

GREENWAYS

Newsletter of
Delaware & Raritan Greenway, Inc.
Volume 11, Number 1
Spring 2003

D&R Greenway Celebrates the Past, Present and Future of Land Preservation

On April 6th, D&R Greenway was joined by landowners and partners to celebrate 700 acres of land newly preserved in 2002. The families, individuals and organizations who partnered with us to realize this preservation triumph were honored for their commitment to open space, the environment and the quality of life in our region.

In all, D&R Greenway preserved a record number of 15 individual properties in 2002, valued at over \$7.8 million. These properties represented a wide range of lands. Included were hundreds of acres of pristine, deep forest habitat in the Sourland Mountains, and historic properties where revolutionary armies once walked. Beloved family lands were preserved for future generations to enjoy and

small parcels in suburban settings provided crucial greenway links and breeding grounds for the majestic great blue heron.

"The Glass House," home of Prudence and John Boulton, D&R Greenway's neighbors in Rocky Hill, served as a magnificent setting for this annual tribute to land and landowners. This year's event was made even more special by the presence of landowners from past years who welcomed the class of 2002 into their special circle.

Friends and partners from the New Jersey Department of Environmental Protection, the Open Space Institute and county and municipal governments were recognized for their crucial partnership in land preservation. Recognizing NJDEP Green Acres Director Jay Watson, D&R

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Land Preservation Statistics

As of May 2003, D&R Greenway has preserved over 5,500 acres of land valued at more than \$110 million.

Inside

- Celebrating our 2002 landowners
- The process of land preservation
- A tribute to Frank E. Taplin, Jr.
- A tribute to Wendy Benchley
- *The Greenway Gala* set for June 8
(Note new time: 6-8 p.m.)
- D&R Greenway announces two new trustees
- A special thank you to our supporters for 2002
- D&R Greenway awarded highest rating for strong fiscal management



D&R Greenway Senior Land Preservation Specialist Bill Rawlyk and Executive Director Linda Mead, join Assistant Commissioner Marc Matsil, NJDEP, Natural and Historic Resources, and Deputy Director Jay Watson, with Sue Seyboldt, Project Manager, Northeast Team, and Lisa Stern, Team Leader, Northeast Team, from NJDEP Green Acres Program at D&R Greenway's 2002 Landowner Reception

In Memoriam

Delaware & Raritan Greenway mourns the passing of Frank E. Taplin, Jr., a leader in our community, a staunch supporter of land preservation, and a poet.

Frank was to have been the Honorary Chair of our annual *Greenway Gala* on June 8. We will miss him. Please see page 4 for a tribute to this exemplary citizen and friend. 🍁



Land Preservation

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Greenway's Executive Director, Linda Mead, commented, "The Green Acres Program is D&R Greenway's closest and most significant partner in land preservation. Without the collaboration and dedication of our colleagues at Green Acres, so many acres would not be saved. Any celebration of land preservation needs to acknowledge them, first and foremost."

In his remarks, Marc Matsil, NJDEP Assistant Commissioner, Natural and Historic Resources, complemented D&R Greenway's strong contribution to the state's overall land preservation goals. The assistant commissioner urged everyone to support the State's goals to stop sprawl and save open space by working closely with D&R Greenway to save lands along the D&R Canal and throughout central New Jersey.

Special recognition was given to the Geraldine R. Dodge Foundation and the Open Space Institute for establishing the New Jersey Conservation Loan Program. This 2002 initiative was designed to provide "bridge loans" to qualifying non-profit organizations in New Jersey awaiting disbursement of funding from government or private sources. D&R Greenway was the first organization to benefit from this program, enabling the preservation of 58 acres of old growth forest in December.

Many thanks to all D&R Greenway's conservation landowners—past, present and future—for your generosity and support. Because of your foresight, commitment and love of the land, central New Jersey will continue growing greener—with open space and preserved lands that include trails for all to enjoy. ♡



Flowering dogwood
(*Cornus florida*)

The 2002 Landowner Honor Roll

Lois and Herbert Birum
Bill Bridgers and Debra Weir
Elizabeth Bromley and Dougin Walker
Pryde Brown
Sam Hamill
The Fullam Family
Oliver Horsman
Indian Run Preserve: The Vahlsing Family

Douglas and Grace Knight
Joe Miles
John Perkowski
Rosedale Woods: The Estate of Evelyn V. Johnson
Diane and Leon Rosenberg
Bill and Claire Schiller
Rob Williams and Elizabeth Rountree



D&R Greenway Advisor John Harper, Executive Director Linda Mead, Gordon Danser, Johnson Estate Representative for the purchase and preservation of Rosedale Woods in Princeton, Board Chair Charles Hartman, and Margee Harper, D&R Greenway Advisor.

