GREENWAYS

Newsletter of Delaware & Raritan Greenway, Inc. Volume 9, Number 1 Winter 2001

In Perpetuity

A Record Year for Land Preservation

ou've heard of the twelve days of Christmas. How about the twelve days of closings? A much anticipated event at at the end of the land preservation process, a "closing" signifies the moment when Delaware & Raritan Greenway officially preserves a property in perpetuity. Truly a moment worthy of celebration, at closing landowners join with Greenway to sign the legal documents that ensure that the land will stay forever green.

The year 2000 turned out to be a record year for Delaware & Raritan Greenway. Thanks to the generosity and foresight of twelve landowners, we celebrated closings that preserved twelve properties in perpetuity. Totaling nearly 500 acres, these new greenway lands are located in four counties and five municipalities. They are collectively valued at more than \$5.6 million.

The value of these lands for preservation, however, is far greater than can be measured in dollars. Who can place a value on the rejuvenation of a walk among majestic evergreens, or on the view of a sunset above freshly planted fields? Listening to rushing headwaters

of a springtime stream brings to mind the importance of protecting the quality of our drinking water for the million plus people who live in the Greenway region. Spring migration finds birds returning to woodlands still green, and the season's first glimpses of trout lily and spring beauty harken renewal and hope celebrated in nature.

Preserving land in perpetuity is one of the greatest legacies we can leave. It takes all of us working together to achieve this legacy. The lands preserved by D&R Greenway in 2000 are the result of a broad public/private partnership. We are grateful to all of our partners - landown-

Trout Lily (Erythronium americanum)

ers, public agencies, local government, the business community, private foundations, and individual contributors - for helping us to reach to a new level of achievement this past year. With your help, we are making a difference and preserving the quality of our environment for future generations.

The Earth is not ours, it is a treasure we hold in trust for future generations. — AFRICAN PROVERB

Inside

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Foundations, Corporations Support Land Preservation

Greenway announces new contributions that support our land preservation mission:

The John S. and Cynthia Reed Foundation announced a significant gift to support D&R Greenway in the preservation of the Robert Wood Johnson estate in Princeton. This leadership gift is a record in our eleven-year history. We are most grateful for this vote of confidence in our work.

The Geraldine R. Dodge Foundation awarded a \$50,000 grant to support Greenway's land preservation efforts. In making this gift at an increased level from previous years' support, Dodge director David Grant stated, "... we note that you have preserved twice as many properties this year as last and greatly increased funds available for land protection. We recognize the quality of your work, the technical assistance you provide, and the sheer number of counties and municipalities with whom you are working to achieve land preservation goals."

The Curtis W. McGraw Foundation granted \$15,000 to D&R Greenway, and The Concordia Foundation awarded \$5,000 to support our land preservation activities. Both of these grants will help Greenway promote the benefits of land preservation and build support for our mission.

U.S. Trust Company, The Martin Group of PaineWebber, Inc., TAH Industries, and Mathematica Policy Research, Inc. all made significant contributions of \$1,000 or more to support D&R Greenway's mission.

Common Ground

New Jersey's Open Space . . . Going, Going . . . Almost Gone

All over New Jersey, local communities and organizations like Delaware & Raritan Greenway are working to ensure that we won't have to change our state song to include this popular refrain from the 1970's:

"Don't it always seem to go, that you don't know what you've got 'til its gone.

They paved paradise, and put up a parking lot."

Although New Jersey covers a mere 7,500 square miles, ranking only 46th in size among the United States, it ranks fifth in tourist popularity due to its natural and cultural treasures. These resources, left unprotected, are threatened by

encroaching suburban and commercial development. In the decade beginning in the mid-1980's, New Jersey lost land to development at an average 20,000 acres each year. In that same decade, Mercer, Hunterdon, and Somerset counties together lost more than 36,000 acres. One of the hottest items in the market today is new homes. The need to save land is as urgent as ever.

