In Perpetuity

A Growing Greenway

In December, Delaware & Raritan Greenway partnered with Mercer County and the New Jersey Green Acres program to purchase a conservation easement from Hopewell Township resident, Ethel Theriault. The easement protects twenty acres in Hopewell Township adjacent to our Cedar Ridge Preserve on Van Dyke Road extending the Cedar Ridge Preserve to nearly 110 acres.

The reasons landowners preserve their land are as diverse as the landowners themselves. Each individual has a unique story that calls them to protect the land, and unique needs that determine the structure of the land protection agreement.

Ethel Theriault’s reasons to preserve her land, and her commitment to caring for her land, are deeply rooted in the earth. Her philosophy to live gently and responsibly toward the earth is reflected in the beautiful rugs she makes from remnants of old clothes, and in the worldly marionettes to whom she gives life. Rumpelstiltskin-like, she spins straw into gold.

“I just don’t think the land on this farm can support any more houses,” she states.

It was here, that this native of New England got a breath of fresh air from her then city environs. She and her husband Gerry came looking for “a little piece of Maine” and found it on a little farm on forty-two acres nestled in the rolling hills of the Sourlands.

“Oh, it was heaven,” she beamed, her face lighting up with joy as she reminisced about her move from Haddon Heights to Hopewell. “It felt really liberating. We were tucked back in here off of Stony Brook Road which was dirt then, and we had the long driveway. The four children could roam the whole farm, camp-out in the woods, build tree houses; they had the run of the place. We had gardens and my husband had a great hobby of cutting down multi-flora roses,” she added with a laugh.

After Ethel’s husband Gerry died in 1986, the roses started creeping in on her. In response to her lamentations, she received two gifts; from her oldest son, a beautifully illustrated book of Briar Rose, and from

Continued on page 5
Common Ground
The Season of Conservation

BY LINDA J. MEAD

In central New Jersey, we are blessed to experience the seasons of nature. The whiteness of the winter snow highlights the red cardinal. On a spring walk, we are treated to sounds of rushing streams melting snow and new shots of wildflowers emerging from the earth. Long days of summer sunlight blend into running sunsets and night sounds that keep us company under starry skies. As the sun moves lower on the horizon and days shorten, autumn colors our world.

As D&R Greenway, we enjoy all of nature’s seasons and one more—the season of conservation closures.

Closures take place throughout the year, though, and even today they tend to accumulate at the beginning and the end of the calendar year. The reason is twofold: many landowners wish to time their closing in a particular year to take advantage of the income tax benefit, and many landowners are motivated at income tax time to seriously consider their options and related tax benefits, thus beginning the process which leads to a closing a year later.

The lessons for landowners are:

- Land preservation can provide significant estate and income tax benefits.
- It is often beneficial to consider your personal financial situation when determining the best time to preserve your land, and
- It takes a minimum of a year in the best circumstances to prepare.

Continued on page 5

New Board Members Named

Thomas A. Moore and John Weingart were recently elected to D&R Greenway’s Board of Trustees. In making the announcement, board chairman Neil Umpierwe welcomed the two new members adding that as D&R Greenway strengthens and expands it’s board, it will strengthen and support the organization to continue in the leadership role that it has as central New Jersey’s regional land trust. Tom Moore is president and CEO of Nelson Communications, Inc., a company in the medical communications sector. A graduate of Princeton University, Tom held several positions at Procter & Gamble. Most recently he served as President of Procter & Gamble’s Health Care Products Worldwide and then Group Vice President of the Procter & Gamble Company. Tom has been active in a wide range of community and professional volunteer activities. He served as chairman and president of The Cincinnati Ballet Company and on the board of numerous organizations. He currently serves as chairman of the board of the American Health Foundation as well as director of the National Public Radio Foundation. He is also a member of the Board of Medical Science Systems.

John Weingart is a senior fellow at the Center for Analysis of Public Issues where he is completing a book called Waste Is A Terrible Thing To Mind. He is the co-author of a previous book, Reform of Undergraduate Education, which was given the “Book of the Year” award by the American Council on Education.

