

# Los Angeles Times

May 8, 2008, pA1

**Homes, homes on the range**

## The Sacramento Bee

May 9, 2008, pA1

**Pact saves acreage in south state**

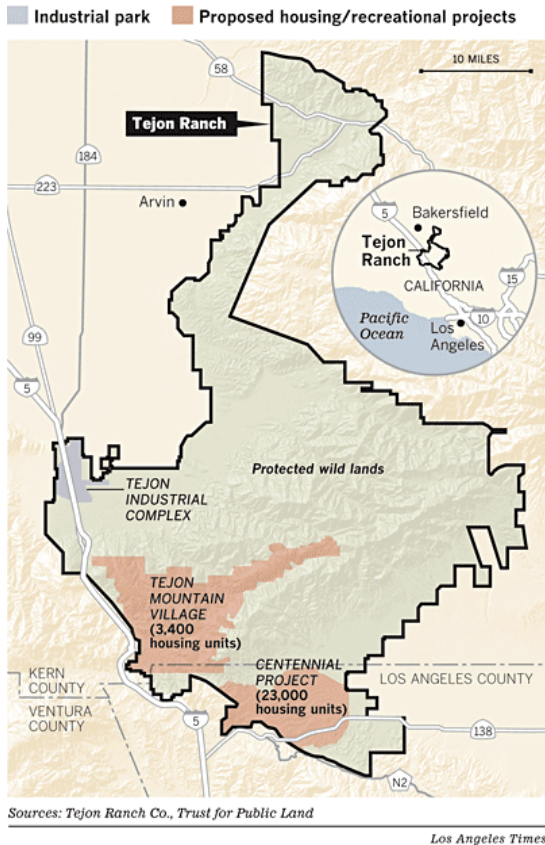
By Louis Sahagun of the LA Times



*OPEN SPACES: Eight times the size of San Francisco, the property in L.A. and Kern counties embraces the juncture of four ecosystems: The Mojave Desert grasslands, San Joaquin Valley oak woodlands, Tehachapi pine forests and coastal mountain ranges.*

## Homes on the range

The Tejon Ranch Co. and a coalition of environmental groups have agreed on a plan to protect 240,000 acres from development. In exchange, the coalition will not oppose construction of two big housing and recreation projects and an industrial park on the remainder of the 270,000-acre ranch.



A coalition of environmental groups and a developer have agreed on a landmark plan to conserve 90% of the largest chunk of privately owned wilderness remaining in Southern California.

The agreement ends years of debate over the fate of an untrammelled tableau of mountains, wildflower fields, twisted oaks and Joshua trees in the historic Tejon Ranch in the Tehachapi Mountains, about 60 miles north of Los Angeles.

The developer, the Tejon Ranch Co., has agreed to set aside 178,000 acres and provide an option for public purchase of 62,000 additional acres -- 49,000 to create a state park, 10,000 to realign a 37-mile segment of the Pacific Crest Trail through the heart of the wild lands and the rest to provide docent-led tours of sensitive habitat. It also will pull back development plans along some ridgelines considered crucial to the California condor.

In exchange, a coalition led by the Natural Resources Defense Council, the Sierra Club, Audubon California, the Planning and Conservation League and the Endangered Habitats League will not oppose the company's plans to build three urban centers, including more than 26,000 homes as well as hotels, condominiums and golf courses at the western and southwestern edge of the ranch.

Those groups and others had threatened a campaign against development of the property, saying it would extend Southern California's suburban sprawl to the Central Valley, add to regional traffic and air pollution woes, and harm endangered species such as the condor.

The pact was the second major truce among environmental groups and developers in as many months in Southern California, where such projects can be tied up in court for decades.

Last month, conservationists struck a deal with a Houston oil company that would allow for offshore drilling this year in exchange for early retirement of several large-scale oil facilities along an otherwise pristine coastline in Santa Barbara County.