In 1998, New Jersey voters gave overwhelming support to a referendum that established a stable source of state funding for open space preservation. Today, 19 of 21 counties and 146 of the state's 566 municipalities have established their own open space funds. Every county and almost every munici-

pality that comprises the D&R Greenway region in central New Jersey supports open space.

This higher level of support from all levels of government has changed the way that open space is preserved in New Jersey. D&R Greenway has found that we are involved in many more multi-partner acquisitions. By carefully structuring these partnerships, we have been able to match state funds with local funds to leverage everybody's dollar.

Increased awareness generated by New Jersey's open space focus has heightened interest from landowners. With more opportunities to preserve land, and rising real estate costs, D&R Greenway has found the need to raise significant private contributions to match public funds. Private contributions can support the costs of purchasing land and conservation easements, and the technical costs of appraisals, surveys and other reports necessary to complete a transac-

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New Trustees Announced

The Board of Trustees is pleased to announce the election of three new trustees who bring expertise and stature to help D&R Greenway meet our mission.

Eleanor V.
Horne is Vice
President &
Corporate
Secretary of
Educational
Testing Service.
Under her
leadership ETS
has become
actively involved
in efforts to

Testing Service.
Under her
leadership ETS
has become
actively involved
in efforts to
improve the educational
opportunities of African Americans
and Latino students. She serves on
numerous boards and is a trustee
of the College of New Jersey.
Thanks to Eleanor's efforts, D&R
Greenway enjoyed a well-attended
annual event at ETS in 2000, and
will return for a fun evening this

year on June 3. Eleanor brings her interest in land management to D&R Greenway, and will assist in stewardship of our protected lands.

Kim Augustis Otis is a partner with the law firm of Haveson and Otis. His practice includes real estate and estate planning, two areas of

law that support D&R
Greenway's activities. Kim was Chairman of Stony Brook-Millstone
Watershed
Association from 1999 to 2000 where he presided over a



Kim Augustis Otis, Esq.

successful capital campaign. Kim resides in Montgomery Township, and looks forward to assisting D&R Greenway's land preservation efforts.

Megan E. Thomas is Vice President and Trust Administrator of the Glenmede Trust Company of New Jersey, Formerly

Jersey. Formerly with Smith,
Stratton, Wise,
Heher &
Brennen, Megan is an expert in estate planning, charitable trusts, and conservation easements.
Megan was a

at D&R



Megan was a Megan E. featured speaker Thomas, Esq.

Greenway's estate planning seminar in 1998, where she explained how she helped Walter and Dorothy Fullam to preserve their Hopewell land through a conservation easement with D&R Greenway. We look forward to adding her expertise to our land preservation tool kit.

Conservation Options

Personal Stories of Land Preservation

Land . . . they ain't making it anymore.

-WILL ROGERS (1879-1935)

Two hundred and twenty-five years ago when our country was founded, vast wilderness stretched far into the horizon. It was hard to imagine that someday land would become a precious commodity, and that landowners would be faced with difficult choices. Should they sell their land for development? Should they protect its special qualities for the future? And how could they keep the land in the family and minimize the tax burden?

Every land preservation deal is unique to the people who own the land. Family needs, financial goals and tax issues, and the landowner's love for the land drive the choices made in favor of preservation. In the end, it's the personal stories that decide the future.

John & Nancy Wagner approached D&R Greenway last year. Avid outdoor-enthusiasts, they wanted to preserve their piece of "wilderness" in West Amwell, and free up financial resources to support purchase of vacation lands in Idaho. D&R Greenway helped the Wagners achieve their goals by subdividing their home from the remaining open space, enabling Greenway to purchase 42 acres of woodland.