John previously served in New Jersey state government for more than 20 years, focusing on land use planning and the design and administration of regulatory programs as

Unplanned – Developer Sale

| Sale price received by landowner in lump sum | $300,000 |
| Less: Capital gains tax (20%) | ($60,000) |
| Less: Estate income tax (5%) | ($15,000) |
| Net capital gain and state income tax | $225,000 |
| Invested in 15-year treasury bond at 5.5% | $225,000 |
| Income per year | $12,375 |

Planned – Tax Efficient Sale

| Sale price given to developer | $300,000 |
| Amount to buy annuity | $270,000 |
| Money for car, pool and trip to Europe | $30,000 |
| Less: Capital gains tax (6%) | ($18,000) |
| Less: State income tax (1.5%) | ($3,750) |
| Net after capital gain and state income tax | $282,500 |
| Annual income | $21,900 |
| Total interest paid over 15 years | $185,625 |
| Principal returned at the end of 15 years | $225,000 |
| Federal estate tax of 40% upon death | ($90,000) |
| Net after estate tax | $135,000 |

Benefits of Planned Approach

Increase per year (2.7%) | $9,525
| Total 15-year increase | $97,875
| Total 15-year increase | $97,875
| Net after estate tax | $135,000

she is interested, she cannot afford an outright donation of the property to D&R Greenway. She needs a new car, minor roof repairs on the house and would love to take a trip to Europe that she and her recently widowed sister have been dreaming of. She also would like a stream of income to augment her current retirement income. She has no children but several nieces and nephews whom she might like to leave a little something to. The developers are knocking at her door.

The solution recommended by PaineWebber, Inc. results in tax savings, additional annual income and estate benefits, as described in the chart below:

D&R Greenway can arrange a meeting for you at no cost with PaineWebber, or meet with you and your financial planner, to determine the arrangement that can best meet your needs and preserve your land. Call us today at (609) 924-4646.

Editor's note: Many thanks to Wade and Art Martin of the Martin Group, PaineWebber, Inc. of Princeton for their support of land preservation. •

Conservation Options

“Live Off Your Land”

Traditional financial planning tools used in innovative ways to preserve land can provide landowners with substantial estate and income tax benefits and the opportunity to receive a stream of income and “live off their land.” Long employed by wealthy individuals to shelter investments, these tools have been much less frequently used to benefit landowners through land preservation.

They are not only useful to wealthy individuals. Depending on the landowner’s situation and specific needs, these tools can lower or eliminate capital gains tax, property tax and roll back taxes, and provide a charitable deduction for six years and income for life. They can also lower estate taxes for a landowner’s heirs. The financial planning tools include annuities, charitable remainder trusts (CRT) and bequests.

Example:

Mrs. Greenwood, age 60, and her now deceased husband purchased her 68 acre wooded property 25 years ago as an investment. They dearly loved the land and enjoyed the privacy it provided. Mrs. Greenwood can no longer care for the property and wants very much to see it preserved as open space. Though

John Weingart

an assistant commissioner and division director in the Department of Environmental Protection.

John is currently a visiting associate at Rutgers University’s Eagleton Institute of Politics. In addition, he is the host of Music You Can’t Hear On The Radio, New Jersey’s oldest folk music radio program heard every Sunday evening on WPRB, the Princeton University station. John has a degree in sociology from Brandeis University and an M.A. in public affairs from Princeton University’s Woodrow Wilson School. •

Thomas A. Moore

DELAWARE & RARITAN GREENWAY NEWSLETTER • WINTER 2000

DELAWARE & RARITAN GREENWAY NEWSLETTER • WINTER 2000
Got a Match? You Can Help!

Do you know if your employer matches contributions to nonprofit organizations? It’s worth your time to check! If you work for a company with a matching gift program, you can double your gift to D&R Greenway just by submitting your company-provided matching gift form along with your contribution. In this way, you gain additional support for the causes and programs that you believe in and are committed to.