In a prepared statement, California Gov. Arnold Schwarzenegger said the success in reaching the Tejon agreement underlines how "we can protect California's environment at the same time we pump up our economy."

Some environmentalists expressed reservations about the accord, to be announced today. Ilene Anderson, a biologist and spokeswoman for the Center for Biological Diversity, said her group remains worried about habitat for the condor.

"So while we support significant open space," she said, "it's precedent-setting that critical habitat for a species just brought back from the brink of extinction would be written off for development."

Eight times the size of San Francisco, the unfragmented 270,000-acre property embraces the juncture of four ecosystems: Mojave Desert grasslands, San Joaquin Valley oak woodlands, Tehachapi pine forests and coastal mountain ranges.



*NATURES CHISEL: A fallen oak provides a natural sculpture on ranch land. The agreement creates an independent conservancy composed of 12 members appointed by the company and its environmental partners to manage the land in perpetuity.*

### **Like Louisiana Purchase**

The 165-year-old ranch, first cobbled together by Edward Fitzgerald Beale, was owned for decades by an investment group led by former Los Angeles Times owner Harry Chandler and land developer Moses Sherman.

"For Southern California, this is the ecological equivalent of the Louisiana Purchase," said Bill Corcoran, senior regional representative for the Sierra Club. "It is the only place in the region where within a few minutes a visitor can ascend from Joshua tree

woodlands to oak-filled canyons on up to vast plains with views across the coastal range."

Permitting for residential and commercial development of the remaining 30,000 acres is expected to be easier with the agreement, although plans still must be approved by state and federal regulatory authorities, as well as Los Angeles and Kern counties, according to Robert A. Stine, president and chief executive of Tejon Ranch Co.

"Our vision has always been to preserve California's legacy and provide for California's future, and this agreement does exactly that," Stine said in an interview. "It's good for conservation, good for California and good for the company and its shareholders."

Finding common ground between the nation's most powerful environmental groups and the Tejon Ranch Co. wasn't easy.

"We've come a long way from where we started," said Joel Reynolds, senior attorney and director of the Southern California Program of the Natural Resources Defense Council. "This was an extremely complicated deal, but also a once-in-a-lifetime conservation opportunity."

The agreement guarantees Tejon Ranch Co. the right to proceed with massive development projects near Interstate 5: Centennial, a planned community of 23,000 homes east of Quail Lake in northern Los Angeles County; and Tejon Mountain Village in southern Kern County, which will include a resort featuring spas and boutique hotels, commercial space, golf courses and 3,400 estate homes. The Tejon Industrial Complex in the Kern County portion of the ranch is already home to IKEA's 2-million-square-foot main distribution warehouse, among others.

In each project, Stine said, "a whole set of design parameters will be reviewed by all parties to ensure that all development activity that takes place will consider all green opportunities into the future; that means transportation, building and landscape materials, water usage. Everything."

The agreement also creates an "independent Tejon Ranch Conservancy" composed of 12 members appointed by the company and its environmental partners to manage the preserved land in perpetuity. The company will provide about \$800,000 a year for seven years to get the conservancy off the ground. Later, it will be funded through transfer fees from the sale of residential properties.

"It's not enough to simply set aside land," Reynolds said. "We also need an entity whose focus is restoration and conservation."

Tejon Ranch remains a vast wildlife stronghold where deer, elk, bobcat and wild turkey flourish. Canyon bottoms are full of oaks. Along old lumber roads edging the brows of hills, flocks of wild pigeons rise. On the uplands, pine and cedar hold their own, and golden eagles ride warm air currents from coastal mountains to the Sierra.

Graham Chisolm, director of conservation for Audubon California said, "There is probably no more important property for the future of the California condor." Only a week ago, he said, roughly half of the 38 California condors in Southern California were foraging on the property.

#### **4 ridgelines spared**

A key to unlocking the stalemate was the developer's agreement to pull back from four of five northern-facing ridgelines, including one hemming scenic Bear Trap Canyon, that are prime foraging grounds inside critical California condor habitat.