From the back porch of their log home, John & Nancy still enjoy the woods they have come to love over the past twenty years. The diverse natural landscape includes headwaters for Moore's Creek, a stream that has been a focus of D&R Greenway's land preservation efforts. As the stream flows downhill over large boulders and rock formations, scenic waterfalls grace the wooded valley and wildflowers peek through the dense floor of this magical forest. Red cedar thickets

provide ideal habitat for the state-threatened long-eared owl. It's a real treat to spot this medium-sized owl with a 36-inch wingspan that surprisingly weighs less than 10 ounces. These woodlands bridge the gap between the Sourland Mountain ridge to the north and Howell Living History Farm and Baldpate Mountain to the south. By linking together large contiguous areas of preserved open space through greenway corridors, we are able to preserve a mix of habitats and maintain biodiversity.

Preservation of John & Nancy Wagner's woods was accomplished through a partnership led by D&R Greenway. West Amwell Township committed their first use of township open space funds, and Hunterdon County matched the township's contribution. In the end, everyone benefited by saving this lush, green forest.

Like their colonial counterparts, Erik-Ian and Deborah Walson came from far away to discover the land where they now reside in Lawrence Township. Erik's roots are in Holland, and Deborah grew up in the deep South. When they moved their young family into their Revolutionary War-era home in Lawrence, they knew they had found a special place. On snowy days, the children can make memories building snowmen in the fields, and in the spring hundreds of daffodils and tulips provide swatches of color across the landscape. The 16-acre property is the only remnant of a 300-acre dairy farm. The prior owner, Wayne Douglas, a landscape architect, planted unusual varieties of trees and shrubs including a Franklinia tree known for its powerfully fragrant flowers. Driving up the lane, century-old ash trees illustrate the majesty of the landscape.

Riding his tractor with children in tow, Erik explains, "We want to be sure this land will remain open in the future. It is one of the last green spaces in a sea of develop-

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The Walson family at closing joined by (back row from left to right) attorney Kathryn Trenner, Bill Rawlyk of D&R Greenway, and Greenway attorney Bob Johnston

Conservation options

Continued from page 3

ment. If we don't do this now, it will quickly become too late, and the special qualities of this land will be lost." The Walsons chose to place a conservation easement on their land, ensuring that it can never be subdivided or developed. D&R Greenway purchased the easement in a bargain sale, and the Walsons were able to realize an income tax deduction for the portion of the value that they donated. Most importantly, they and their children can enjoy living on the historic property knowing that it will remain open forever.

The Weinberg family fell in love with their historic house, sitting high above the Raritan River in Highland Park. A densely developed urban community across from New Brunswick, Highland Park treasures the few remaining open spaces it has left. The Weinbergs purchased their home last year, built on land once owned by the Reverend Dr. John H. Livingston, a president of Rutgers University. As they began the work of restoration. they realized that they wanted to preserve both the inside and the outside of the property.

A large lot of two acres surrounds the house. The front lawn. with its Victorian crystal gazing ball and unique stone well, looks like a pocket park in the middle of a residential community. Eric Weinberg, an attorney, realized the benefits that land preservation could provide and offered donation of a conservation easement to D&R Greenway. Eric shares, "It was important to us to close by year-end to be eligible for an in-

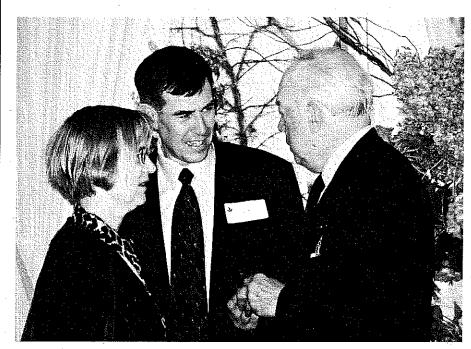
come tax deduction in 2000. D&R Greenway helped us to achieve our financial and preservation goals for our property." Highland Park officials have agreed to accept a transfer of the conservation easement from D&R Greenway. They are grateful that D&R Greenway could provide the expertise to meet the Weinberg's timeline, and preserve this property in their developed community.

