

CALIFORNIA RANGELAND *Trust*

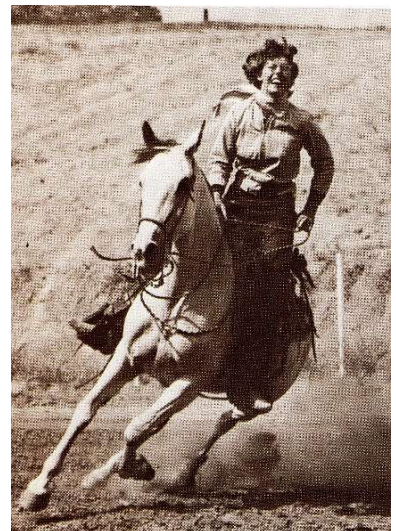
December 12, 2017

Thank you for being such a valuable supporter in Preserving Varian Arabians Ranch. Your past connections to Sheila and the Ranch are important to you, but you also showed your vision of preserving this iconic ranch for future generations. At the California Rangeland Trust, we share your vision and remain grateful for the generosity you showed in making a gift to protect Sheila's ranch. I want you to know that your early support has been so valuable in our ongoing efforts to secure the funding needed to conserve the Ranch. It is my pleasure to share some recent stories coming from the Ranch in the following update, stories that help us continue to feel connected to Sheila and her remarkable legacy.

When Sheila Varian started her Arabian horse ranch over 60 years ago in Arroyo Grande, she did it for the love of the horses and ended up building a legacy for the whole equine industry to celebrate. In her unique style, Sheila bred some of the most extraordinary champion bloodlines that have had a global impact on the Arabian horse industry and the overall quality of the breed. What she began continues to thrive, as evidenced by the heartwarming stories shared in this letter. The California Rangeland Trust is grateful to have your partnership in ensuring we can keep Sheila's legacy intact for future generations.

It was during her final years on this earth when it became so essential that she share her dream with others and establish a plan to preserve her cherished 190 acres. (This portion of the Central Coast is under serious pressure from increasing development and loss of open space to vineyards.) In 2015, Sheila partnered with the California Rangeland Trust to begin the process that will ensure the land is available for ranching – and for Arabian horses – forever, thereby securing a future for Sheila's dream.

Since Sheila's passing, the California Rangeland Trust has become very involved in the story of Varian Arabians Ranch, and we are grateful for the extraordinary team that continues to run this operation. It has been awe-inspiring and deeply



touching to visit the ranch and see the magnificent horses that comprise generations of the “V” program. *Angela Alvarez is a super star* and has done a brilliant job of taking the reins from Sheila and running the ranch as a successful and viable breeding and training facility. Under her direction, the Varian name continues to carry tremendous weight in the show world, on the trail and in the breeding barn.

Earlier this year at US Nationals in Tulsa, history was made again when two outstanding “V” horses went Champion and Reserve in Western Pleasure AOTR 36-55 class...a deep class won by Monaco Jullyen V (owned/ridden by Leslie Sommer), with Monticello V (owned/ridden by Carolyn Lesley) as Reserve.



“Owning a Varian breed horse who won 2 National Championships at the 2017 US Nationals is a dream come true. Monaco Jullyen V is by definition what you think of when you think of a Varian breed horse. He is beautiful, athletic and smart. To me Sheila was not just a breeder but an artist. Her legacy will continue with these beautiful horses.”

-- Leslie Sommer

“It is truly impossible to articulate the degree to which Monticello V has impacted my life. It isn’t just the journey he’s taken me on in the show ring... or the string of final memories my Mother and I shared around him before she passed. No, it’s much more. He is a product of a program that recognized and honored the whole horse – it’s mind, body and soul. Sheila Varian singlehandedly created a defining era that left the Arabian horse better than when she found it.