"By removing the potential obstacles that have plagued similar development efforts in California, we'll be able to move ahead with the entitlement processes on our current development projects in a much more timely fashion," said Michael H. Winer, portfolio manager for Third Avenue Management, Tejon's largest shareholder, and a member of its board of directors.

The company had been seeking an "incidental condor take permit" from the U.S. Fish and Wildlife Service, which would have relieved it of liability in the event that its projects were linked to the death of any of the endangered raptors. However, the company recently determined that such a "lethal take permit" was no longer needed given the reconfiguration of development plans under the agreement.

Reynolds, of the Natural Resources Defense Council, said he was satisfied that the condor would be protected under the new plan.

"The condor is a very high-profile species, and there's been significant public investment in its recovery," he said, "and throughout these negotiations an enormous amount of attention was paid to ensuring that this agreement would be consistent with its recovery, and we believe it does so."

# San Francisco Chronicle

May 9, 2008, pA1

## Tejon Ranch deal – ‘conservation on a staggering scale’

By Peter Fimrite



Reuters / Tejon Ranch

*The Golden Hills region of the Tejon Ranch is shown in this photo. The ranch is eight times the area of San Francisco.*

**More than 240,000 acres near Grapevine will be saved from development forever**

A vast mountainous region glimpsed by generations of Californians mainly through bug-pocked windshields on Interstate 5 was preserved Thursday in what conservationists say is the largest, most ecologically crucial acquisition of public land in state history.

The deal saves from development more than 240,000 acres of the Tejon Ranch - a ruggedly diverse stretch of grassland, forest and oak woodland just north of Los Angeles that is known to motorists simply as the Grapevine.

It is, in reality, a unique ecosystem eight times the size of San Francisco. The 375-square-mile expanse of open land combines desert, mountain and valley habitat, a multi-layered wildlife corridor that is home to a wide variety of birds and animals, including the endangered California condor and the kit fox.

The plan is to reroute a 37-mile segment of the Pacific Crest Trail that now meanders through the Mojave Desert so that it goes through the ranch. It would open vast tracts of wilderness to the public and create a natural corridor that would give wildlife room to migrate and adapt in the event environmental changes caused by global warming disrupt their current habitat.



Reuters / Tejon Ranch

*The Tehon Ranch covers 375 square miles of varied habitat. This photo shows the Catskin region of the ranch.*

"It is one of the great conservation achievements in California history," said Joel Reynolds, an attorney for the Natural Resources Defense Council, one of a coalition of conservation groups, including the Sierra Club and Audubon California, that spent the past two years negotiating the deal.

"It has been the number one conservation priority because it is the largest private landholding in the state," he said. "It is an opportunity for us to conserve contiguous land on a scale that is unprecedented."

### **Preserve in perpetuity**

The agreement, announced on a sunny day amid rolling grassy hills at the ranch, is for the owner, Tejon Ranch Co., to place 178,000 acres under a series of conservation easements that will be phased in over time. The easements will preserve the land in perpetuity as open space but allow existing buildings and historic uses, like cattle grazing and moviemaking, to continue.

Gravel mining and oil and gas extraction activities also will be allowed within existing areas and defined expansion areas, according to the agreement.

Conservation easements will be available for a price still to be determined on 62,000 more acres over the next two years, according to the deal. Reynolds said state bond money is available for that acquisition.



*John Lacey checked on range cattle on part of the Tejon Ranch near Arvin, in Kern County*

In the end, 90 percent of the Tejon Ranch property will be preserved for public recreation and, in the future, the creation of a state park, Reynolds said. In return, the owner will be allowed to develop 10 percent of the land, including high end ridge-side homes, a 23,000-unit development in Los Angeles County and expansion of a commercial-industrial center where an IKEA distribution center is at the base of the mountains.

Gov. Arnold Schwarzenegger told the celebratory crowd at Tejon Ranch that the landmark deal is an example of how the sometimes conflicting goals of protecting the environment and boosting the economy can be bridged.

