximately 2,200 species of native plants. Our collections have been used in research, for seed increase and habitat restoration, and to grow plants for our demonstration garden and community plant and seed sales. In the six years since the seed bank was established, we have made nearly 700 collections representing over 200 species, approximately 10% of the region's flora.

**Outreach and Public Engagement:** MDLT shares our mission of protecting wildlife corridors, land conservation education, habitat management and restoration, research, and outreach with the general public so they too can become well informed and passionate protectors and stewards of our desert resources. MDLT conducts educational and outreach programs dedicated to expanding appreciation and support for protecting the unique resources of the California deserts, including the Desert Discovery Field Studies STEM program for K-12 students and the Women In Science Discovering Our Mojave (WISDOM) internship program for college students (focused on inclusively building the next generation of conservation leaders and land stewards by connecting underrepresented female students with researchers and professionals in STEM fields). Our outreach and education programs empower individuals to develop the skills and confidence to become active citizen scientists, land stewards, and conservationists.

**Advocacy:** MDLT works with our supporters, partners, and stakeholders to raise awareness of major issues affecting the California desert.

**E) Describe the communities you serve. Include populations, geographic locations served, and relevant statistics.**

Our service area spans nearly 26 million acres -- the Colorado Desert and the entire California portion of the Mojave Desert -- about 25% of the state. With that, the population we serve is as diverse as the State of California itself. Given the size of our service area and the many communities we serve, MDLT partners with an extensive list of agencies and organizations, including: the Twenty-Nine Palms Band of Mission Indians, the San Manuel Band of Mission Indians, Bureau of Land Management, National Park Service, Mojave Water Agency, Department of Defense, Defenders of Wildlife, Sierra Club, Hispanic Access Foundation, Vet Voice Foundation, Morongo Basin Conservation Association, Solar Rights Alliance, Center for Biological Diversity, Native American Land Conservancy, CalWild, The Wilderness Society, Council of Mexican Federations in North America, Hispanic Access Foundation, California Native Plant Society, National Parks Conservation Association, and Transition Habitat Conservancy. We also form partnerships with desert communities, engaging individuals and groups to become proactive land stewards and ambassadors for conserved public lands. Developing programs that successfully connect diverse communities and people with their natural surroundings cultivates a personal sense of appreciation, fosters a land stewardship ethic, and inspires support for public lands and conservation efforts. MDLT is committed to advancing equity, inclusion, and diversity throughout every aspect of our organization. By seeking out diverse perspectives to shape our work, we help to ensure that our public lands and their benefits are experienced, protected, and open to all for generations to come.

**II. Project Information:**

**A) Statement of Need**

**1. Specify the community need(s) you want to address and are seeking funds for.**

For 16 years, MDLT has worked to conserve the California desert region, a landscape largely overlooked for its ecological value. The state's deserts comprise the largest still-intact ecosystem in the continental United States and contain a greater biodiversity than many forested ecosystems. Not only is the desert home to a thriving biodiversity, but it is one of the largest natural carbon stores in the state, sequestering over 10% of the state's carbon.

MDLT is headquartered in Joshua Tree, California, in the heart of the Morongo Basin. The region contains a diverse array of habitat types, from pinyon-juniper and Joshua tree woodlands at higher

elevations to creosote and desert scrubs at lower elevations. Because of this variety, the area plays host to a huge selection of wildlife, including desert tortoise, rosy boa, loggerhead shrike, LeConte's thrasher, bighorn sheep, and bobcat, among many, many others. Given its position between numerous federally protected regions, the Basin is also crisscrossed by a plethora of wildlife connectivity corridors. To the west, the San Bernardino-Little San Bernardino linkage allows mule deer, mountain lions, Nelson's bighorn sheep, the Pacific kangaroo rat, and the American badger to travel between San Bernardino National Forest and Joshua Tree National Park, while the Joshua Tree-Twenty-nine Palms linkage to the north provides migration corridors for bobcats and desert tortoise, in addition to further corridors for Nelson's bighorn sheep and American badger, between the National Park and the Marine Corps base.

Wildlife corridors maintain biodiversity in a region by connecting habitat areas that are otherwise separated by human development, facilitating migration, range expansion, genetic exchange, and repopulation after catastrophic events. Conservation of these wildlife corridors is imperative to our goal of protecting a vast, interconnected network of habitat that allow wildlife to freely migrate, forage, mate and thrive, which in turn creates a foundation for our community's ecotourism infrastructure.

In 2012, The Morongo Basin Conservation Priorities Report was completed through a collaborative effort of government agencies, local municipalities, community groups, and non-profit organizations, including MDLT. The report outlines a clear plan to guide land acquisition based on how each parcel in the area serves multiple conservation interests, including protecting wildlife corridors, community identity, viewsheds, and the mission of the Marine Corps Base and Joshua Tree National Park. The report has been MDLT's blueprint for protecting land in the Morongo Basin. Using these report guidelines, wildlife corridors are among the high-priority areas for conservation and have strategic importance for meeting conservation goals on our local lands.

In 2017, MDLT partnered with the California Department of Fish and Wildlife (CDFW), to develop a Conceptual Area Protection Plan (CAPP) for the Morongo Basin, which was approved for grant funding by the State Wildlife Conservation Board (WCB). In 2019, MDLT recommended the addition of more parcels to the CAPP. The expanded CAPP was approved in 2020 by WCB and CDFW. Implementation of the expanded CAPP, representing 1,087 inter-connected parcels totaling over 28,000 acres, will help to permanently preserve and protect a large-scale landscape of wildlife corridors in the Morongo Basin.

In addition to supporting biodiversity, tourism and community access to nature, our wildlife corridor conservation program supports the missions of the National Park Service and the Department of Defense, two agencies MDLT is proud to partner closely with to protect these corridors. Despite the immense need to protect these wildlife corridors, threats are mounting more quickly than we can act, imperiling the immense biodiversity as well as the local communities that rely on the desert for their livelihoods. Development, climate change, invasive species, increased wildfires, incursions from illegal recreation, and illegal cannabis farming form an interconnected web of challenges MDLT faces in our efforts to install lasting protections for this incredibly important resource.

Much of MDLT's work over the past 16 years has been focused on increasing the integrity of protected desert landscapes and connecting them to each other to maintain healthy plant and animal populations and to create long term stability and resiliency in the face of unprecedented challenges such as climate change. Looking ahead to the next 10 years, protecting wildlife corridors in the

Morongo Basin will be a significant focus of our work, as well as building our capacity to provide for their long-term monitoring and management.

