

GREENWAYS

Newsletter of
D&R Greenway Land Trust, Inc.
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Pathways to Preservation

With the much-anticipated grand opening of the *Johnson Education Center* this spring, 2006 will be a milestone in the history of D&R Greenway Land Trust. Created through the renovation and adaptive reuse of a century-old historic barn, the *Johnson Education Center* is a unique and comprehensive resource for the conservation community. Here our public, private and non-profit partners will have access to the tools, techniques and information they need in order to preserve and protect our region's remaining natural lands and open spaces—before time runs out.

Landowners are among the most important group served by the *Johnson Education Center*. Landowners who are well informed about their options are essential to the preservation process. Without them and their commitment to safeguarding their land, we would have nothing to preserve and the character, biodiversity, and magnificence of central New Jersey's landscapes would be lost forever. At the *Johnson Education Center*, D&R Greenway's professional staff will provide the hands-on expertise that will

enable landowners to choose preservation. Working collaboratively, D&R Greenway will be able to develop specific preservation plans that precisely achieve each individual's goals.

In this issue of *Greenways*, we are sharing the stories of just a few of our landowners—stories of their individual reasons for wanting to protect the natural beauty, conservation value, and environmental resources of their land. Frequently the land also represents a family heritage or way of life that is equally important to preserve. We have found that landowners begin their pathways to preservation from different "places" but share one common goal—a desire to protect the land they love. Coming from different directions, they arrive at the same destination.

By sharing these stories with you, we hope to bring our mission to life. At D&R Greenway we quantitatively measure our success by the number of properties, the total acres and the cumulative value of the land we preserve. But we also recognize that preservation isn't just about statistics. It's about real people and their land. ♣

Land Preservation Update

As of February 3, 2006 D&R Greenway Land Trust has preserved 148 separate properties representing 8,477 acres of land valued at \$178 million.

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D&R Greenway's Director of Land Preservation, Bill Rawlyk, and his family have maintained their family farm for 80 years. In Spring 2006, they will complete the preservation of their 50 acres. From left to right: Brenda (Bill's sister), John, Julie and Christian Wagner; Edith (Bill's mother), Bill, and Stephen Rawlyk (Bill's father). Photo by Emily Scott.

The Huebner Family

The Huebner family has a strong personal history of land conservation and commitment to environmental protection. Lucia is the Chair of the Hopewell Township Agricultural Advisory Committee, which preserves farmland in the Township. In 2006 the Huebners are planning to complete the preservation of Beech-tree Farm, their 58-acre family farm, through the Mercer County farmland preservation program.

In 2002 Lucia and Charlie Huebner purchased an additional 18-acre farm in Hopewell. They are raising grass fed beef cattle on both farms. Their new property consists of a house fronted by a picturesque meadow. Behind the house was a forest



Lucia and Charles Huebner

filled with magnificent trees, with a brook running through it. The woodland was adjacent to other wooded properties, either already preserved or under preservation consideration, thus creating a large area of contiguous forest providing exceptional habitat for birds and other wildlife.

The Huebners fell in love with their beautiful woodland. While the land was not suitable for agriculture, they wanted to find a preservation solution that would ensure that the old-growth trees would always be protected while also providing a financial return on their investment.

Working with the professionals at D&R Greenway, it was determined that the best course of action would be to subdivide the property, creat-



Charles and Lucia Huebner's farm produces hay for their beef cattle and horses.

ing a residential envelope of about eight acres. The Huebners sold the remaining ten acres of woodland and stream corridor to the State through the New Jersey Green Acres Program at a bargain sale, providing them both income and tax benefits. By selling their land in fee to the state, the Huebners were guaranteed that their forest would never be logged and the water supply through the land would remain free from the runoff and contaminants associated with development and the installation of impervious surfaces. As the preservation agreement included open public access, they will continue to be able

to enjoy the woods and stream as before.