"When forward-thinking people are willing to sit down and make something positive happen, those old battle lines can be terminated," Schwarzenegger said. "The Tejon Ranch is a vast California treasure."

The area was named El Tejon, or "the badger," after Spanish soldiers under Lt. Francisco Ruiz discovered the species in a canyon during an 1805 expedition. Ruiz named an adjacent canyon Cañada de las Uvas, or "Grapevine Canyon," because of all the wild fruit growing there.

A Mexican land grant established Rancho El Tejon in 1843. Edward Fitzgerald Beale purchased the ranch in segments starting in 1855 and began a cattle ranching operation. His brand, the cross and crescent, was the first recorded in Kern County in 1868 and can be traced back to the year 997 and later to Spanish conquistadors.

Beale's son sold the land to a group of Southern California businessmen in 1912. Interstate 5 was later carved through the ranch.

### **Green outrage**

Proposals for commercial development and housing were first pushed forward in 1999, causing outrage among environmentalists, who decided the land should not fall prey to the kind of sprawl that has plagued the rest of Southern California.

Tensions continued for several years as the development plans progressed until the two sides began negotiating ways to preserve open space while allowing some development.

"The risk to Tejon Ranch was that over several decades a number of developments may have gone forward," said Bill Corcoran, the senior regional representative for the Sierra Club. "Without this agreement, the ecological integrity of the ranch would have been lost as development occurred over time."

Corcoran and others see the land as the key to linking the Sierra Nevada with undeveloped properties on the Pacific Coast.

### **Four distinct regions**

It is the only place in California where four distinct ecological regions - the Sierra Nevada, the Mojave Desert, the San Joaquin Valley and the Coastal Range - come together. It supports the last remaining stretch of native grassland in the southern San Joaquin Valley, most of which is now covered by crops.

Ancient blue oak woodlands, conifer forests and Joshua trees exist on the land, as well as wetlands, brilliant fields of wildflowers and a host of endangered and threatened lizards, squirrels, beetles and salamanders.

Of the birds, including the golden eagle, the California condor is the most significant species for which the Tejon Ranch provides habitat.

"This is arguably the most significant property for the California condor," said Graham Chisholm, director of conservation for Audubon California. "Condors nest just west of the property in the Los Padres National Forest. Historically, it was the condor steppingstone up into the Sierra Nevada, but for several decades condors haven't been in the Sierra."

Plans are in the works to set up condor feeding stations on the property, Chisholm said.

The property will be governed by the newly created Tejon Ranch Conservancy, which negotiators said will require users, including hunters and gravel miners, to do their best to use only environmentally friendly techniques.

"It's big," Chisholm said. "This is conservation on a staggering scale."

# The New York Times

May 9, 2008, pA17

## Major Deal Preserves Ranch Land in California

By Felicity Barringer

As much as 90 percent of one of Southern California's best-known ranches — long the property of one of the state's best-known newspaper families — will be kept permanently free of development under the terms of a deal announced on Thursday between the ranch corporation and five major conservation organizations.



*Caption Left: The Tejon Ranch is north of the Los Angeles area. Caption Right: Most of the Tejon Ranch will be protected from developers. The Catskin region is pictured here.*

“This is the Holy Grail of conservation in California,” said Joel Reynolds of the Natural Resources Defense Council. Bill Corcoran, the senior regional representative of the Sierra Club, added that the property, known as the Tejon Ranch, which reaches from the firs of the southern Sierra Nevada across the dry Tehachapi Mountains and west to the coastal range, “is the keystone for protecting Southern California’s natural legacy.”

In return for the commitment to allow easements on roughly 240,000 acres, the groups, including the Sierra Club, Audubon California and the Natural Resources Defense Council, will give up their opposition to industrial, resort and residential development on another 30,000 acres near Interstate 5.