MDLT currently owns and manages 7,500+ acres within the Morongo Basin wildlife corridor network, with more acreage in open escrow or negotiation. The majority of MDLT's holdings are immediately adjacent to residential communities, providing an access point for community members to access the outdoors. Of MDLT's 58 properties in the Morongo Basin, six have established trails, for a total trail network of twelve miles, with more miles of trail planned on recently acquired property. Each of MDLT's trails are geared toward low-impact use, primarily hiking, but some mountain biking and horseback riding is permitted on certain trails.

Funding for land acquisition is available through the State of California, Department of Navy (purchase of conservation easements and provision of management endowments), and other sources. However, this funding typically requires some form of matching funds, and it does not support the due diligence activities required prior to purchase. It also does not support the ongoing stewardship and community engagement required to properly care for this land. Unlike a purchase expense, stewardship expenses are ongoing for years (if the land will eventually be conveyed to a federal entity), or in perpetuity (if the land will be permanently under MDLT's protection).

We want to highlight this need for stewardship, given the environmental significance of these wildlife corridors. Acquisition alone will not achieve conservation goals if it is not combined with thoughtful stewardship to restore, preserve, and protect the land.

## **B) Project Description**

### **1. Describe your project. How does your project meet the community need?**

MDLT is deeply appreciative of this opportunity to request support for expanding our wildlife corridors conservation program by increasing the number of stewardship hours available to care for and protect our local lands in 2023. By investing further in our volunteer program, we can help ensure additional long-term stewardship of our lands for years to come.

MDLT has developed an integrated resource management strategy for our lands in the Morongo Basin that utilizes staff, community volunteers, and a trained group of experienced volunteers for maximum impact. MDLT stewards conservation lands to preserve habitats for native plants and animals, protect natural resources, and promote ecosystem resilience to climate change. Our regular volunteer core (300+ community members) participates in community cleanup events and other staff directed stewardship activities. With the help of volunteers, MDLT staff restores disturbed areas, makes trail improvements, maintains fences, installs signs and interpretive panels, cleans up hazardous waste, monitors desert tortoise and other sensitive species, and controls invasive species. MDLT staff also make regular patrols to monitor the health of these ecosystems and to identify new disturbances and incursions.

The Community Land Ranger program recruits and provides specialized training for experienced volunteers. Rangers engage in stewardship and monitoring activities that can be completed independently with guidance from staff, including identifying patterns of public use, areas of unauthorized use, invasive species infestations, and maintenance needs, such as fence, sign or trail repairs. In addition to providing frequent assessments of the status of MDLT's land, many rangers are intimately familiar with the area's flora and fauna, and their expertise can be utilized through a variety of citizen science initiatives to help inventory and monitor trends of biotic and abiotic resources present on MDLT lands. This knowledge helps MDLT adaptively manage the land in

response to changes in the physical environment. By utilizing a tiered volunteer-based program, we have been able to identify and address priority management areas, and we continue to apply this information to update our management and work plans.

Actively integrating the Morongo Basin community members into the land conservation process helps to ensure long-term sustainability and support for stewardship. By developing and engaging a grassroots network of volunteers, MDLT increases public interest in conservation and encourages a sense of community ownership of public spaces.

MDLT is experiencing an unprecedented increase in the need for more hours dedicated to field restoration work on our local lands. In March of 2020, the Morongo Basin region experienced a sharp uptick in visitors from out of the area, looking to connect with nature and seeking refuge from the stress of the pandemic in a safer (easily socially distanced) outdoor setting. At the same time, Joshua Tree National Park temporarily closed to visitors, putting increased use pressure on nearby local lands. MDLT's staff and volunteer monitoring and stewardship activities were suspended in March of 2020, resuming in Fall 2020 under strict COVID-19 procedures and protocols. Staff monitoring of land was, for quite some time, limited to remote observation, and volunteer monitoring and stewardship activities were suspended.

As a result, there is now an accumulation of trash and debris from unlawful dumping. More pristine areas are now disturbed due to unauthorized OHV use, and restoration work that was previously completed has been disturbed and damaged by incursion. Informational signs that designated permitted recreational access and use (including restrictions on OHV access) were taken down or vandalized, and now need to be replaced.

These trends of increased visitation and usage have continued throughout 2021 and into 2022, and are likely to continue for the foreseeable future. Visitors to Joshua National Park Tree National Park hit a record high of over three million in 2021, and MDLT's local lands are an entry point and staging ground for park visitors. With the continued increase in visitation, we continue to experience increased OHV use and other ground and habitat disturbing activities, land trespass, and other negative impacts in the Morongo Basin.

To address these issues, MDLT will be expanding our stewardship activities, increasing staff hours, and adding additional support for recruiting and training new volunteers. MDLT currently addresses stewardship needs on a triage basis (as critical and time sensitive issues arise) primarily out of our general (unrestricted) funds. The planned expansion of our program will add in regular hours to help address the backlog of post-pandemic stewardship needs and to stay ahead of emerging threats, including addressing and preventing vandalism. We have secured and also anticipate additional project-specific funds for parcels near the park and military installation that will add to and complement this planned expansion.

With this expansion, we are implementing new protocols to improve the efficacy and efficiency of our activities. Starting in 2023, rangers will be going out in teams, to make monitoring tasks easier as well as for safety reasons. We will also be focusing on recruiting volunteers with availability over weekends. Weekend volunteers will receive training on how to engage and communicate with the public about safe and proper outdoor exploration, and will serve as community ambassadors. We are also adding additional safety and wilderness first aid trainings for volunteers.

This project will greatly improve our ability to serve the large and diverse Morongo Basin landscape and its communities. In addition to contributing to preserving and protecting local lands in perpetuity, the immediate impacts this project will have include:

- Preserving undeveloped habitat and maintaining connectivity within established habitat corridors;
- Maintaining community identity and preserving quality of life by protecting sensitive habitats identified as high priorities by local stakeholders;
- Protecting Joshua Tree National Park by preserving open space adjacent to park boundaries and maintaining connectivity to other protected lands;
- Engaging our community in the ongoing stewardship of our local lands;
- Training and experience that will result in transferable skills for a team of volunteer stewards.

## **2. What is unique and innovative about this project?**

MDLT takes an innovative approach to conservation by combining bold, large-scale conservation initiatives with deep investment in local communities. As one of only 389 accredited land trusts in the nation, our work is held to high standards of practice. Our wildlife corridor conservation program positively impacts the desert on an ecosystem level, and benefits our partners at the National Park Service, the Department of Defense, the Bureau of Land Management among many others, while also providing important outdoor resources for community members. MDLT believes that long-lasting conservation is rooted in community-based action. As a public trust, we feel it is an integral part of this work to engage the public in the care and stewardship of these lands. This is also a direct response to the requests we receive from our community to take part in this work. Over the long-term, MDLT is committed to helping everyone who lives, works, and plays in the California desert to embrace the significance of this magical landscape. By joining together in a community dialogue, our shared visions and values resonate deeper and have a broader reach.

