

COMPANY EXECUTIVES



Robert A. Stine

President and Chief Executive Officer

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Robert A. Stine has been president and CEO of Tejon Ranch Company since 1996.

Prior to joining Tejon Ranch Company, Stine served for 17 years with the Collins Companies in San Diego, a privately held, diversified real estate development, construction and asset management company. Joining Collins in 1979 as vice president and regional partner in Orange County, he became CFO in 1981, COO in 1984 and was elected CEO in 1986. Previously, he was a vice president with Coldwell Banker (now known as CB Richard Ellis) and the top producer nationwide in 1978.

Stine currently serves as a director of Tejon Ranch Company; PacWest Bancorp, a bank holding company based in San Diego County; Valley Republic Bank (In Organization) in Bakersfield; The Bakersfield Californian, a privately held newspaper publishing company; and as a director of the California Chamber of Commerce. He is also a member of the Urban Land Institute (ULI) and is active with its Community Development Council.

Stine graduated from the Wharton School in Pennsylvania with a MBA. He earned his bachelor's degree in government and economics from St. Lawrence University in New York. From 1969 to 1975, Stine was in the U.S. Army Reserves, Corp of Engineers.

COMPANY EXECUTIVES



Joseph E. Drew

Senior Vice President, Real Estate

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Joseph E. Drew is Senior Vice President of Real Estate for Tejon Ranch Company.

In the more than 10 years he has been with the company, he has been intimately involved in a leadership role with all aspects of the company's successful real estate development initiatives. He joined the company in 2001 from the International Trade & Transportation Center where he was the president. In addition, Drew served as the chief executive officer for the Los Angeles County Metropolitan Transportation Authority and worked for the County of Kern as county administrative officer and director of airports.

Drew is a retired lieutenant colonel in the United States Army. He has a bachelor's degree in political science from Park College, Parkville, MO, and holds a master's degree in public administration (MPA) from California State University, Bakersfield.

COMPANY EXECUTIVES



Allen Lyda

Senior Vice President, Chief Financial
Officer and Corporate Treasurer

Allen Lyda

Senior Vice President, Chief Financial Officer and Corporate Treasurer

Allen E. Lyda is Senior Vice President and Chief Financial Officer for Tejon Ranch Company. Lyda, who joined the Company in 1990, also serves as Corporate Treasurer. Prior to joining Tejon Ranch, he was employed by American National Bank in Bakersfield, serving as Senior Vice President and Controller. Lyda graduated with a bachelor of science degree in business with a major in accounting from the University of Tulsa and received his MBA from California State University, Bakersfield. He is also a graduate of Stanford University's Financial Management Program. Lyda is a member of the American Institute of Certified Public Accountants and the Oklahoma State Board of Public Accountancy.

COMPANY EXECUTIVES



Greg Tobias

Vice President, General Counsel

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Vice President, General Counsel

Greg Tobias is Vice President and General Counsel for Tejon Ranch Company. With more than 20 years experience in real estate, land acquisition, and development law, he is responsible for overseeing all of the Company's legal work.

Tobias joined Tejon Ranch Company in 2011 from Olympia Land Corporation, where he served as Associate General Counsel for Southern Highlands Development Corporation in Las Vegas, NV. Prior to joining Olympia, he was Assistant General Counsel for General Growth Properties, Inc., the country's largest real estate investment trust, where he was responsible for all legal work related to the master planned community of Summerlin, NV.

Tobias earned a bachelor's degree from Boston College and his Juris Doctorate at Southern Methodist University School of Law.

COMPANY EXECUTIVES



Dennis Atkinson

Senior Vice President of Agriculture,
Water Resources

Dennis Atkinson

Senior Vice President, Agriculture & Water Resources

Dennis Atkinson is Senior Vice President of Agriculture and Water Resources at Tejon Ranch Company. A graduate of Cal Poly San Luis Obispo, Atkinson has been employed by Tejon Ranch for more than 30 years and is actively involved in agricultural organizations statewide. He is the current regional director of the State Farm Bureau, past president of the Kern County Farm Bureau, chairman of the Glassy Wing Sharpshooter Board, on the boards of the Kern Ag Foundation and California Wine Grape Growers, and is on an advisory board for the University of California, Riverside. Atkinson is also involved in a number of water agencies, serving as president of the Tejon Castac Water Agency, vice president of the Wheeler Ridge Water Agency and is also a member of the Kern County Water Bank Authority board of directors.

COMPANY EXECUTIVES



Kathleen J. Perkinson

Senior Vice President, Natural Resources and Stewardship

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Kathleen J. Perkinson is Senior Vice President of Community Development, Natural Resources and Stewardship for Tejon Ranch Company, overseeing the Company's interests in the Centennial and Tejon Mountain Village communities and coordinating the Company's stewardship and conservation efforts by overseeing implementation of the Tejon Ranch Conservation and Land Use Plan and serving as a board member of the Tejon Ranch Conservancy. She joined Tejon Ranch in July 2007 with over 20 years experience in the planning and development of master planned communities in California and Texas.