Conservation Options

Anatomy of a Land Deal: Getting from Start to Finish

It seems like magic. You open up your latest D&R Greenway newsletter to find that you've helped us protect even more land in your community. But if you've ever bought a house, you know that real estate purchases require many steps from start to finish. Add fundraising, meeting the technical requirements for state and county funding, and defining all future uses and needs for the conservation property to the list, and you've got a picture of the effort it takes to preserve every one of the 5,500 acres protected by D&R Greenway.

It usually starts with a phone call, one of hundreds that will take place before we get to closing. It might be from a landowner who has heard about D&R Greenway and wants to

learn about options for preserving their land. Perhaps a neighbor has told about the many benefits and satisfactions of protecting their land with D&R Greenway, or maybe they've learned about us in the newspaper or from a friend like you who reads our newsletter. Perhaps a municipal open space committee has asked D&R Greenway to work with a landowner to preserve land in their community. But no matter how they come to us, we start with the essential first step . . . listen, listen, listen.

Through a series of meetings, phone conversations and visits to the property, we are able to work hand-in-hand with the property owner to define the path to preservation. The landowner may choose

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Land Deal

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a conservation easement that restricts future development while keeping the land in private ownership. Or we may agree to purchase the property outright. While walking the property we identify the birds and plants, and the waterways and habitats that must be carefully managed into the future to ensure good conservation. Our staff creates maps that overlay boundary lines on top of aerial photographs, and that identify the areas that will be placed in public access, agriculture, and conservation. In order to write a conservation easement, our staff works closely with the landowner to identify all potential future uses of the property that are consistent with conservation.

An important element is defining the costs involved with the preservation of the land. This means obtaining a qualified appraisal that looks at comparable sales in the area. With this information in hand, we begin to explore funding sources, starting with the State, county and township open space funding. We may bring in advisors who can present information to the landowner on how to maximize their benefit through a conservation sale. Our staff uses our experience to illustrate how the combination of

tax benefits and a conservation sale can compete with a development offer. When we have finally come to agreement on a purchase price for the land or conservation easement, and we have clearly defined our funding sources, D&R Greenway's legal counsel prepares draft con-



Sam Huber, Director of the New Jersey Conservation Loan Program, a joint initiative of the Open Space Institute and the Geraldine R. Dodge Foundation. D&R Greenway was the first organization to receive funding from this program, resulting in the preservation of the Williams Property, 58 acres of Sourland Mountains woodland in East Amwell.



Previous years' landowners Joan and David McGee, and Andrea Bonette, representing 2002 Landowner Oliver Horsman.

tracts for review by the landowner's advisors.

We must ensure that all legal contracts are consistent with State requirements. Even for full donations of land or conservation easements, we follow the same process since the State will recognize donations to D&R Greenway that meet their requirements by providing us future funding opportunities.

Once we have signed the Agreement with the landowner, the detail work begins in earnest. D&R Greenway staff must obtain a current survey and legal description of the property set to State Plan coordinates. We order a title search to ensure that we can obtain a clean and insured title to the property. If the property has a mortgage, we work through the landowner's attorney and mortgage holder to obtain a subordination of the mortgage to the conservation easement. And we order a Phase I environmental assessment to ensure that the property is not contaminated.

D&R Greenway staff orchestrates the entire process. We manage the surveyors and other professionals and ensure that all documents meet the State's requirements. During this time we solve any problems that come up. For instance, we once found that a house that should have been on the neighboring property was located on the conservation property due to an errant prior survey. This took many hours of extra legal time to clear up. In some cases, we have to become a co-applicant with the landowner to subdivide the conservation property from a homestead. Or we may have to take a closer look at environmental issues if an underground tank is found on the property. Fortunately, D&R Greenway staff has become expert problem solvers due to having experienced many of the pitfalls that plague preservation.