### **C) Project Goal, Objective, Activities and Expected Outcome**

- 1. Note: Objective, Outcome and Evaluation must all be based on the SAME QUANTIFIABLE CRITERIA (for example, “number served, or acres improved”). This quantifiable criteria should refer to the grant amount you are requesting from the Gimbel Foundation only and not the total program.**

**State ONE GOAL, ONE OBJECTIVE, ONE OUTCOME. USE NUMBERS AND DO NOT USE PERCENTAGES.**

- 2. State ONE project goal. The Goal should be an aspirational statement, a broad statement of purpose for the project.**
- 3. State One Objective.** The Objective should be specific, measurable, verifiable, action-oriented, realistic, and time-specific statement intended to guide your organization’s activities toward achieving the goal. **Specify the activities** you will undertake to meet the objective and number of participants for each activity.
- 4. State One Outcome.** An outcome is the individual, organizational or community-level change that can reasonably occur during the grant period as a result of the proposed activities or services. What is the key anticipated outcome of the project and impact on participants? State in a quantifiable and verifiable term.
- 5. Evaluation:** How will progress towards the objective (per above) be tracked and outcome measured?  
Provide specific information on how many individuals will be evaluated (should be the same number as in the objective), how you will collect relevant data and statistics that



meet your objective and validate your expected outcome, in a quantifiable manner, as you describe your evaluation process.

**WRITE YOUR RESPONSES HERE AND Use the following format for your goal, objective, respective activities and expected outcome:**

**GOAL:** Long-term protection of an inter-connected network of wildlife corridors throughout the entire California desert region.

**OBJECTIVE:** Expand our stewardship program for local lands within wildlife corridors in the Morongo Basin.

**ACTIVITIES:** 1. Conducting ongoing inspections and patrols, including biweekly visits to monitor all local properties, identifying and addressing any management concerns. (MDLT Staff) 2. Hosting monthly stewardship events focusing on solid waste removal, removal of invasive exotic plants, OHV trail trespass closure, and other, larger, land management priorities, including restoration and post fire monitoring activities. (Supervised by MDLT staff with community participants.) 3. Performing basic trail and trailhead maintenance, including trail delineation, signage, and restoration. (MDLT staff with experienced volunteers). 4. Continuing to expand and enhance the community volunteer program including: a) recruitment, training, and retention; b) updating and implementing a curriculum and administering training focused on land stewardship principles, practices, technical skills and safety; c) hosting community volunteer events; and d) supporting specific youth stewardship efforts such as cleanup days and citizen science projects. 5. Continuing to expand and enhance the community land ranger program including: a) recruitment (with a goal of 25 new rangers in 2023), training, and retention; b) updating and implementing a curriculum and administering training focused on land stewardship principles, practices, technical skills and safety; c) providing in-service training for returning rangers.

**OUTCOME:** MDLT will deliver 3,000 hours of stewardship (2,000 staff hours and an additional 1,000 volunteer hours) to restore, protect, and preserve wildlife corridors in the Morongo Basin.

**EVALUATION:** Data gathering aimed at performance evaluation is a key component of MDLT's programs, and critical to determining needs and shaping our future program efforts. Field activity logs track staff and volunteer time and other data pertaining to stewardship activity. Site data is also gathered for management and monitoring purposes. As our capacity for stewardship increases, we plan to collect additional scientific data to inform our programs and contribute to data needed for larger-scale monitoring. One of the fundamental elements of stewardship efforts is the community's involvement in the process. MDLT uses surveys conducted by our staff and volunteers to understand the nature and level of our community engagement and stewardship activities. The surveys gauge interest in future participation, what was learned through participation in activities, and ways to improve the participant experience.

**D) Timeline**

**Provide a timeline for implementing the project. The start date and end date should be the same dates on the cover page.**

**The program start date is: January 2023**

**The program end date is: December 2023**

**Include timeframes for specific activities, as appropriate.**

TIMELINE	ACTIVITY	DESCRIPTION
[Expansion Preplanning]	Community Lands Ranger Curriculum	Curriculum focused on land stewardship, learning about the MDLT land acquisition program, land monitoring protocols and utilizing tools and gear, safety in the field, Authority of the Resource, Leave No Trace values, and best practices in the field.
Quarterly	New Volunteer Orientation	Volunteer training with an overview of MDLT mission, volunteer opportunities throughout the organization including Lands, Nursery, Acquisitions, Outreach, and Administration departments. Training on logistics of volunteering and safety protocols.
Fall & Spring (Dates to be determined.)	Tortoise surveys on local properties	Training of staff and volunteers to conduct tortoise surveys on local MDLT properties.
January 2023	Wilderness First Aid for Volunteers	For safety and responsible field work. Intention is to also provide volunteers with more confidence and empowerment when they are doing conservation work outdoors.
January 2023	Launch and Gear Up of Community Land Rangers	Ranger partner groups and patrols assigned. Gear distributed.
February 2023	Community Land Ranger Program Training – Invasive Plant Identification	Additional field training learning about identification of invasive plants on MDLT properties for rangers and nursery volunteers.
January through April 2023	Local School Education Stewardship Activities - Weekday and Weekend Mornings	Once a month, hold local land stewardship activities on local lands. Work would include dry clean-ups, weed pull, and local wildlife conservation discussion messaging with local school youth population.
May 2023	Volunteer Appreciation Social Event	Opportunity for MDLT to acknowledge and thank the volunteers. Event is also a time for volunteers to meet and socialize with one another to enhance community connections.
September 2023	Monitoring Reports Completed	Volunteers submit their property monitoring reports for quarterly patrols. Debrief and discuss with MDLT
November 2023	Volunteer Appreciation guided hike	MDLT hosts a guided interpretative hike to celebrate volunteers.
Ongoing	Volunteer Recruitment	Continuous recruitment of volunteers at MDLT and community events and social media posts. Outreach and Public engagement team to be present at real and virtual events to share MDLT’s mission and Volunteer Programs that support desert conservation work.

**E) Target Population**

**1. Who will this grant serve?**

**2. How many people will be impacted? Provide a breakdown: Number of Children, Youth, Adults, Seniors, Animals.**

This grant will serve the Morongo Basin, which serves as the permanent residence of some 63,000 people, as well as the primary staging area for the approximately three million plus annual visitors

to Joshua Tree National Park. This grant will also serve the native species of the basin, which includes bobcats, desert tortoise, Nelson's bighorn sheep, the American badger, the rosy boa, coachwhip, glossy snake, desert horned lizard, western banded gecko, leaf nosed snake, and burrowing owl. These native species are sensitive to development and to habitat fragmentation.