The agreement brings to an end a standoff between Tejon Ranch, a publicly traded company formed after the Chandler family heirs, onetime owners of The Los Angeles Times, sold the land more than a decade ago, and conservation groups that wanted to prevent the ranchland, with its varied ecosystems, from becoming part of the sprawl of greater Los Angeles.

“What this agreement does today is it clears the way for us to go ahead” and seek permits for development from local and state environmental and land-use authorities, said Bob Stine, the executive director of the ranch, 60 miles north of Los Angeles. “That process can now go ahead without the environmental groups opposing it.”

Pete Bloom, a scientist who worked on California’s program to recover endangered condors in the 1980s, said the land to be conserved would be “ideal foraging and roosting habitat” for the condor. “They would use it as a place to have lunch and dinner,” Mr. Bloom said.

The lands to be put under conservation easement would be governed by a new nonprofit entity, the Tejon Ranch Conservancy. This group would ensure the permanent protection of about 178,000 acres “through a combination of dedicated conservation easements and designated project open spaces,” according to a statement released by the ranch and the groups on Thursday.

In addition, about 10,000 acres would be set aside for 37 miles of the Pacific Crest Trail, which runs from Mexico to Canada and would be rerouted to the ranch’s land.

The conservation groups would have the right to buy — almost certainly with the aid of a state-sponsored bond issue — another 62,000 acres within three years. Tejon Ranch would accept the value set by a state appraiser, according to both Mr. Stine and Mr. Reynolds of the Natural Resources Defense Council.

Mr. Reynolds also noted that public access to the ranch, from the grasslands to the gnarled Joshua trees, would be guaranteed, and that a 49,000-acre park would most likely be created out of some of the land where the ranch now runs cattle and harvests pistachios and walnuts.

# The New York Times

May 13, 2008, pA22

## Editorial: Saving Tejon Ranch

If you've ever driven up Interstate 5 from Los Angeles and over the Grapevine, you've passed signs for Tejon Ranch, the largest contiguous privately owned property in California.

The Interstate passes along the western edge of the 422-square-mile ranch, which spills to the northeast across the Tehachapi Mountains and into the Mojave Desert and the San Joaquin Valley just south of Bakersfield. Like so much of Southern California before it was developed, Tejon Ranch is an environmental mosaic, a place where several ecological regions converge. Now, unlike most of Southern California, it will be protected from development.

Last week, a coalition of five environmental groups, working with the company that owns and manages the ranch, announced that 240,000 acres — the vast majority of the ranch property — would be protected by a new conservation agreement, which will gradually phase in conservation easements. Development will be allowed on 30,000 acres, mostly along the corridor created by Interstate 5.

Protecting this much land would be big news in any region of the country. But to set aside this much land so close to Los Angeles, where development has gone unchecked for the past half-century, is remarkable, a testament to the cooperative spirit in which this conservation plan was formed and the strength of the desire to keep the courts from deciding the fate of Tejon Ranch.

It is an old habit in Southern California to think of open land as future housing. But this decision ensures that most of Tejon Ranch will never become human habitat, though there will be some carefully controlled recreational access. Instead, it will remain a sanctuary for all the other animals and plant communities that thrive there, including the California condor, for which this has been designated critical habitat.

# The Sacramento Bee

May 10, 2008

## Editorial: Historic Agreement Preserves Tejon Ranch

It took several years of contentious negotiations, but private landowners, developers and environmental groups have achieved a historic land-use agreement for the 270,000-acre Tejon Ranch.

This is the largest private landholding left in the state, located along Interstate 5 about 60 miles north of Los Angeles and 30 miles south of Bakersfield. The ranch's origins go back to four Mexican land grants. Much of it remains pristine.

All the parties agree that there's nothing like this land anywhere in the state, a giant place encompassing parts of the Sierra Nevada, Mojave Desert, Coastal Range and San Joaquin Valley.

With the Tejon Ranch Conservation and Land Use Agreement, Californians get protection of 178,000 acres of unfragmented open space, which will be managed by a nonprofit conservancy. The public also gets a three-year option to buy an additional 62,000 acres. The long-term aim is to work toward creation of a state park, which would include a 37-mile section of the Pacific Crest Trail.