One of the key characteristics that has made D&R Greenway successful in land preservation is our ability to listen closely to each landowner's goals. By working toward meeting the landowners' needs, we find we can be successful in preserving properties that would otherwise be lost to development. After all, in the end we all have the same goal—to preserve the place we call home.

Neighbors Unite to Preserve Pyne Woods

Thirty-three acres in Lawrence ■ Township will remain a haven for birds and wildlife thanks to the dedication of neighbors and township residents. Pyne Woods is

an important open space link situated across from Terhune Orchards and next to the Transco property on Cold Soil Road. Williams-Transco Gas Pipe



Host Bill Holt greets Congressman Rush Holt and wife Dr. Margaret Lancefield at the Pyne Woods celebration

Line Corp. is protected by a conservation easement with D&R Greenway, and Terhune Orchards is preserved as farmland. Pyne Woods was slated for development into three new house lots, with further impacts expected from a related road extension. Instead, D&R Greenway has prevented this development through purchase of the land for permanent preservation.

Forevermore, hikers can enjoy the sound of migrating birds returning to the woods. Rabbits and foxes hide beneath thickets where they make their home. What could have been a new development will now remain a green haven for wildlife.

Contributor Bill Holt hosted a celebration for his neighbors. where D&R Greenway thanked the Lawrence Township Conservation Foundation, Williams-Transco Gas Pipe Line Corp., the Mayor of Lawrence, and the many private contributors who joined together to save the woods. As you drive past Pyne Woods on Cold Soil Road, enjoy the view.

Delaware & Raritan Greenway

Year 2000 Accomplishments and Donor Recognition

Preserving our Heritage Protecting our Future

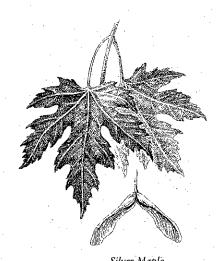


Delaware & Raritan Greenway just completed the most successful year in our ten-year history, preserving 12 properties totaling close to 500 acres and reaching a new milestone of more than 3,300 acres of preserved greenway lands. An exceptional number of generous gifts from private donors helped us bridge the gap between the available public funding and the high cost of real estate. It is with great appreciation to all of our partners and contributors that we are proud to highlight our significant accomplishments for the year.

Year 2000 Accomplishments

To carry forth our vision of a greenway network in central New Jersey, D&R Greenway:

- Completed a record year of land preservation by protecting 12 properties in four counties and five municipalities.
- Spearheaded preservation of the Robert Wood Johnson estate to create a new Princeton Township park. Greenway negotiated the purchase, and secured commitments from a broad public/private partnership to support the \$7.4 million purchase price.
- Preserved seven properties that expand the Stony Brook and Shipetaukin Creek greenways in Hopewell and Lawrence townships.
- Protected contiguous lands totaling 130 acres along the D&R Canal in historic Griggstown. Greenway leveraged state, county and township funds and established partnerships for future preservation in Franklin Township, Somerset County.
- Secured permanent protection for 101 acres in the Sourland Mountain region to protect the largest contiguous forest in central New Jersey.
- Facilitated preservation of a unique urban property in densely populated Highland Park above the banks of the Raritan River.
- Advised fledgling grassroots organizations and municipalities to further land preservation goals.
- Initiated a successful first year of Good Time Galas for the Greenway, a series of fund raising events to support our land preservation mission.
- · Educated landowners, local officials and interested citizens about the methods and benefits of land preservation with a new video, A Legacy of Land Protection, and the first in a series of case studies about land protection.
- Created presentations using state-of-the-art mapping technology to illustrate greenway linkages.
- Designed and inaugurated the Hamilton-Trenton Marsh Canoe and Kayak Trail on Crosswicks and Watson creeks with signage and a self-guided water trail brochure.
- Hosted Governor Whitman's press conference for the signing of a \$6.5 million appropriations bill to provide land acquisition funds for New Jersey nonprofits. 2



Delaware & Raritan Greenway

Donor Recognition

Preserving our Heritage * Protecting our Future



Delaware & Raritan Greenway gratefully acknowledges the many friends who helped us to reach new levels of accomplishment in the year 2000. In response to our proactive land preservation initiatives, generous supporters increased private contributions and commitments by 380 percent. We are pleased to welcome 255 new contributors, and especially proud to recognize the 268 contributors that have supported D&R Greenway for five years or more. It is with great appreciation that we thank all of you who have helped to create D&R Greenway's legacy of land preservation.