**F) Projects in the Community**

- 1. How does this program relate to other existing programs in the community?**
- 2. Who are your community partners (if any)?**
- 3. Who else in the community is providing this service or has a similar project?**
- 4. How are you utilizing volunteers?**

1. MDLT works collaboratively with several agencies and conservation organizations in the region with the unified goal of conserving the California desert ecosystem. In the Morongo Basin, we work closely with both Joshua Tree National Park and the Marine Corps Air Ground Combat Center to protect lands buffering both the park and military base boundaries with the mutually beneficial outcome of increased protection of the wilderness contained in those regions. However, MDLT is unique in our effort to implement a community-based conservation program to protect the corridors that link habitat in those two protected units.
2. MDLT takes a collaborative approach in our conservation efforts. We believe in forming meaningful and strategic partnerships throughout our expansive service region. In so doing, we recognize the intrinsic value in the diversity of alliances that allow us to demonstrate the possibilities for preserving the vibrant but fragile desert ecosystem and its cultural resources while also protecting our outdoor experiences and interactions with nature and the land. As noted in Question I.E. above, MDLT partners with an extensive list of governmental and non-governmental agencies.
3. A few other conservation organizations work in the Morongo Basin, including the Morongo Basin Conservation Association (MBCA) and the Wildlands Conservancy. We are closely allied and in regular collaboration with both organizations, however neither of them shares our strategy of acquiring, protecting and stewarding linkage lands in the Morongo Basin for conservation. Wildlands owns and maintains the Pioneertown Mountains Preserve in nearby Pioneertown and MBCA participates in local conservation advocacy, as well as facilitates an annual native plants garden tour.
4. MDLT's Volunteer Program consists of over 300 active volunteers. Many of these volunteers have been with MDLT since 2015, and many are new recruits from our local desert community and part-time residents from all over the southland. Over time, key volunteers have been given additional training sessions allowing them to assist staff in expediting critical monitoring and stewardship activities. These activities include surveys, trash and dump site clean-ups, vertical mulching, trail maintenance, wildlife habitat restoration, and signage installation. Volunteers also learn about invasive plant identification and abatement, how to engage and communicate with the public about safe and proper outdoor exploration, and Leave No Trace values. Volunteers are an invaluable resource for MDLT, providing essential services which totaled over 10,000 hours in 2019 and, prior to the onset of the pandemic, 4,357 hours in 2020.

**G) Use of Grant Funds**

**How will you use the grant funds? This answer should align with the specific activities previously outlined in C) Project Goal, Objectives, Activities and Expected Outcomes**

All funds will be used for direct expenses related to expanding MDLT's wildlife corridor conservation program. The primary use of grant funds will be for MDLT staff time. MDLT's Natural Resource Technicians will engage in stewardship activities, supervise and direct volunteers engaged in stewardship activities, and assist in training rangers. MDLT's Volunteer Coordinator will recruit, train, and supervise community volunteers and rangers. MDLT's Natural Resources Manager will oversee work plans, project logistics and Natural Resource Technicians, as well as working together with the Volunteer Coordinator to support work plan and fulfill stewardship support with volunteers. Other uses of grant funds include supplies for stewardship events, mileage for travel to restoration sites, tablets for navigation and collecting field data, field kits for new rangers, wilderness first aid training for new rangers, trash disposal fees for cleaning up illegally dumped materials, and fencing and signage needed to restore disturbed areas.

### **III. Project Future**

#### **A) Sustainability**

**Explain how you will support this program after the grant performance period. Include plans for fundraising or increasing financial support designated for the program.**

Our long-term financial plan incorporates strategic fundraising efforts that include strengthening relationships with existing foundations and individual supporters, identifying new and prospective donors, and organizing campaigns that build support for our programs and services. Our fundraising efforts focus on ensuring that our programs are sustainable. MDLT has focused on financial sustainability and has maintained and expanded our programs over our 16 year history.

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

#### **A) Governance**

- 1. Describe your board of directors and the role it plays in the organization.**
- 2. What committees exist within your board of directors?**
- 3. How does the board of directors make decisions?**

1. The Board of Directors (BOD) is comprised of ten individuals with diverse backgrounds and dedication to upholding MDLT's mission. The BOD meets eight times a year, six times virtually and twice a year for a half day, in-person at our headquarters in Joshua Tree. The BOD is kept informed about all programs and land acquisitions, and works collaboratively with the Joint Executive Directors to develop and implement a vision and mission for the organization. As a Land Trust Alliance-accredited institution, we are upheld to specific policies of governance, including conflict of interest policies, and guidelines for board involvement with land acquisition decisions.
2. There are four board committees: Executive Committee: Comprised of the president, vice president, secretary and treasurer. They meet on an as-needed basis. Lands Committee: Comprised of five directors. They meet the week prior to each board meeting and receive in-depth descriptions of each land transaction, and discuss our land acquisition, restoration, and management strategy. Development Committee: Comprised of four directors and one outside community member. They meet monthly and participate in in-depth discussions regarding our fundraising strategies. Finance Committee: Comprised of five directors. They meet ahead of each board meeting, and additionally as-needed to review and approve budgets or other major financial transactions. Committee members provide in-depth oversight to our financial portfolio and operations.

3. At each board meeting, board members are presented with a combination of programmatic updates and resolutions to be passed. The content of the resolutions are typically discussed in-depth in prior committee meetings. Land acquisitions requiring resolutions are discussed in the Lands Committee, etc. Resolutions are brought forth to the entire board at board meetings and are voted on with a quorum. Other items not requiring a resolution are often discussed and decisions are made by consensus.

## **B) Management**

### **1. Describe the qualifications of key personnel/staff responsible for the project.**

**Kelly Herbinson, Joint Executive Director:** Kelly has 20 years of experience working in conservation, biological research, and community outreach and education, mostly focused on protecting the Mojave Desert region of California. She worked as a field biologist specializing in Mojave desert tortoise biology and ecology for 15 years. She holds a Bachelor of Science degree in Ecology, Behavior and Evolution, and a Master of Science degree in Ecology and Systematics. She received a distinguished thesis award for her graduate work studying the impacts of climate on desert harvester ant behavior. Recognizing a need for more creative science communication and education, she went on to earn a Master of Fine Arts degree in Creative Nonfiction Writing, where she developed her ability to use storytelling and narrative to better connect people with nature. Before joining MDLT, Kelly worked at the Turtle Conservancy, where she developed an innovative education program teaching high school science through active participation in local turtle conservation programs, empowering youth to be community conservation leaders. She served on the Mojave Desert Land Trust's Board of Directors from 2013 to 2021.

