

**Central Coast Rangeland Coalition
Fall 2023 Meeting**

**Ranching and conservation: Business solutions for liability insurance, housing,
and rancher/manager collaboration
Thursday October 19, 2023**

8:30	Registration and coffee
9:00	Welcome, opening remarks <i>Devii Rao, University of California Cooperative Extension</i>
	1st Small Group Exercise
	Panel discussion: Outlook on rangeland insurance and specific examples of ranch lease insurance requirements, challenges, and solutions - conversation informed by insurance matrix created by Felix Ratcliff <i>Braden Clark, InterWest Insurance Services, LLC Craig Smith, Todd Garibaldi Insurance Agency, Inc. Kelly Trotten, Andreini & Company Clayton Koopmann, Koopmann Ranch</i>
	BREAK
	Connecting housing to rangeland stewardship <i>Julie Morris, UC Cooperative Extension Omar Smith, Midpeninsula Regional Open Space District</i>
	Glenwood Preserve and Land Trust of Santa Cruz County orientation - how it's an example of grazing management strategies to achieve conservation and rancher sustainability. <i>Matthew Timmer, Land Trust of Santa Cruz County</i>
	2nd Small Group Exercise
12:00	Lunch
12:45	Get directions to field site / put away chairs and tables
1:00	Drive to Glenwood Preserve
1:20	Walk from parking lot to site
	Glenwood Open Space Preserve and Land Trust of Santa Cruz County - Grazing management collaboration to achieve conservation and rancher sustainability
	Station 1 – Rancher Perspective <i>Pete Suski, Glenwood Preserve Ranching Lessee</i>
	Station 2 – Conservation Lands Manager Perspective <i>Matthew Timmer, Land Trust of Santa Cruz County</i>
	Station 3 – Consultant Perspective <i>Larry Ford - LD Ford, Consultants in Rangeland Conservation Science</i>
	3rd Small Group Exercise
	Closing remarks
	Walk back to cars
4:15	Program ends

Please evaluate our meeting with this online survey



Speaker Bios

Braden Clark graduated from CSU, Chico, in December of 2018 with a Bachelor's Degree in Business Administration – Finance. He joined InterWest as an intern in the summer of 2017. After graduating, Braden spent five months working at Zenith Agribusiness Solutions in their Agent Immersion Program and gained an understanding of coverages, forms and underwriting agriculture property and casualty insurance. He also earned his Agribusiness and Farm Insurance Specialist (AFIS) designation and is a licensed crop insurance agent. Braden is active in multiple agriculture associations, including the Almond Alliance and Western Agriculture Processors Association (WAPA). Braden lives in Willows and when not in the office, enjoys hunting, fishing, and playing golf.

Julie Morris serves as the Agricultural Liaison for Santa Clara County with the UC Cooperative Extension. She works directly with farmers and ranchers to assist on regulatory issues, funding opportunities, and ag policy. Prior to joining UCCE, Julie founded and co-operated T.O. Cattle Company and Morris Grassfed Beef with her partner, Joe Morris, managing rangelands and direct marketing beef to customers throughout California. She also has worked in journalism, government relations for a large produce company, and community organizing with philanthropic organizations.

Kelly Totten, Vice President Small Commercial & Farm Ranch Department Manager joined Andreini & Company in 2016 in the role of Small Commercial Department Manager. She is responsible for all aspects of this division, including not only overseeing the placement of new and renewal accounts, training, hiring and customer service but also planning and strategic account development. Currently the team consists of five individuals who provide support to all the Andreini & Company offices in this business segment. In 2018 Kelly was also given responsibility as Farm Ranch Department Manager and manages all aspects of account placement and servicing. The team consists of six individuals.

Lawrence (Larry) Ford, PhD is Senior Scientist and Principal for LDFord, Consultants in Rangeland Conservation Science. He specializes in planning, monitoring, and research to define beneficial management of conservation lands, especially endangered species habitat of grasslands. He is an innovator in grazing prescriptions/systems, monitoring technologies, expert workgroups, and training to achieve conservation goals. He is CA Certified Rangeland Manager #70.

Matthew Timmer, M.S., is the Director of Land Stewardship at the Land Trust of Santa Cruz County. He has worked in both the public and private sectors, primarily as a wildlife ecologist. In his current position, he oversees land management on 14 properties and over 5000 acres, which includes timber harvest planning, developing, and maintaining fire plans, coordinating grazing operations, and managing biotic and aquatic resources to achieve conservation goals.

Craig Smith started his insurance career in 2006 after graduating Cal Poly, SLO, with an Agricultural Business Degree with Liberty Mutual Insurance as a Farm and Ranch Underwriter. In a short period of time, he worked up to manage the Farm and Ranch division within Liberty Mutual in the Western United States. In 2013, he left Liberty Mutual and entered the agency space with a focus on helping Farm and Ranchers mitigate risks from Liability, Auto, and Financial Exposures that exist in the industry. Outside of the insurance spectrum, he runs a small cattle operation where he finds himself mitigating the same exposures that all farmers and ranchers in the industry do.

Pete Suski has been the grazing lessee and cattle grazing collaborator with the Land Trust of Santa Cruz County at Glenwood Open Space Preserve since 2015.

Omar Smith is the Senior Property Management Specialist with Mid-Pen Open Space District, July 2017-Present. Omar has a facilities management leadership background supporting retail operations for Nordstrom and AutoNation. He joined MidPen's Land and Facility team in 2017. In 2020, Omar was promoted to Property Management division supporting the District's grazing leases, residential housing fleet for both public and employees, communication leases, and equestrian stable properties.