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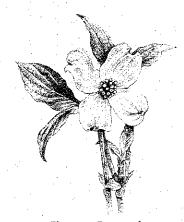
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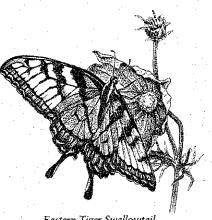
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"All the flowers of all the tomorrows are in the seeds of today."

-CHINESE PROVERB



Slender Toothwort (Cardamine anoustata)

To learn how you can become a part of the D&R Greenway legacy, contact:

Delaware & Raritan Greenway, Inc. 570 Mercer Road Princeton, New Jersey 08540 Tel 609-924-4646, Fax 609-924-5577 E-mail info@delrargreenway.org

D&R Greenway Announces Plans to Preserve the RW Johnson estate

When we were approached about preserving the \$7.4 million Robert Wood Johnson estate in Princeton Township, it seemed like an insurmountable goal. Developers were bidding on the property, and the price tag was high. Yet, as one of the last remaining large landscapes left in Princeton, this was an opportunity that deserved our best effort. Thanks to the help of John & Margee Harper, this impossible dream is now becoming a reality.

With the Harpers' fund raising support, leadership gifts made it possible for D&R Greenway to secure matching funds from state, county and local government. Peter Lucchesi and Carol Christofferson of Russell Estates joined in to expand the fund raising effort. Private funds committed through D&R Greenway will support close to fifty percent of the \$7.4 million purchase price.

Princeton Township Mayor
Phyllis Marchand couldn't be
more pleased. "The thing that is
really wonderful is that for the
first time, thanks to the leadership
of D&R Greenway, we are able to
chip in with open space tax funds
to purchase this land which was
identified as a very high priority
by township agencies - the Environmental Commission, the
Historic Preservation Commission,
the Friends of Princeton Open
Space, the recreation department,
the planning board, and others."

Fifty-three of the sixty acres will be dedicated to Princeton Township as a new township park for passive and active recreation.

Linda Mead, D&R Greenway Executive Director, is on the steering committee for the park. She shares, "The rolling English-style landscape will be preserved for passive recreational use - picnicking, walking, watching the clouds go by on a beautiful summer day. The view from the top of the hill toward Mt. Rose is stunning, and will provide visitors with a unique

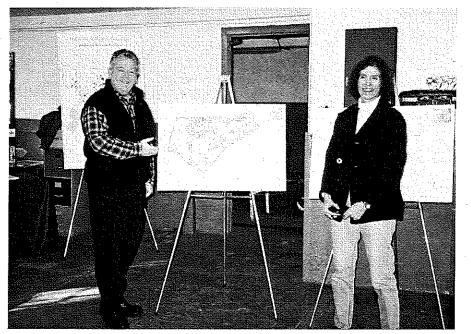
understanding of the region through a bird's-eye view."

D&R Greenway subdivided the houses and barns on the property from the remaining open space. The three houses on Rosedale Road will be sold to Hun School for faculty housing. Hun saw such housing as an alluring addition to help draw strong faculty candidates. D&R Greenway is exploring the feasibility of renovating the large barn into our

office headquarters and meeting space.

Neil Upmeyer, D&R Greenway chair, is optimistic about new possibilities. "By creating 'The Greenway Center' we hope to highlight the importance of open space to the quality of life in our region. This is the ideal home for D&R Greenway, in the midst of a model preservation success."