**Cody Hanford, Joint Executive Director:** Cody has nearly 20 years of experience working in California desert conservation through a variety of roles. He began as a desert restoration intern and eventual crew leader with the Student Conservation Association's Desert Restoration Corps working extensively in the field throughout the Mojave and Colorado-Sonoran Deserts. Following a one-year hiatus as a Traveling Trainer and Master Educator for the Leave No Trace Center for Outdoor Ethics, he returned to the Mojave Desert as an Environmental Consultant for federal, state, and nonprofit entities pertaining to conservation land acquisition, habitat restoration, hazardous materials assessments, land management, and volunteer stewardship. Cody was previously the Executive Director of Transition Habitat Conservancy, where he oversaw their efforts in the West Mojave and associated mountain transition zones. He is especially proud of the comprehensive hydrologic survey of springs and seeps that he coordinated throughout the Bureau of Land Management's California Desert District, and for helping further creative solutions and recovery insights for Mojave Desert tortoise during his tenure there. Prior to his appointment as joint Executive Director, Cody served as Deputy Executive Director of the Mojave Desert Land Trust. This role included the formation of the organization's new Natural Resources Management Division for the programs of land acquisition, restoration, science and research, and native plant propagation.

**Madena Asbell, Plant Conservation Director:** Madena is a California native plant horticulturist with over 18 years of experience growing plants native to Southern California, including many species native to the Mojave Desert Ecoregion. Prior to her work with MDLT, Asbell was director of horticulture at the Theodore Payne Foundation for Wildflowers and Native Plants in Sun Valley, CA where she developed proficiency in growing native plants from seed, experimenting with seed germination of difficult species, and maintaining detailed written records. As Director of Plant Conservation at MDLT, she has developed processes and procedures suited for growing Mojave

Desert species from seed. In addition to the native plant restoration nursery, Asbell manages the Mojave Desert Seed Bank.

**Emmalyn Snead, Natural Resources Program Manager:** Emmalyn grew up on an agriculture farm in Virginia where her love of the natural world and conservation took root and has continued to thrive since. She graduated from Randolph College with a Bachelor of Science in biology before moving out West. She worked as a horseback trail guide in Medicine Bow National Forest and as an Invasive Plant Technician in Humbolt-Toiyabe National Forest before joining MDLT in January 2018 as a Land Steward. Emmalyn is happy to hone her passion for conservation by assisting MDLT in mitigating environmental degradation and preserving pristine desert habitat.

## **2. What is the CEO/Executive Director's salary?**

MDLT has two individuals (Kelly Herbinson and Cody Hanford) who serve as Joint Executive Directors, at a salary of \$100,000 per person.

## 2022 S.L. Gimbel Foundation APPLICATION

**V. Project Budget and Narrative (Do not delete these instructions on your completed form and use this form).**

A) **Budget Table:** Provide a detailed line-item budget for your **entire** program by completing the table below. Note that if funded, this is the budget that you will have to refer to in the Evaluation (Final) Report.

**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: **Do not use FTE percentages.**
  - 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)
- 3) Line items on Salaries/Personnel included in budget (contribution or in-kind) but NOT requested from the Gimbel Foundation must be broken down per number 2) above: Provide rate of pay per hour and number of hours.
- 4) The Gimbel Foundation **does not fund indirect costs.**

Line Item Request	Line Item Explanation	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel	Line Item Total of Project
Natural Resources Management Technician, Level I	\$19.07/hr X 20 hours/week X 50 weeks = \$19,070.00 Benefits: \$19,070.00 x 25% = \$4,767.50	\$4,767.50		\$19,070.00	\$23,837.50
Natural Resources Management Technician, Level II	\$22.96/hr X 20 hours/week X 50 weeks = \$22,960.00 Benefits: \$22,960.00 x 25% = \$5,740.00	\$5,740.00		\$22,960.00	\$28,700.00
Natural Resources Manager	\$26.87/hr X 4 hours/week X 50 weeks = \$5,374.00 Benefits: \$5,374.00 x 25% = \$1,343.50	\$6,717.50			\$6717.50
Volunteer Coordinator	\$20.23/hr X 25.5 hours/week X 50 weeks = \$25,793.25 Benefits: \$25,793.25 x 25% = \$6,448.31	\$4,615.00	\$5,500.00	\$22,126.56	\$32,241.56
Volunteer Ranger event supplies	\$500 per event x 4 events = \$2,000.00			\$2,000.00	\$2,000.00

Tablets for navigation and field data collection	5 tablets x \$750 = \$3,750.00	\$1,750.00		\$2,000.00	\$3,750.00
Field kit for new Volunteer Rangers	\$200 per kit x 25 kits = \$5,000.00			\$5,000.00	\$5,000.00
Wilderness First Aid Training for new Volunteer Rangers	\$275 per person x 25 new rangers = \$6,875.00			\$6,875.00	\$6,875.00
Vehicle Mileage	\$0.625 per mile x 5000 miles = \$3,125.00			\$3,125.00	\$3,125.00
Vehicle Use Rate	40 days x \$145 daily rate for 4x4 vehicle = \$5,800.00	\$5,800.00			\$5,800.00
Trash Disposal	\$59.94/ton x 14 tons + \$5.31/tire x 30 tires = \$839.16 + \$159.3 = \$998.46			\$998.46	\$998.46
Signage (Informational)	65 signs x \$75 = \$4,875.00			\$4,875.00	\$4,875.00
Signage (Boundary)	40 signs x \$150 = \$6,000	\$500.00	\$1,000.00	\$4,500.00	\$6,000.00
Fencing	\$1/ft x 10,000 feet = \$10,000.00		\$5,000.00	\$5,000.00	\$10,000.00
<b>TOTALS:</b>		\$29,890.00	\$11,500.00	\$98,530.02	\$139,920.02

**B) Narrative:** The budget narrative is the justification of “how” and/or “why” a line item helps to meet the program deliverables. Provide a description for each line item. Each line item must have a narrative. Explain how the line item relates to the program. If you are requesting funds to pay for staff, list the specific duties of each position. See attached SAMPLE Program Budget and Budget Narrative

1. Natural Resources Management Technician, Level I. Conducts weekly patrols of MDLT lands, performing management tasks as necessary, and reports back to Natural Resources Manager. Works with volunteers and rangers to help complete additional stewardship tasks.  
\$19.07/hr X 20 hours/week X 50 weeks = \$19,070.00; Benefits: \$19,070.00 x 25% = \$4767.50
2. Natural Resources Management Technician, Level II. Conducts weekly patrols of MDLT lands, performing management tasks as necessary, and reports back to Natural Resources Manager. Leads volunteers and rangers to help complete additional stewardship tasks.  
\$22.96/hr X 20 hours/week X 50 weeks = \$22,960.00; Benefits: \$22,960.00 x 25% = \$5,740.00
3. Natural Resources Manager. Oversees work plans, project logistics and NRM Tech staff. Works together with Volunteer Coordinator to support work plan and fulfill stewardship support with volunteers. Reports to Director of Lands and Executive Directors.