Each year D&R Greenway receives several thousand dollars of vital operating support in the form of matching gifts. These funds, along with contributions from individuals, foundations, and corporations, enable us to continue our efforts to preserve land here in central New Jersey.

Check it out—see if you can double your money!  

In Perpetuity

Continued from page 1

the second son, a goat—one gift for the spirit and one for the body.

Today, Brisa Rose holds a spot on her bookshelf, the goat is gone, the roses are once again held at bay by the activities of a working farm, and a herd of miniature horses and donkeys graze and roam the meadows. Mrs. Theriault’s daughter-in-law, Mary Lou, runs Brumar Farms, where she raises and sells the miniature horses and donkeys for pets. The morning I visited, the farm felt simultaneously quiet and alive.

Mrs. Theriault loves the open space and her privacy. She wanted to protect her land and continue to live there—and wanted a flow of income. To help her meet her goals, D&R Greenway worked with Wade and Art Martin of The Martin Group, PaineWebber of Princeton to identify a solution that would meet these needs.

Again, in Rumpelstiltskin-style, the Martin Group and D&R Greenway partnered to spin straw into gold. They showed Mrs. Landowner Ethel Theriault

Theriault how she could use traditional financial planning tools in creative new ways to “live off her land.” (See Conservation Options on page 3.)

The solution resulted in Mrs. Theriault placing a conservation easement on her farm, permanently protecting her land. The easement allows her to continue to live there and her son Bruce and his wife Mary Lou to continue the farm. With a portion of the proceeds from the bargain sale of the conservation easement, D&R Greenway purchased an annuity that will provide Mrs. Theriault an income for life. She also received a lump sum now to meet some current expenses including replacing her car. True to form and mindful of the environment, the new car she plans to purchase will be electrically powered.

In describing the process, Mrs. Theriault said, “It was so much fun I want to do it again. D&R Greenway is great to work with. This isn’t just for the wealthy. Everyone can take advantage of it.” In fact when we were photographing her for this story she requested, “Take my photo in front of the shed or barn—somewhere that shows the down-to-earth realities of this old farm. I want everyone to know this opportunity is accessible to them.”

To learn more about how you can preserve your land and benefit financially, call Linda Mead at D&R Greenway, (609) 924-4646.

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A Revolutionary Time in Land Preservation

The New Jersey State Green Acres Program recently announced a new project—"Crossroads of the American Revolution," which defines a vision for land preservation in central New Jersey. The project goals are to acquire lands along a linear basis by preserving as much of the remaining Revolutionary War landscape as possible, while providing stream corridor protection and recreation trails.

Dennis Davidson, Deputy Administrator of the Green Acres Program explains, "Central New Jersey has an important historic and cultural landscape. It is the geographic focus of an unusual wealth of our natural and cultural heritage. The biological and historical diversity that resides in the forested areas, fields, farms, and structures of this landscape provide opportunities for interdisciplinary education through the preservation and interpretation of these resources."

"More Revolutionary War battles took place in New Jersey than in any other state. Remarkably, many vestiges of the Revolutionary War era still remain—mines, mills, soldier's footpaths, revolutionary leaders' homes, encampment sites, battlegrounds and barracks. Many of these sites are already preserved in public ownership; many more may still be preserved. What is even more remarkable though, is that much of the landscape over which Washington's army crossed from battle to battle is still open land."

D&R Greenways, working with the Green Acres Program and other interested partners, including the National Park Service, are developing an integrated plan that will help interpret New Jersey's role in the American Revolution, preserve our biodiversity, maintain and improve our water quality, provide recreational opportunities for the citizenry, maintain farming as a viable occupation in the region, and retain the aesthetic character of the landscape. The Crossroads of the Revolution Corridor will provide connecting trails between Revolutionary War sites including major sites at Morristown's Jockey Hollow National Historic Park, Washington Crossing State Park, the Trenton Barracks, Princeton Battlefield State Park, and the Monmouth Battlefield State Park. The trail system will include Jockey Hollow to Washington Crossing State Park, Washington Crossing to the Trenton Barracks and Princeton Battlefield, and the Princeton Battlefield to Monmouth Battlefield.