With spring approaching, D&R Greenway looks forward to completing the acquisition of this critical open space resource that provides another link in the Stony Brook Greenway.



D&R Greenway attorneys Rich Goldman and Kate Buttolph show off the preservation plan for the Robert Wood Johnson estate in Princeton

New officers elected

At the January 2001 meeting of the Board of Trustees, new officers were elected. The Board thanked Hella McVay of Princeton for her dedication and support as out-going vice-chair. Hella and her husband Scott, retired Executive Director of the Geraldine R. Dodge Foundation, will be spending a good part of their time in New York where Scott has been named President of the prestigious Chautauqua Institution. We are

pleased that Hella will remain on D&R Greenway's board.

Officers elected for 2001 include:

Neil Upmeyer, chair
Chuck Hartman, chair-elect
Richard S. Goldman, Esq.,
vice-chair
Ted Stiles, vice-chair
Alan Hershey, treasurer
Linda J. Mead, secretary

We look forward to a year of growth and opportunity!

Crossroads of the American Revolution: Our Next National Heritage Area?

BY MICHAEL D. HENDERSON AND LINDA J. MEAD

Many people across New
Jersey have already heard the
words 'Crossroads of the American
Revolution.' This phrase, which
captures the historical importance
of the role New Jersey played in
the American Revolution, has been
proudly attached to several new
initiatives statewide.

The New Jersey Department of Environmental Protection, Green Acres Program has adopted this theme as an open space preservation vision. The NJ DEP Division of Parks and Forestry has developed a driving tour to promote public appreciation for the rich resources associated with this period in our nation's history. Even the New Jersey commemorative quarter carries this telling phrase.

Recently, it has taken on federal importance as public interest in New Jersey's role in the American Revolution continues to grow. With clear bi-partisan support led

by Congressman Rush Holt (12th district) and Congressman Rodney P. Frelinghuysen (11th district) the National Park Service was authorized to study central New Jersey for possible designation as a National Heritage Area.

Delaware & Raritan Greenway has been chosen as the lead private partner with the National Park Service for the Crossroads study. Linda Mead, D&R Greenway Executive Director, has been named as the project leader for this effort. Over the next eighteen months, the public will be encouraged to participate in this opportunity to shape the future of our region by providing information and ideas. The NJ DEP and the NJ Department of State will assist with development of a Special Resource Study to identify the historic landscapes and resources that shaped our nation's history. Criteria for National Heritage Areas will be



The Dondero farm, preserved by D&R Greenway last year, was originally owned by Cornelius Coryell, General George Washington's aide during the American Revolution.

reviewed to ensure that the assemblage of resources that are still intact today reflect the story of the American Revolution in New Jersey, and that there is public support for designation.

A National Heritage Area is a congressional designation that provides for federal support to local governments, organizations and individuals for implementation of specific goals. These goals may support open space and historic preservation, education, heritage tourism and compatible economic development. This partnership created between the public and private sector aims to maximize resource protection and appreciation, and engage enthusiastic citizen involvement within the area. Heritage areas, of which there are 23 nationally, are first and foremost the result of local awareness and desires to protect the special landscapes and resources of the region.

Because of its strategic location between Philadelphia and New York, with the Delaware River to the west and access to New England by way of the Hudson River, New Jersey played a pivotal role in our country's fight for independence. General George Washington and the Continental Army spent almost half of the war in New Jersey, and our state was the site of more battles and skirmishes than any other state in the union. Historic documents refer to strategic landscapes such as "the ford at the mill" and "a small brook with steep banks surrounded by hills." Remarkable as it may seem, a good amount of the landscape over which Washington's army crossed en route from battle-to-battle is still open space today. By developing innovative strategies to preserve the historic and natural resources associated with the American Revolution in New Jersey we will celebrate the pride of place and attachment to heritage that equals a better quality of life for us all. *

Michael D. Henderson is Superintendent of Morristown National Historic Park, the leading National Park Service unit for the Crossroads study.