$\$26.87/\text{hr} \times 4 \text{ hours/week} \times 50 \text{ weeks} = \$5,374.00$ ; Benefits:  $\$5,374.00 \times 25\% = \$1,343.50$

4. Volunteer Coordinator. Organizes, trains, supports and coordinates MDLT volunteers. Leads training and orientation classes for all MDLT volunteers. Works closely with MDLT Lands Department to coordinate stewardship and monitoring projects. Coordinator will also develop curriculum for advanced volunteer training for restoration, more remote monitoring, and trail work. Volunteer Coordinator to work with additional organizations and MDLT staff to provide this advanced training for higher-tiered volunteers.  
 $\$20.23/\text{hr} \times 25.5 \text{ hours/week} \times 50 \text{ weeks} = \$25,793.25$ ; Benefits:  $\$25,793.25 \times 25\% = \$6,448.31$
5. Volunteer Ranger/Stewardship supplies for events. Food, water, equipment use, vehicle use, shade structures, first aid kits, chairs, and other incidentals.  
Estimated based on previous events at \$500 per event, x 4 events = \$2,000.00
6. Tablets for navigation and field data collection.  
 $\$750/\text{device} \times 5 \text{ units} = \$3,750.00$
7. Field kit for new Volunteer Rangers. Includes MDLT volunteer shirt, sun hat, and hydration pack.  
 $\$200/\text{kit} \times 25 \text{ volunteers} = \$5,000.00$
8. Wilderness First Aid Training for new Volunteer Rangers. Wilderness Medical Associates to offer a 16-hour course for volunteers.  
 $\$275/\text{person} \times 25 \text{ volunteers} = \$6,875.00$
9. Vehicle Mileage. For MDLT field staff and volunteers to utilize MDLT vehicles for patrols and stewardship activities.  
 $\$0.625/\text{mile} \text{ (Federal rate)} \times 5,000 \text{ miles} = \$3,125.00$
10. Vehicle Use Rate. For MDLT field vehicles utilized for work efforts on Morongo Basin linkage lands.  
 $\$145/\text{day} \text{ (MDLT established use rate for grant or services work)} \times 40 \text{ days} = \$5,800.00$
11. Trash Disposal. Removal of solid waste, illegal dumping, yard waste, tires, etc.  
 $\$59.94/\text{ton} \times 14 \text{ tons} + \$5.31/\text{tire} \times 30 \text{ tires} = \$839.16 + \$159.3 = \$998.46$
12. Signage (Informational). Contains MDLT information, message about sensitive habitat and prohibited uses.  
 $\$65/\text{sign} \times 75 \text{ signs} = \$4,875.00$
13. Signage (Boundary). Carsonite paddle sign and stickers that delineate MDLT property boundaries.  
 $40 \text{ signs} \times \$150 = \$6,000.00$
14. Fencing. Segments of fencing or hard barriers installed on route incursions or other locations where trespass is most pervasive. Materials include t-posts, wire or wooden bollards.  
 $\$1/\text{ft} \times 10,000 \text{ feet} = \$10,000.00$

## 2022 S.L. Gimbel Foundation APPLICATION

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

### *Secured/Awarded*

<b>Name of Funder: Foundation, Corporation, Government, Individual Donors, Other (specify)</b>	<b>Amount</b>
Anonymous (Foundation) (Available funds for federal lands inholding acquisition program.)	\$3,195,453
California Department of Fish & Wildlife, Environmental Enhancement Fund (Government) (Funds for restoration on Desert Springs property.)	\$252,115
California State Parks, OHVMR Division (Government) (Funds for restoration on Palisades Ranch property.)	\$217,608
Bureau of Land Management (Government) (Three active grants for seed bank, education, and post-fire research programs.)	\$109,908
California Parks Department, Outdoor Equity Program (Government) (Funds for education program.)	\$68,918
Conservation Lands Foundation (Foundation) (Funds for education and communication programs.)	\$60,000
Anonymous (Foundation) (Funds for acquisition, stewardship, and outreach.) (Match for this award notes in project budget for this application.)	\$50,000
The Fund for People in Parks (Foundation) (Funds for trail maintenance and improvement of properties to be conveyed to Joshua Tree National Park.)	\$25,836
Inland Empire Community Foundation (Foundation) (Funds for education program.)	\$10,000
Ladybug Foundation (Foundation) (General operating support.)	\$10,000
Mojave Water Agency (Government) (Funds for seed bank program.)	\$8,500
Clif Family Foundation (Foundation) (Funds for seed bank program.)	\$5,000
Individual Donations (Year-to-Date)	\$246,221
Natural Resource Management Funds for Section 33 and Coyote Valley properties (Department of Defense) (Annual funds for land management of two large MDLT parcels in the Morongo Basin)	\$44,796

### *Pending*

<b>Name of Funder: Foundation, Corporation, Government, Individual Donors, Other (specify)</b>	<b>Amount</b>	<b>Decision Date</b>
National Fish and Wildlife Foundation. (Foundation) (Funds for the Mojave Desert Tortoise Recovery Partnership program.)	\$1,100,000	Award in negotiation. Expecting grant agreement in next 3-4 months,

**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.

<b>Funding Source</b>	<b>Amount</b>	<b>% of Total Revenue</b>	<b>Funding Source</b>	<b>Amount</b>	<b>% of Total Revenue</b>
Contributions	\$423,880	8.84	Investment Earning	\$582,541	12.15
Fundraising/Special Events			Sale of Land	\$350,990	7.32
Corp/Foundation Grants	\$2,766,115	57.68	Endowments	\$325,643	6.79
Government Grants			Program Services	\$265,421	5.54

**Notes:** Remaining 1.68 percent represents in-kind (\$7,794), insurance reimbursement (\$23,750), and miscellaneous income (\$49,121).