At the same time that we are completing the technical details, we are often fundraising to meet the purchase price. In addition to raising the purchase price, we must ensure we can meet all the

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Land Deal

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closing costs and set aside funds for future stewardship. To secure public funds from the NJ Green Acres Program, the county or the township, we must submit all of the completed technical reports for approval and then fill out the necessary payment vouchers in time for closing. It's a race to the finish to ensure that all of the work is done and the money is on hand to meet the contract deadline.

Finally, we come to the closing table to complete the property's preservation. Last minute reviews of settlement sheets, deeds and affidavits, title insurance and other closing documents are handled by D&R Greenway's staff and legal advisors. When the ink is finally dry and the property is preserved, we enjoy the most rewarding part of the process: thanking the landowner for creating a legacy of preservation and celebrating, celebrating, celebrating. Each acre preserved is a great achievement for the future.

Since every transaction is unique, it is never a simple step-by-step process. In the end, it takes hundreds of meetings, phone calls, and visits to protect a property. It takes several lawyers, one or more financial advisors, often three or more funders, and half a dozen D&R Greenway staff. It takes all 26 members of our Board to approve every transaction. And, of utmost importance, it takes a landowner who is committed to protecting the land.

Your support of D&R Greenway enables us to dedicate professional, experienced staff to do all of the work necessary to get the job done. Through your support, you are truly a partner in helping D&R Greenway keep our communities green, acre-by-acre. Thank you. ♡

A Tribute to Frank E. Taplin, Jr.

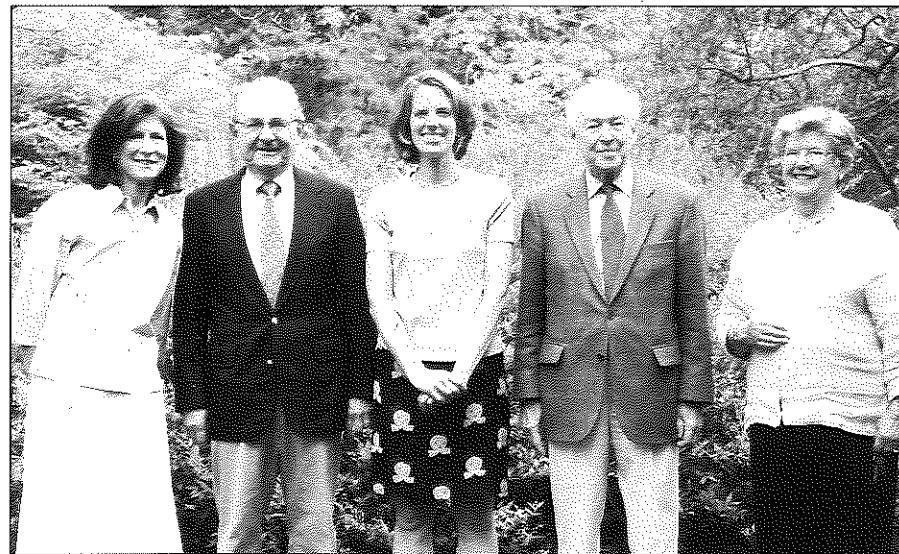
As we prepared to go to press with this newsletter, D&R Greenway was saddened by the sudden passing of one of our region's greatest supporters of open space, Frank E. Taplin, Jr. Frank was to have been this year's Honorary Chair of *The Greenway Gala*, and we will greatly miss his presence on June 8. Even more so, we will miss his leadership in the Princeton community.

Frank Taplin's staunch support of open space will have a lasting impact. The Institute Woods, a world-renowned birding paradise with hiking trails that provide a peaceful respite in the midst of a residential area, were saved from development thanks to Frank's leadership. Frank provided a million dollar challenge grant that galvanized the community behind the protection of the 589 acres. At the time, preservation of the Institute Woods represented the largest State commitment of NJ Green Acres funds toward any property in New Jersey. Even more significantly, the success of this preservation effort proved that indeed challenges of this magnitude could be met. When D&R

Greenway sought to accomplish the seemingly impossible tasks of preserving what is now Greenway Meadows and Coventry Farm, Frank once again provided leadership support. As we walk the trails and enjoy the landscapes of these premier Princeton lands, we are reaping the benefit of this great Princeton man who cared enough to give back to his community.