Common Ground

Continued from page 3

tion. Furthermore, private support enables staff to work with land-owners throughout the land preservation process. These operational costs must be raised by D&R Greenway; they are not supported by public dollars.

Educating landowners about options for preservation of their land and the associated tax benefits is a big part of our job. As always, we encourage bargain sales and donations from landowners who can use the income tax deduction to increase the benefit of preserving their land. Innovative use of all of the tools available for land preservation has enabled D&R Greenway to create a winwin and stretch available funds to protect more land.

"I've turned down lots of listings, and it's cost me a fair amount of money, I'm sure. I'm interested in keeping the land intact. Because what I'm afraid we're doing here is fouling our nest."

— Independent real estate broker on her policy of not selling subdivisions, as quoted in the New York Times, July 1998



Goodtime Galas for the Greenway

Sophie Glovier and the Galas committee have been busy planning fun events for 2001. The new Galas book will be unveiled at D&R Greenway's June 3 celebration at ETS. Mark the date

on your calendar, and call the office to make sure you have an opportunity to be one of the first to sign up for these fast-selling adventures!



D&R Greenway supporters enjoy the art auction and festivities at Greenway's 2000 Gala event at the Chauncey Conference Center, Educational Testing Service. This year's celebration will take place on June 3.

There's No Place Like Home

Landowners protect their land foremost of which is because they care about saving the special place they call home. The sentiments in the following play on words reflect the feelings of the twelve landowners and private contibutors who joined D&R Greenway this year to leave a legacy of green to our region.

The Twelve Days of Closings to be sung to the tune of "The Twelfth Day of Christmas"

On the Twelfth day of closings, the landowners said to me:
"Our charitable trust will help Greenway to grow,
This is important to our family as

you know.
Thanks for closing by year-end,

Thanks for closing by year-encyou've been a friend.

This land will be the catalyst for further preservation,

Our commitment is cause for celebration.

We want this land to stay forever green,

We're glad to provide a haven where animals can be seen. This land is your land, this land is

our land!!!!!
With our help, Greenway can save

more open space,
We'd travel far to protect this

place. Together we can save adjacent

properties,
And we're so glad we saved these

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Delaware & Raritan Greenway, Inc., is a regional, 501(c)(3) nonprofit land conservancy dedicated to the preservation of open space throughout central New Jersey.

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Greenway Grows to Meet Growing Needs

New levels of enthusiasm for open space preservation have created a growing need for experienced professionals who know how to get the job done. In D&R Greenway's first decade of achievement, we "learned the ropes" of protecting land property-by-property. Our proven track record has led D&R Greenway to be recognized as a leader in the state.

With increased interest from landowners who are responding to the availability of public open space funds, D&R Greenway finds we are sought out as the "expert" in central New Jersey. We are experienced in structuring land preservation deals to meet the landowner's family and financial needs while meeting the conservation goals for the land. D&R Greenway educates landowners about the tax benefits of donations and bargain sales, and builds multilevel partnerships to accomplish land preservation goals. This expertise has made us a valuable resource to local communities seeking to preserve their dwindling open space.

To meet these growing needs from landowners and municipalities, D&R Greenway is creating new staff positions and expanding our capacity to respond to landowners and community interests. D&R Greenway chair Neil Upmeyer announces, "Greenway has become an established leader in central New Jersey. With the expansion of our staff, we are seeking to maximize the opportunity we have at this unique moment in time to leverage public and private support to make a lasting impact on our region."

D&R Greenway is looking for qualified candidates who will dedicate their energies to helping us reach new levels of accomplishment. We expect to grow our staff in the areas of land preservation, development and communications, and administrative support. Interested candidates may call Laurie Emde at 609-924-4646 to apply.

Delaware & Raritan Greenway, Inc.

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