## S.L. Gimbel Foundation APPLICATION

### VII. Financial Analysis

**Agency Name:** California Desert Land Conservancy DBA Mojave Desert Land Trust

**Most Current Fiscal Year (Dates):** **From** January 1, 2020 **To:** December 31, 2020

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
2,494,475	2,014,406	365,422	114,647

**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
2,494,475	Columns B / A x 100	Columns C / A x 100	Columns D / A x 100
Must equal 100%	80.75	14.65	4.60

**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
11.66	14.65	2.99

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

## S.L. Gimbel Foundation APPLICATION

**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.

<b>Cash</b>	<b>+ Accounts Receivables</b>	<b>/Current Liabilities</b>	<b>= Quick Ratio</b>
6,460,725	44,856	4,166,506	1.56

**Excess or Deficit for the Year:**

<b>Excess or (Deficit) Most recent fiscal year end</b>	<b>Excess or (Deficit) Prior fiscal year end</b>
2,302,544	4,025,211

**Notes:** The majority of these funds are donor restricted funds.

**VIII. EMAIL TWO PDF files to [Gimbel@iegives.org](mailto:Gimbel@iegives.org)**

- A. One PDF file of the following, #1 to #5      B. Second PDF file of the following, #6 & #7**

#1	Completed Grant Application Form (cover sheet, narrative), budget page and budget narrative (see sample) and sources of funding, financial analysis page	#6	A copy of your most recent year-end financial statements (audited if available)
#2	Your current operating budget and the previous year's actual expenses (see sample Budget Comparison)	#7	A copy of your most recent 990. <b>Please make sure that the Form 990 you submit is no more than two (2) years old.</b>
#3	Part IX <b><u>only</u></b> of the 990 form, Statement of Functional Expenses (one page). <b>Please make sure that the Form 990 you submit is no more than two (2) years old.</b>		
#4	For past grantees, a copy of your most recent final report.		
#5	A copy of your current 501(c)(3) letter from the IRS		



FISCAL YEAR 2022  
NON-PROFIT BUDGET

FISCAL YEAR 2022  
NON-PROFIT BUDGET

OPERATING BUDGET

REVENUE	FY 2021 PRIOR BUDGET	FY 2021 PRIOR ACTUAL As of Dec. 2021	FY 2022 BUDGET
<b>Acquisition</b>	<b>1,075,834</b>	<b>1,130,866</b>	<b>861,570</b>
Unrestricted Funds	-	655	275,820
Restricted Funds	-	-	-
Grants	262,055	352,754	273,750
Endowments	-	-	-
Miscellaneous Income	91,780	55,458	25,000
Revolving Funds	721,999	721,999	287,000
<b>Land Management</b>	<b>712,538</b>	<b>341,551</b>	<b>529,999</b>
Unrestricted Funds	15,198	15,198	9,606
Restricted Funds	-	-	-
Grants	469,839	117,899	34,500
Endowments	227,501	208,453	313,841
Miscellaneous Income	-	-	75,000
Revolving Funds	-	-	97,052
<b>Restoration &amp; Research</b>	<b>-</b>	<b>-</b>	<b>509,408</b>
Unrestricted Funds	-	-	-
Restricted Funds	-	-	26,085
Grants	-	-	427,953
Endowments	-	-	13,620
Miscellaneous Income	-	-	41,750
Revolving Funds	-	-	-
<b>Public Engagement</b>	<b>210,342</b>	<b>186,211</b>	<b>250,015</b>
Unrestricted Funds	124,114	96,688	136,542
Restricted Funds	-	-	-
Grants	84,850	89,523	103,473
Endowments	-	-	-
Miscellaneous Income	-	-	-
Revolving Funds	1,378	-	10,000
<b>Communication</b>	<b>96,981</b>	<b>81,910</b>	<b>97,963</b>
Unrestricted Funds	54,481	51,987	82,963
Restricted Funds	-	-	-
Grants	30,500	19,923	10,000
Endowments	-	-	-
Miscellaneous Income	2,000	-	-
Revolving Funds	10,000	10,000	5,000
<b>Plant Conservation</b>	<b>393,341</b>	<b>324,776</b>	<b>381,664</b>
Unrestricted Funds	185,211	151,598	70,651
Restricted Funds	20,000	20,000	115,000
Grants	76,500	66,689	93,013
Endowments	-	-	-
Miscellaneous Income	35,000	46,039	35,000
Contracts	76,630	40,451	68,000
<b>Development</b>	<b>134,682</b>	<b>133,948</b>	<b>146,883</b>
Unrestricted Funds	134,682	133,948	146,883
<b>Admin</b>	<b>298,013</b>	<b>552,115</b>	<b>332,531</b>
Unrestricted Funds	27,866	27,866	105,559
Unallocated Unrestricted Funds	-	232,262	-
Grants	55,750	80,877	65,250
Endowments	35,897	32,897	51,722
Miscellaneous Income	2,500	2,213	5,000
Revolving Funds	176,000	176,000	105,000
<b>TOTAL REVENUE</b>	<b>\$ 2,921,731</b>	<b>\$ 2,751,377</b>	<b>\$ 3,110,033</b>

FY 21 to FY 22 BUDGET VARIANCE	COMMENTS
275,820	
-	
11,695	
-	
(66,780)	
(434,999)	
(5,592)	
-	
(435,339)	
86,340	
75,000	
97,052	
-	
26,085	
427,953	
13,620	
41,750	
-	
12,428	
-	
18,623	
-	
-	
8,622	
-	
28,482	
-	
(20,500)	
-	
(2,000)	
(5,000)	
(114,560)	
95,000	
16,513	
-	
-	
(8,630)	
12,201	
77,693	
-	
9,500	
15,825	
2,500	
(71,000)	
<b>\$ 188,302</b>	



FISCAL YEAR 2022  
NON-PROFIT BUDGET

OPERATING BUDGET

EXPENSES	FY 2021 PRIOR BUDGET	FY 2021 PRIOR ACTUAL As of Nov. 2021	FY 2022 BUDGET
<b>Acquisition</b>	<b>1,219,620</b>	<b>915,028</b>	<b>848,631</b>
Salaries & Benefits	603,760	595,920	427,707
Appraisals, Escrow fees	46,130	86,246	46,000
Reserve	9,804	-	6,061
Program Expenses	559,926	232,861	368,862
<b>Land Management</b>	<b>558,750</b>	<b>422,836</b>	<b>497,591</b>
Salaries & Benefits	260,887	285,471	345,494
Contract Restoration	151,000	15,787	60,000
Reserve	4,236	-	4,896
Program Expenses	142,626	121,578	87,201
<b>Restoration &amp; Research</b>	<b>-</b>	<b>-</b>	<b>512,402</b>
Salaries & Benefits	-	-	219,471
Cultural & Natural Resources Surveys	-	-	169,450
Reserve	-	-	3,110
Program Expenses	-	-	120,371
<b>Public Engagement</b>	<b>231,256</b>	<b>244,355</b>	<b>258,182</b>
Salaries & Benefits	194,196	202,873	223,492
Reserve	3,153	-	3,167
Program Expenses	33,907	41,481	31,522
<b>Communication</b>	<b>93,481</b>	<b>64,621</b>	<b>93,875</b>
Salaries & Benefits	36,767	54,128	64,359
Website & Graphics	14,800	3,809	13,200
Lobbying	30,000	-	-
Reserve	597	-	912
Program Expenses	11,317	6,684	15,404
<b>Plant Conservation</b>	<b>381,341</b>	<b>361,768</b>	<b>375,196</b>
Salaries & Benefits	290,813	274,591	291,621
Pots/Flats/Trays/Potting Mix/Fertilizer	5,300	-	-
Irrigation	-	206	-
Reserve	4,722	-	4,132
Program Expenses	80,506	86,971	79,443
<b>Development</b>	<b>134,682</b>	<b>130,236</b>	<b>148,296</b>
Salaries & Benefits	69,270	71,131	99,710
Events	12,000	-	4,000
Postage & Mailing Service	7,750	4,542	8,750
Reserve	1,125	-	1,413
Department Expenses	44,538	54,562	34,424
<b>Admin</b>	<b>298,014</b>	<b>467,915</b>	<b>360,824</b>
Salaries & Benefits	114,635	135,062	127,640
Professional Fees & Accounting	26,000	21,684	13,000
Administrative Expenses	64,300	99,376	77,400
Reserve	1,862	-	1,809
Department Expenses	91,217	211,793	140,976
<b>TOTAL EXPENSES</b>	<b>\$ 2,917,144</b>	<b>\$ 2,606,758</b>	<b>\$ 3,094,996</b>
<b>NET TOTAL</b>	<b>\$ 4,587</b>	<b>\$ 144,619</b>	<b>\$ 15,037</b>