The Crossroads Corridor will preserve major natural open space areas along the routes to integrate a "corridor and node" concept that provides corridors to connect the residential areas along the trails with major open space nodes. The corridors provide recreational access at all points while the nodes provide large natural areas that will preserve the biodiversity through minimizing the edge effects that come from too extensive human disturbance on natural areas.

Farmland will be preserved along the trail system to maintain the aesthetic/historic landscape that was present during the Revolutionary War and to illustrate the value that Revolutionary armies placed on the resources available on these farmlands. Farmland preservation will also help to maintain the farming industry in this region. Along all the routes, efforts will be made to identify and interpret the relationships of natural areas, farming and Revolutionary War strategy by making educational materials available to those using the trail system.

Editor's note: Special thanks to Dennis Davidson and the Green Acres for the development of this story.

New Lands Preserved in 1999

In 1999, D&R Greenways added nearly 100 acres of open space to our network of protected lands. The historic Coryell farm, preserved by David & Peggy Dondero, the site where George Washington's aide, Cornelius Coryell, helped Washington to plan the Christmas Crossing in 1776. Preserved in its original agricultural setting, this property above the bluffs at Lambertville provides important habitat for birds that migrate along the Delaware River in the nationally-recognized Atlantic Flyway. The Donderos have allowed for trails through the woods so that others can enjoy the wildlife and learn about the historic significance of the land.

Souland Mountain lands in East Amwell, preserved by Andrea Bonette and David & Joan McGee. These forested properties extend the preserved refuge which links Greenway's Northern Stony Brook Preserve to the Lindbergh estate. Habitat for great horned owl, fox, and turkey, these lands preserve space for a future regional hiking trail that we envision will extend across the Sourland ridgeline.

The extension of the Stone Brook Greenway preserved by Ethel Thexton. These fields and woods in Hopewell connect to Greenway's Cedar Ridge Preserve, one of Greenway's earliest conservation easements donated by Walter and Dorothy Fullam. Preserving both sides of the brook protects against runoff and pollution, protecting water quality and wildlife habitat.

Delaware & Raritan Greenway 1999 Donor Recognition

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Ways of Giving

The future of our region depends to a large degree on the foresight and generosity of today's visionaries who are willing to support the protection of open space and consider new ways to make gifts.

In our first decade, D&R Greenway has protected more than 3,200 acres in central New Jersey. We are working day-to-day to protect valuable open space and reach the ambitious goal established by Governor Whitman and endorsed by the citizens of New Jersey to protect 1,000,000 acres in the next ten years. To accomplish this goal, D&R Greenway is aggressively pursuing landowners with a commitment to land conservation and implementing a broad range of techniques to protect land and meet the unique needs of each landowner.

Funds from the New Jersey State Green Acres Program and county and local government open space funds help to meet this challenge, but can only be used for direct land purchase. Support from individuals, corporations and foundations provide critical support to D&R Greenway's land acquisition operations.

Gifts of Cash or Marketable Securities
Gifts may be designated to support specific programs or applied to D&R Greenway's general operating purposes.

Gift of Life Insurance
Name D&R Greenway as the policy owner and beneficiary, and receive immediate tax deductions on your premium payments.

Named Endowment Funds
The principal of a fund established in your name, or someone you wish to honor or memorialize, is managed for growth, while the income from the Fund supports programs.

Charitable Remainder Trust (CRT)
You can provide D&R Greenway or yourself with a steady income stream, an immediate income tax deduction, and also leave a significant future gift to D&R Greenway. Both arrangements may entitle you to substantial tax savings.

Bequest
Name D&R Greenway as a beneficiary in your will and make a lasting contribution to the organization and land preservation in central New Jersey.

For more information about any of these methods of giving, please call us at (609) 924-4646. We hope that we can count on your support today!