The trustees and staff of D&R Greenway express our sincere condolences to Frank's family, and especially to Peg, with whom Frank recently celebrated their 50th wedding anniversary. In addition to being a Rhodes scholar, a renown philanthropist, an accomplished musician and dedicated environmentalist, Frank was also a poet. This stanza from a poem that he wrote for his son, David Farnham Taplin, could very well have been written about him. ♡

*He is strong for environment, sets
an example,
Puts some of his acres in trust;
Insures that their future will always
be green
And secure from development lust.*



Ellen Carlson, Co-Chair 2003 Good Time Galas for the Greenway, Tom Poole, D&R Greenway Trustee, Sophie Glover, Co-Chair 2003 Good Time Galas for the Greenway and D&R Greenway Trustee, Frank Taplin, Honorary Chair, *The Greenway Gala*, and Rosemary Blair, D&R Greenway Trustee.

D&R Greenway Invites Our Partners in Land Preservation to Enjoy the Open Space They Have Helped Protect

If it's June, it's time once again for land lovers in our area to join with D&R Greenway to celebrate another year of land preservation partnerships and successes.

For the fourth year in a row, ETS will host *The Greenway Gala* at the beautiful Chauncey Conference Center in Princeton, New Jersey on June 8. **Make a note: the time has been changed to 6-8 p.m.**

This event also serves as the Kick-Off to the 2003 *Good Time Galas for the Greenway*, our yearlong series of parties, festivals and fun that help raise funds to preserve our area's most critical natural resource—our open space.

Frank E. Taplin, Jr. was to have been this year's Honorary Chair of *The Greenway Gala*, and we will miss him on June 8. Even more so, we will miss his leadership in the Princeton community. In his honor and memory, we have shifted the time of *The Greenway Gala* in order not to conflict with Mr.

Taplin's memorial service.

The theme of this year's event is Celebrate Space with the focus on getting out and enjoying the land that you, our partners in preservation, have helped protect. Information about two significant trail initiatives D&R Greenway is actively supporting—the Lawrence Hopewell Trail and the Central New Jersey Trails Association—will be on display.

Donald B. Jones Conservation Award

D&R Greenway will honor Becky Taylor with the prestigious Donald B. Jones Conservation Award for 2003. Becky was selected to receive this honor based on her personal commitment and professional action to preserve land in our area. As Director of Community Relations at Bristol-Myers Squibb, she spearheaded her company's significant contributions to Carson Road Woods and the development



Eleanor Horne, D&R Greenway Trustee and Vice President and Corporate Secretary of ETS, Sophie Glover, D&R Greenway Trustee and Gala Co-Chair, and Linda Mead, D&R Greenway Executive Director invite you to attend *The Greenway Gala* on June 8.

of the Lawrence Hopewell Trail. Donald B. Jones (1911-94) was a determined preservationist who spent much of his time and money saving the land and historic buildings that give our region its special character. In his honor, D&R Greenway established the Donald B. Jones Conservation Award. This award is given annually to an individual who has displayed selfless generosity in his or her commitment to conservation efforts.

First Annual Juried Art Show

D&R Greenway will also be presenting our First Annual Juried Art Show with proceeds from the sale of the work to benefit our land preservation activity. The show will hang in the Brodsky Gallery at the Chauncey Conference Center from June 2-15, and will be available for a special viewing during the event on June 8. Seventy-two artists submitted 123 works for consideration, all drawing their inspiration from nature and the land. Susan Taylor, director of the Princeton University Art Museum acted as juror, selecting 48 works for the exhibition. The art encompasses a broad range of media, from oil and acrylic to watercolor and pastel and photography, with a price range of \$150-2,500.

We encourage you to visit the Brodsky Gallery and enjoy the work prior to or during the event, and be prepared to fall in love with and purchase a special piece of art on June 8. The art will also be on sale throughout the exhibition period.

The Greenway Gala is a true celebration of the land and the partners who have helped protect it. It is also a wonderful opportunity to continue to support the cause we all believe in—preserving natural and historic lands to protect water quality, wildlife habitat and biodiversity in central New Jersey. Tickets to the event are \$60 and individual sponsorships begin at \$200. Corporate sponsorships are also available. For more information, please call Nancy Breden at D&R Greenway at 609-924-4646. ♡

A Tribute to Wendy Benchley: Applauding 25 Years of Tireless Work in Environmental Preservation and Land Conservation

On March 22nd D&R Greenway honored Princeton resident Wendy Benchley for her commitment to and passion for the environment in New Jersey and around the world. Friends, community leaders and supporters of D&R Greenway joined together in the celebration. Proceeds from the event benefited D&R Greenway and furthered our land preservation efforts in central New Jersey.