FISCAL YEAR 2022  
NON-PROFIT BUDGET

FY 21 to FY 22 BUDGET VS ACTUAL	COMMENTS
(176,052)	
(130)	
(3,743)	
(191,064)	
84,607	
(91,000)	
659	
(55,425)	
219,471	
169,450	
3,110	
120,371	
29,296	
14	
(2,384)	
27,591	
(1,600)	
(30,000)	
315	
4,088	
808	
(5,300)	
-	
(590)	
(1,063)	
30,440	
(8,000)	
1,000	
288	
(10,114)	
13,005	
(13,000)	
13,100	
(53)	
49,758	
<b>\$ 177,852</b>	

**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

<b>Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.</b>		(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
<b>1</b>	Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 . . . . .	35,200	35,200		
<b>2</b>	Grants and other assistance to domestic individuals. See Part IV, line 22 . . . . .				
<b>3</b>	Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16 . . . . .				
<b>4</b>	Benefits paid to or for members . . . . .				
<b>5</b>	Compensation of current officers, directors, trustees, and key employees . . . . .	110,790	95,279	12,187	3,324
<b>6</b>	Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) . . . . .				
<b>7</b>	Other salaries and wages . . . . .	1,023,316	880,052	112,565	30,699
<b>8</b>	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions) . . . . .	15,947	13,715	1,754	478
<b>9</b>	Other employee benefits . . . . .	28,384	24,410	3,122	852
<b>10</b>	Payroll taxes . . . . .	92,437	79,496	10,168	2,773
<b>11</b>	Fees for services (nonemployees):				
<b>a</b>	Management . . . . .	72,186	40,368	10,359	21,459
<b>b</b>	Legal . . . . .	20,366	20,366		
<b>c</b>	Accounting . . . . .	27,218		27,218	
<b>d</b>	Lobbying . . . . .				
<b>e</b>	Professional fundraising services. See Part IV, line 17 . . . . .				
<b>f</b>	Investment management fees . . . . .	9,558	8,720	838	
<b>g</b>	Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.) . . . . .	118,109	93,313	24,796	
<b>12</b>	Advertising and promotion . . . . .	10,088	3,978	1,664	4,446
<b>13</b>	Office expenses . . . . .	88,655	40,530	30,897	17,228
<b>14</b>	Information technology . . . . .	22,164	11,631	8,707	1,826
<b>15</b>	Royalties . . . . .				
<b>16</b>	Occupancy . . . . .	39,671	7,251	32,420	
<b>17</b>	Travel . . . . .	20,586	17,872	1,688	1,026
<b>18</b>	Payments of travel or entertainment expenses for any federal, state, or local public officials . . . . .				
<b>19</b>	Conferences, conventions, and meetings . . . . .				
<b>20</b>	Interest . . . . .	28,355		28,355	
<b>21</b>	Payments to affiliates . . . . .				
<b>22</b>	Depreciation, depletion, and amortization . . . . .	36,073		36,073	
<b>23</b>	Insurance . . . . .	62,554	55,591	5,381	1,582
<b>24</b>	Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.) . . . . .				
<b>a</b>	Land related costs . . . . .	532,106	532,011	95	
<b>b</b>	Tools and supplies . . . . .	28,707	27,305	376	1,026
<b>c</b>	Dues and fees . . . . .	19,473	10,893	6,544	2,036
<b>d</b>	Repairs and maintenance . . . . .	24,188	13,386	9,790	1,012
<b>e</b>	All other expenses . . . . .	28,344	3,039	425	24,880
<b>25</b>	<b>Total functional expenses.</b> Add lines 1 through 24e . . . . .	2,494,475	2,014,406	365,422	114,647
<b>26</b>	<b>Joint costs.</b> Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720) . . . . .				



INTERNAL REVENUE SERVICE  
P. O. BOX 2508  
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: AUG 17 2006

THE CALIFORNIA DESERT LAND  
CONSERVANCY  
C/O PAUL F SMITH  
6847 ADOBE RD  
TWENTYNINE PALMS, CA 92277

Employer Identification Number:

72-1603033

DLN:

17053284002045

Contact Person:

MARY ASHLINE

ID# 95183

Contact Telephone Number:

(877) 829-5500

Accounting Period Ending:

December 31

Public Charity Status:

170(b)(1)(A)(vi)

Form 990 Required:

Yes

Effective Date of Exemption:

July 20, 2005

Contribution Deductibility:

Yes

Advance Ruling Ending Date:

December 31, 2009

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. During your advance ruling period, you will be treated as a public charity. Your advance ruling period begins with the effective date of your exemption and ends with advance ruling ending date shown in the heading of the letter.

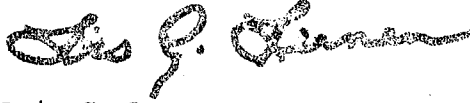
Shortly before the end of your advance ruling period, we will send you Form 8734, Support Schedule for Advance Ruling Period. You will have 90 days after the end of your advance ruling period to return the completed form. We will then notify you, in writing, about your public charity status.

Please see enclosed Information for Exempt Organizations Under Section 501(c)(3) for some helpful information about your responsibilities as an exempt organization.

Letter 1045 (DO/CG)

THE CALIFORNIA DESERT LAND

Sincerely,

A handwritten signature in cursive script, appearing to read "Lois G. Lerner".

Lois G. Lerner  
Director, Exempt Organizations  
Rulings and Agreements

Enclosures: Information for Organizations Exempt Under Section 501(c)(3)  
Statute Extension