Prior to joining Tejon Ranch, Perkinson served as Managing Director of the Miller Family Companies, the master developer of Dos Vientos Ranch in Thousand Oaks, California, and prior to that as Vice President-Finance of Richland Interests, a Hines affiliate and Vice President-Senior Controller of Sugarland Properties Incorporated, the developer of First Colony in Sugar Land, Texas.

Perkinson participates in the leadership of the Urban Land Institute and is active in numerous professional and community organizations. Perkinson has a BS in Accountancy with a minor in Agricultural Economics from the University of Illinois and is a Certified Public Accountant.

COMPANY EXECUTIVES



Barry Zoeller

Vice President, Corporate
Communications and Marketing

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Barry Zoeller is Vice President, Corporate Communications & Marketing, a position he's held since joining Tejon Ranch Company in 2004. He was formerly Executive Director of the Kern County Board of Trade and principal of Zoeller Communications, a strategic communications consultancy.

Prior to his tenure at the Board of Trade, Zoeller served as News Director and News Anchor at KERO-TV in Bakersfield, CA. He's also been a News Anchor/Producer at WHO-TV in Des Moines, Iowa, and KODE-TV in Joplin, Missouri.

Zoeller was the original producer of the ABC Television Movie "David." His filmmaking credits also include "The Resurrection Trial," which he wrote, produced and directed, and "Temptation Control Center," which he also helmed.

Zoeller graduated with honors from Ozark Christian College in Joplin, Missouri, and has also studied at Loyola Marymount University and California State University Fullerton.

He is a member of the board of directors of the Bakersfield Museum of Art Foundation and a past board member with the Greater Bakersfield Chamber of Commerce.

COMPANY EXECUTIVES



Hugh F. McMahon IV

Vice President, Commercial and Industrial Real Estate

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Vice President, Commercial and Industrial Real Estate

Hugh McMahon is Vice President of Commercial and Industrial Real Estate for Tejon Ranch Company. McMahon is responsible for the development of commercial and industrial properties at the Tejon Ranch Commerce Center and oversees the Company's oil, gas and mineral interests, as well as all easements on the Ranch. McMahon began his career with the Company in 2001, having formerly served as Director of Finance for Castle and Cooke's mainland operations headquartered in Bakersfield, California. He graduated with a Bachelor of Arts in economics from California State University, Fresno, and received an MBA from California State University, Bakersfield. He is also a graduate of Stanford University's Financial Management Program and Harvard University's Real Estate Management Program.

COMPANY EXECUTIVES



Eileen Reynolds

Vice President, Government Affairs

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Vice President, Government Affairs

Eileen Reynolds is the Vice President, Government Affairs at Tejon Ranch Company. Based in Sacramento, Reynolds joined the Tejon Executive Team at the beginning of 2005.

Prior to joining Tejon Ranch Company, Reynolds served for 19 years at the California Association of REALTORS®, the largest professional state trade association in the United States. She was the REALTORS®' land use and environmental lobbyist, representing its 160,000 members in the state legislature and before various state-level boards and commissions.

Reynolds graduated from the College of Natural Resources at the University of California at Berkeley in 1985. She earned her bachelor's degree in conservation and resource studies, with emphasis in environmental law and land use policy. She is a former president and current member of Capitol Network, a Sacramento-based nonprofit organization that raises money for charities benefiting women and children throughout the state. She is a native Californian, born and raised in Marin County, and has lived and worked in Sacramento since 1986.

COMPANY EXECUTIVES



Abel Guzman

Vice President, Controller

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Vice President, Controller

Abel Guzman joined Tejon Ranch Company in August 2010 as its Vice President and Controller. Guzman is responsible for the management of all aspects of the accounting department, quarterly and annual SEC reporting and compliance with Section 404 of the Sarbanes-Oxley Act of 2002.

Prior to joining Tejon Ranch, Guzman was at Pacific Office Properties Trust, Inc. (ticker symbol PCE), a real estate investment trust with over \$500 million in assets. Guzman joined PCE in 2008 as Corporate Controller shortly after the company went public and established the company's SEC reporting structure. Guzman's extensive experience with public companies also includes Douglas Emmett, Inc. (ticker symbol DEI), a real estate investment trust with over \$6 billion in assets, Hilton Hotels Corporation and AIG SunAmerica.

Guzman began his career at the Big Five accounting firm of Arthur Andersen LLP after earning his Bachelor of Science degree in business with an emphasis in accounting from California State University, Northridge. Guzman is a certified public accountant in California.

COMPANY EXECUTIVES



Brian W. Grant

Vice President, Ranch Operations

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Brian W. Grant is Vice President of Ranch Operations for Tejon Ranch Company. He joined the company in 2008 and has worked in the Natural Resources and Stewardship and Commercial Real Estate divisions before moving to Ranch Operations in 2011.

After receiving a Bachelor of Science degree in Agricultural Business from Colorado State University, Grant spent five years trading time between Alaska, Montana, South America and New Zealand working as a fly fishing guide and in resource management before returning to California to attend Pepperdine University where he earned an MBA and MPP. He worked for Standard Pacific Homes in Bakersfield prior to beginning his career at Tejon Ranch.