The agreement allows the private owners to proceed with development on 30,000 acres, resulting in 26,000 homes, hotels and golf courses at the western and southwestern edge of the ranch near Interstate 5.

A key breakthrough was when the developer agreed not to build on land that contains prime foraging grounds for roughly half of the 38 condors in Southern California. But the Center for Biological Diversity remains worried about the remaining development areas and didn't sign the agreement. Condor recovery clearly will have to be monitored over time.

Joel Reynolds of the Natural Resources Defense Council called the deal a "once-in-a-lifetime opportunity for conservation of California's wildlife heritage on a staggering geographic scale." Gov. Arnold Schwarzenegger is optimistic that it will show that "we can protect California's environment at the same time we pump up our economy."

This deal is a major accomplishment. Californians won't see many more opportunities to preserve land on the scale of the Tejon Ranch.

# The Bakersfield Californian

May 18, 2008

## **Editorial: Tejon agreement a 'great conservation achievement'**

Applaud the Tejon Ranch agreement for its promise to preserve about 90 percent of the largest private landholding in California and the largest private parcel of wilderness land in Southern California.

Applaud the company for its forward thinking protecting the habitat of endangered species and the public's access to what Gov. Arnold Schwarzenegger described as a "vast California treasure."

Applaud for the landowner's enlightened approach to negotiating with citizens and environmental groups crafting an agreement that will allow Tejon to build homes and businesses on the remaining 10 percent of the ranch.

In return for those concessions, Tejon has received assurances from several major environmental groups that they will not oppose development plans.

That does not mean Tejon will get a "free ride" with these development plans. Many hurdles remain for the company to obtain local, state and federal approval for its Mountain Village housing and commercial project along I-5 and the expansion of its industrial project, which already includes the IKEA distribution warehouse in Kern County. Approval also will be needed for its 23,000-home Centennial planned community in northern Los Angeles County.

Elected and appointed officials in Kern and Los Angeles counties will take the lead on these projects protecting taxpayers' interests and helping shape the projects to enhance and protect the region's resources and quality of life. Tejon officials have promised to consult the company's environmental partners as they proceed with development plans. There also will be plenty of opportunities for the public to express concerns.

Tejon officials could have taken a different approach to moving forward with its development plans. Facing threatened opposition from environmental groups, they could

have pumped up their chests, flexed their "private property rights" muscles and engaged in political and judicial warfare.

Too often we have seen this approach, even in Bakersfield's own backyard, leaving the landowner and public losers.

Instead, Tejon officials reached out to environmental groups, seeking to craft a project that would achieve a range of goals protecting species, wilderness land and the environment; clearing the path for limited development; and creating what Joel Reynolds, an attorney for the National Resources Defense Council, called "one of the great conservation achievements in California history."

"Owning so much land, there's certainly a duty," Robert A. Stine, president and chief executive of Tejon Ranch Co., told *The Californian*. "To whom much is given, much is expected. Where does development go? How do we take care of what nature has provided? That's what we've tried to do -- keep a balance, while moving forward for our shareholders."

In a nutshell, Tejon has agreed to set aside 178,000 acres, providing an option for public purchase of 62,000 additional acres 49,000 to create a state park, 10,000 to realign a segment of the Pacific Crest Trail and the rest to provide tours of sensitive habitat. Funding for land acquisition and maintenance must still be acquired.

Tejon officials also agreed to set back building in its Mountain Village from several sensitive cliffs to protect the endangered condors.

"When forward-thinking people are willing to sit down and make something positive happen, those old battle lines can be terminated," Schwarzenegger noted at a press conference announcing the agreement.

The promise of this agreement is great. Californians should hope for its success.

Tejon's enlightened approach should serve as a model for all landowners who must clear environmental hurdles and other public concerns in order to develop projects.