Wendy has embraced environmental issues in New Jersey since the early 1970s. In 1983, she co-founded the New Jersey Environmental Federation. As a trustee of the organization, she developed two advocacy programs—Home Safe Home and the Environmental Shoppers Campaign—that were given state awards by Governor Florio. In 1988 Wendy helped create Mercer Citizens for Public Accountability and led the eight-year battle that resulted in the defeat of Mercer County's Duck Island incinerator in 1996. As a result, Wendy was elected to the Mercer County Board of Chosen

Freeholders. Since 1997, Wendy has been a member of the Advisory Council of Princeton University's Environmental Institute.

Wendy's international work has been as a board member of Envi-

an old friend can do. Tim and his wife Wren's friendship with Wendy and her husband Peter dates back to the days of the Johnson administration, when both couples lived and worked in Washington, D.C.

U.S. Congressman Rush Holt, representative from the Twelfth District and dedicated environmentalist, also spoke of Wendy's accomplishments and their work together on so many important projects.

Wendy's friends Anne Reeves and Beth Healey designed and assembled



U.S. Congressman Rush Holt, Wendy Benchley, Tim Wirth, President of the Board of Directors of The United Nations Foundation and Better World Fund, D&R Greenway's Executive Director Linda Mead, Dennis Davidson, Director of Land Acquisition and Stewardship, and Board Chair Charles Hartman, celebrate Wendy's achievements.

ronmental Defense since 1986. She and her husband Peter have traveled the world writing articles and filming documentaries about ocean conservation and marine wildlife.

Since 1999 Wendy has served as Princeton Borough Councilwoman and a member of the Princeton Regional Planning Board. She was a partner with D&R Greenway in fundraising efforts to preserve several signature properties in the Princeton community that will forever remain green and beautiful open space.

Timothy E. Wirth, President of the Board of Directors of The United Nations Foundation and Better World Fund, introduced Wendy. In his remarks, Tim shed some personal insight on Wendy's achievements and abilities, as only

an informative and amusing exhibit highlighting Wendy's environmental activities and worked with D&R Greenway to make this wonderful event possible.

D&R Greenway was proud to host a fitting tribute to Wendy's remarkable career. As the sun set on the spectacular view from the Glass House in Rocky Hill, all in attendance were struck by the beauty of the land and reminded of the importance of protecting it for future generations to enjoy. Our thanks to Wendy Benchley for her example of swift and decisive action on behalf of the environment and to all who share our vision and believe in the necessity of preserving open space in our region—now, today, while the land is still there to be saved. ■



Tim Wirth introduces Wendy Benchley.

An Afternoon with Poet Paul Muldoon

A wintry February afternoon, a glass house, and a prize-winning poet created a delightful experience for D&R Greenway supporters who attended a special Greenway Gala—a reading by D&R Greenway neighbor and champion of open space in our area, Paul Muldoon. This was the first in a series of events held at "The Glass House," the home of Prudence and John Boulton in Rocky Hill. The magnificent setting allowed sun to stream through the windows and participants to enjoy the landscape, adding much to the experience and to everyone's enjoyment of the afternoon.

Widely recognized as one of the most significant poets of our time, Paul Muldoon is a Professor at Princeton University and Professor of Poetry at Oxford University. He is the recipient of numerous awards, including the

Irish Times Poetry Prize, the T. S. Eliot Prize and the Sir Geoffrey Faber Memorial Award.

On Monday April 7, it was announced that Paul had won the 2003 Pulitzer Prize for his latest collection *Moy Sand and Gravel*.

Paul read extensively from *Moy Sand and Gravel* as well as from two earlier volumes: *Collected Poems 1968-1986* and *Poems 1968-1998*. His words took listeners on a tour from County Armagh in Northern Ireland where Paul was born to the birth of the D&R Canal in the 1830s, constructed mainly through the efforts of Irish laborers.

What made the afternoon truly special was the obvious regard Paul has for the land in our area and his commitment to helping D&R Greenway preserve it. We thank him for his support and join him in celebrating the poetry of language and nature. ■



American Goldfinch
(*Carduelis tristis*)

D&R Greenway Receives Highest Rating for Excellence of Financial Health

Delaware & Raritan Greenway has received the top rating of four stars for the strength of its financial health by The Charity Navigator, a national charity evaluation organization.