This past year at U.S. Nationals, we were once again named U.S. Reserve National Champions together... an exact repeat from 2016. But the best part was riding alongside another Varian-bred superstar as well, Monaco Jullyen V. It was as if Sheila had one foot in each of our stirrups, and was grinning ear to ear. The Power of the V is as alive as ever, not just in the greatest show rings, but also even more perhaps in the vibrant hearts of these wonderful, beautiful, and soulful horses. Thank you, Sheila.”

-- Carolyn Lesley

Heather Whitney, a long-time client and friend from Irvine, also has a life-changing story to share about her connection to Sheila and Varian Arabians Ranch. Heather was inspired by Desperado V and knew Sheila since before 2002. She purchased her first horse, Medicine Man V, to compete in the Hunter Pleasure division. The next horse she bought

from Sheila was a dressage and trail horse she would take out on rides locally and at the V6 Ranch - a 16,000-acre property owned by Sheila's cousin and conserved by the California Rangeland Trust.

“Sheila was a maverick that followed her ideals with Arabians. She bred the type of horses that could excel at any level... athletic and good-minded.”

-- Heather Whitney

In 2015, Heather was out on a trail ride when she fell from her horse, Bandy Dancer V, into a thick undergrowth of bushes, hidden from the trail. As Heather recalls, her faithful mount stayed on the trail, running back and forth as if to call attention to summon a rescue. After help came, the medical diagnosis was a cerebral aneurysm Heather experienced during her ride – likely the reason for her fall. Heather was placed into an induced coma for three weeks following the accident. She faced extensive physical and speech therapy treatment, learning to speak again due to a tracheotomy. When she awoke from her coma on Mother's Day of that year, Heather was resolved to get back to her horses as soon as possible.

Heather attributes her full recovery to her family, friends, and her passion for horses. As a beautiful tribute to Sheila and her own healing process, Heather was able to fulfill her dream of riding the trails again in October 2016 at the V6 Ranch. She continues to own two Varian horses, has bred her mare Bint Bint Balalinka V to Major Mac V, and has leased the Varian mare Sweet Klassique V who is in foal to Always A Jullyen V. Heather also proudly shared that her 10-year-old daughter, Grayson, not only loves horses but is now riding her own Varian mare, Alice Blue Gown V.

“It felt completely natural. You can live in fear or be thankful for each day.”

-- Heather Whitney

I hope these stories about Varian Arabians Ranch touched you as much as they have inspired me. The commitment to preserve history and support a future for ranching families is a significant challenge, but one that we should embrace. We cannot do this work without you...our friends...our supporters...our community...our family.

And so I ask you, as we approach the next chapter in our efforts to conserve ranch land, to please help us make a difference in our efforts to Preserve Varian Arabians Ranch. Each donation, no matter the size, is highly valuable in our efforts. Your gift will be added to the growing number of contributions towards purchasing the development rights for Sheila's ranch, and achieve her



dream of conserving this beautiful land. Your gift is a loving gesture of your commitment to keep America's ranching lifestyle vibrant, and also a tribute to the legacy of Sheila Varian.

In 2017, the California Rangeland Trust surpassed 300,000 acres protected under conservation easement – ensuring that valuable ranching lands will forever be available for the people, livestock and wildlife of California. In 2018, we'll celebrate 20 years of hard work and the dedication of our community of ranchers and friends that made this milestone possible. You are part of this success. And with your continued support, we will soon be able to count the Varian Arabians Ranch among those protected.

Please accept my sincerest appreciation for your generosity and my wishes that you have a happy and safe holiday season.

Sincerely,



Nita Vail
Chief Executive Officer

- P.S. Our goal is to raise \$2.5 million to place a conservation easement on the entire Varian Arabians Ranch to preserve it and keep it a working ranch forever. Your continued support will bring us closer to success, and bolster the work of our project team in 2018 as we prepare for the next phase to Preserve Varian Arabians.
- P.P.S. Gifts of any size – \$100; \$500; \$1,000; \$10,000 – will make all the difference as Sheila's vision unfolds into her lasting legacy. Please help preserve her land as a working ranch so it continues Sheila's story and is conserved as the historic place that fulfills the destiny of Varian Arabians.