# Los Angeles Times

May 19, 2008

## OPINION: The Tejon Ranch model

**On environmental issues, the middle road doesn't suit everybody. But it can preserve a lot of wilderness for posterity.**

By Graham Chisholm and Joel Reynolds

Want to build a housing development in a wetland, or maybe a refinery on the coast?

Good luck with that.

Conservationists now excel at protecting our natural treasures. We've mastered public relations, sharpened our lobbying and built war chests to pay for armies of scientists and lawyers to build the case that developers shouldn't be allowed to grind up our wild lands.

But developers are veterans of the game too, and they win their share of fights. And while a win-some-lose-some record might be OK in baseball, it's not always good for the environment. It results in a checkerboard landscape of open space and development that does too little for the wildlife and wilderness for which we're trying to build a future. It turns out, though, that confrontation isn't so great for property owners either. So, recently, both sides have been willing to try a different path.

Just last month, environmental groups in Santa Barbara County struck a deal with a Houston-based oil company that will shut down controversial offshore drilling decades early in exchange for support for new drilling in less-contested areas. The deal also will net thousands of prime coastal acres for parkland.

Then there is the agreement announced May 8 between environmental groups, including ours, and the Tejon Ranch Co. It will protect up to 240,000 contiguous acres of privately owned, ecologically important land in the Tehachapi Mountains north of Los Angeles. The deal also will open this sweeping landscape to the public, including a possible 50,000-acre park.

This is perhaps the greatest victory for conservation that many of us will see in our lifetimes. Located at the juncture of the coastal mountains and the Sierra Nevada, Mojave Desert and San Joaquin Valley, the enormous parcel is home to precious native grasslands, ancient oaks, Joshua tree woodlands and conifer forests. It is home to the endangered California condor and more than 25 plant and animal species listed as endangered or threatened.

In exchange for conserving 90% of this irreplaceable land, Audubon California, the

Sierra Club, the Natural Resources Defense Council and other groups have agreed not to oppose three development projects on the remaining 10%. These developments, none of which has been approved by regulatory agencies, will still be subject to public review and comment and all applicable environmental protection laws.

Both sides had to swallow hard before striking this deal, but both came away with results they never could have secured any other way. And while these proposed developments -- which could include 26,000 homes, a resort community and an industrial complex -- would normally have conservationists spoiling for a fight, the prospect of protecting nearly 375 square miles was an opportunity we couldn't ignore.

Whether this deal represents a template for future disputes remains to be seen. But there is undeniable value in negotiating early, before positions inevitably polarize in administrative and legal proceedings. Oil exploration in the Rockies, toll road and power line construction through state parks, water allocation and storage -- these and other intractable environmental disputes might benefit from such an approach, but only when all sides are sufficiently committed to it.

Environmentalist critics say there can be no legitimate justification for agreeing to withhold opposition to proposed development in sensitive habitat areas. Maybe not. But the protracted negotiations over Tejon Ranch were not about approving development, and this agreement doesn't do that. This was about securing 90% of the ranch for conservation.

One need look no further than the Santa Clara River Valley, where Santa Clarita, Newhall and Valencia have sprawled for decades, to see what could have happened. There, conservationists have been battling against piecemeal development for years -- winning some and losing some -- and the result is a patchwork of housing subdivisions, commercial projects and unconnected open space.

California can't afford more of that. In the absence of this agreement, the Tejon Ranch Co. might have developed its land one project at a time over decades or sold off parcels to other developers. Over the next 50 years, conservationists could have found themselves squaring off in court against potentially hundreds of different projects.

As the population of California balloons toward 50 million in the next 20 years, our environmental challenges will be enormous. Inevitably, there will be battles to protect dwindling natural resources and open space, and conservationists must be prepared to fight. But the agreement at Tejon Ranch demonstrates that when the motivation for both sides is strong enough, there may be a better way to shape the future of our best landscapes.

*Graham Chisholm is director of conservation for Audubon California. Joel Reynolds is senior attorney with the Natural Resources Defense Council.*