Based on financial information supplied to the IRS, D&R Greenway is rated tops in organizational efficiency and organizational capacity. This rating is based on financial comparisons of fundraising efficiency, fundraising expenses, program expenses, and administration expenses.

D&R Greenway has its donors to thank for this top rating. Our donors are propelling us forward with their contributions to preserve land in central New Jersey as never before. This year's Annual Appeal is up 100 percent from last year—a clear message that land preservation in our region is of the highest priority for our citizens.

This award tells you, our partners in land preservation, that we are using your dollars efficiently and productively. THANK YOU. ■

D&R Greenway First to Qualify for Fund- ing from NJ Conservation Loan Program

Robert Perry, Director of the Geraldine R. Dodge Foundation's Environment and Welfare of Animals Programs spoke at a January 2003 press conference announcing the New Jersey Conservation Loan Program. This new initiative is funded by The Geraldine R.

Dodge Foundation and administered by the Open Space Institute.

D&R Greenway received the program's first loan. It was used in the preservation of the Williams property, 58 acres of Sourland Mountain woodland. ■



THANK YOU to All Our Partners in Land Preservation

Delaware & Raritan Greenway relies on your contributions to further our efforts to preserve natural and historic land in central New Jersey. Your donations support our professional staff who negotiate and execute the complex transactions that result in land preservation successes (see *Anatomy of a Land Deal*, page 2). Publicly acknowledging the extraordinary generosity we enjoy from you is very important to us. ■

Donations Received January 2002 – December 2002

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Grace and Board Member Robert Johnston enjoying the 2002 Landowner reception.

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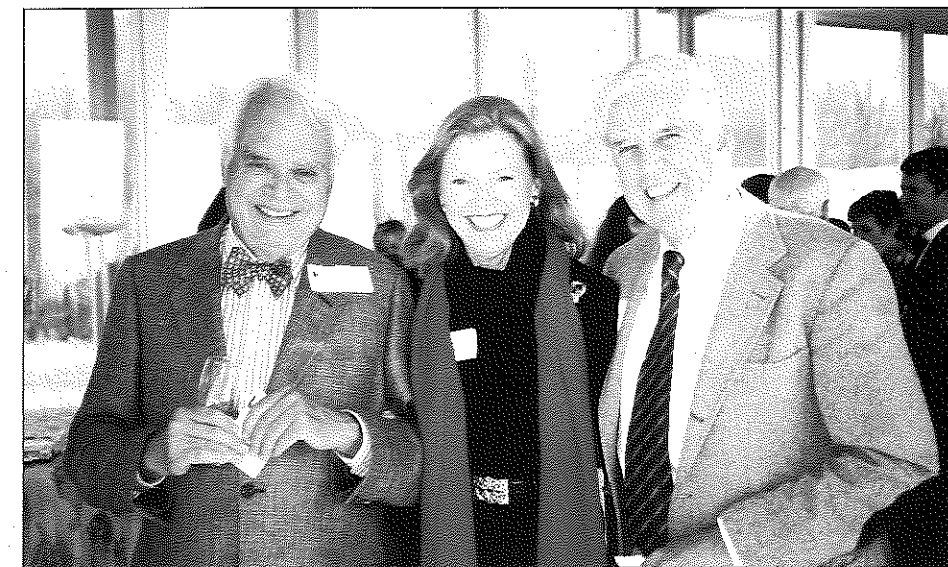
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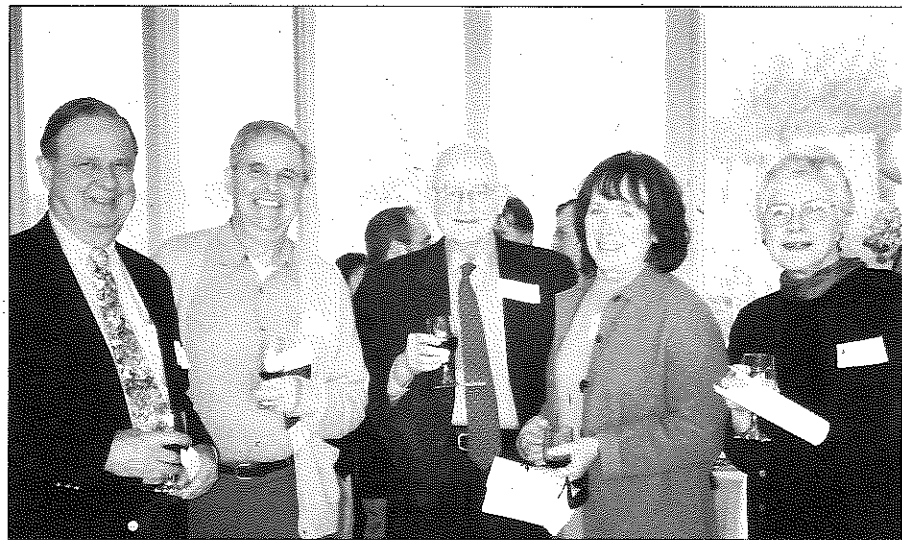
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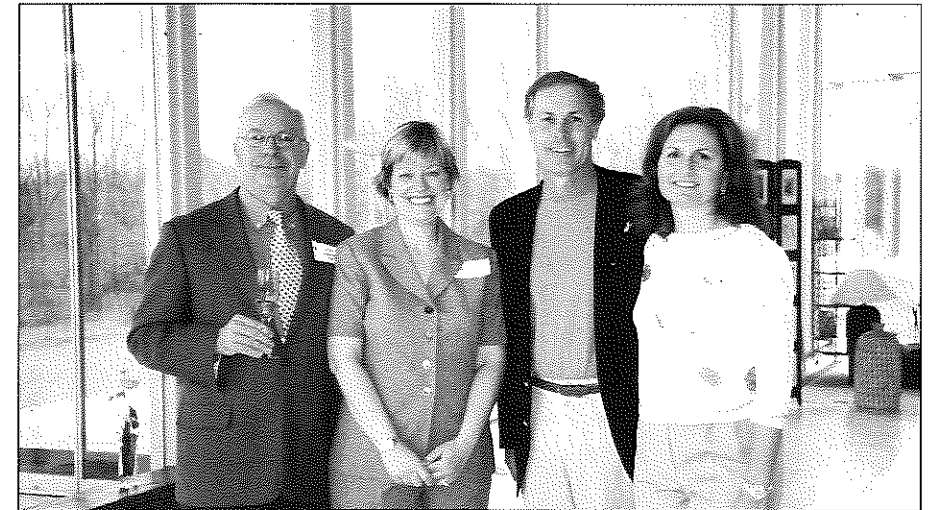
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Delaware & Raritan Greenway Welcomes Two New Members to their Board of Trustees

D&R Greenway is pleased to announce the election of Stuart M. Essig and John E. Pallat to the organization's board of trustees. Both Princeton residents, Stuart and John bring an extraordinary level of finance and management expertise to the board. They also share with fellow board members an abiding passion for land preservation in central New Jersey and a desire to create a healthier environment and a better quality of life for us all.

Stuart Essig is the President and Chief Executive Officer of Integra LifeSciences Holding Corporation. Before assuming this position, he supervised the medical technology practice at Goldman Sachs & Co. as managing director. John Pallat is a Principal of Solon Capital, an alternative investment distribution company. Prior to forming Solon Capital, he was the CEO of Cragwood Managers where he developed and managed occupational accident reinsurance programs.

Board Chair Chuck Hartman commented "We are pleased to have both Stuart and John on our

board. They bring the kind of talent and energy that will propel D&R Greenway's land preservation activities forward and help drive our success."

We hope you will take the opportunity to introduce yourself to Stuart and John at *The Greenway Gala* on June 8. They are a wonderful addition to our D&R Greenway family. ■

Help Wanted: Part-Time Administrative Assistant

D&R Greenway is looking for someone to help with office administration 12 hours per week in the afternoon. Good interpersonal and organizational skills and a desire to help D&R Greenway preserve as much open space as possible in central New Jersey are the only requirements. Please call Laurie Emde at 609-924-4646 if you are interested in this paid position.

Delaware & Raritan Greenway, Inc., is a regional, 501(c)(3) nonprofit land conservancy dedicated to the preservation of open space throughout central New Jersey. Mahlon Lovett, design; Heather Lovett, illustrations. Printed on recycled paper

DELAWARE & RARITAN

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