Lucia Huebner summed up the family's feelings about their preservation experience. "We are very grateful to Bill Rawlyk of D&R Greenway and Catherine Drake of the Green Acres Program for their knowledge, courtesy and professionalism. This was a clear win-win sale. Whether you wish to continue to own and live on your land or sell it outright, I would encourage all landowners to contact D&R Greenway to learn about the many excellent land preservation programs available." ❧



Located in the Sourlands, the Huebner's preserved woodland buffers Woodsville Brook, a Stony Brook tributary.

Preservation for Future Generations

The Roth Family

At the intersection of Drakes Corner Road and Province Line Road are 17 tranquil acres of woods and meadows, complete with a pond. The land surrounds a 19th century farmhouse, enlarged and modernized by various owners over the years. For the last 25 of those years, Joan and William Roth lived there, enjoying the birdlife, animals and wildflowers, as well as the privacy. When the time came to move, the Roths were determined to ensure that the land they were leaving would, if possible, remain unchanged.

The Roths contacted D&R Greenway for help in achieving their goal of protecting their land. D&R Greenway's professional staff and technical advisors worked closely with the Roths to devise a solution that enabled them to meet their financial objectives and their desire to keep their property in its natural state. With the assistance of D&R Greenway, the house and five surrounding acres were subdivided from the original property and a conservation easement was placed on that land. This property was subsequently sold to a buyer who was equally interested



Joan and William Roth stand in front of the land they enjoyed for 25 years.

in preserving the land, with a real estate agent handling the transaction. The remaining 13 acres were sold to D&R Greenway Land Trust in partnership with Friends of Princeton Open Space, through a bargain sale

agreement that provided substantial tax benefits to the Roths. Together, D&R Greenway and Friends of Princeton Open Space will own and manage this beautiful wooded preserve.

Ultimately, through this preservation agreement, the Roths realized both of their goals—achieving the retirement they wanted and the permanent protection of their land.

This preservation benefits the residents of three townships—Princeton, Lawrence and Hopewell—in two significant ways. First and foremost, open space and wildlife habitat were protected and the environment and biodiversity of our region was safeguarded. In addition, the property's location, at the juncture of the three townships, will provide opportunities for linkages into regional trail networks.

The Roths were delighted with the resolution provided by D&R Greenway. According to William Roth, "D&R Greenway made the entire experience as simple and pleasant as possible. Even more important, they helped us keep our beloved property intact."

The Roth's former neighbors are delighted too, as they can continue to enjoy the beauty of the natural world as they walk the trails of this unspoiled preserve. ■



A gate opens to a field surrounded by woodlands on Drakes Corner Road Preserve.



Princeton residents enjoyed this quiet spot along connected lands in Princeton, from Farmview Fields to Drakes Corner Road Preserve. The position of this preserve makes it possible to extend trails into Lawrence and Hopewell Townships. Photograph by Christopher Coucill.

Rawlyk Family Farm Preserved

by Bill Rawlyk, Director of Land Preservation
D&R Greenway Land Trust

When the preservation of our farm closes this year, it will be the 80th year that my family has owned these 50 acres and the 4th generation of Rawlyks to operate this land as a working farm. The land was first farmed in the 1920's by my grandparents, then by my parents and me. My sister, Brenda Wagner, and her husband John have also been very involved with the farm over the years. The 4th generation, my sister's children—Christian, 15 and Julie, 8—are growing up while visiting and working on the farm.

Our Family's Story

My paternal grandparents, William and Vera, emigrated as teenagers from the Ukraine through Ellis Island to New York City just before the First World War. They worked for many years to save up money to buy 118 acres of land in 1926 for \$6,600.

At first, my grandfather plowed the fields with horses. He died in 1933 at age 39, leaving his wife alone on the farm to raise their 4 year old son (my dad, Stephen). At that time the farm included an orchard and dairy operation. They produced a variety of crops, grew or raised much of their food and were remarkably self-sufficient.

Our family's roots in our land run very deep. My father really *did* walk through blizzards to a one room school house about one mile from

the farm (it's still there). He owned an airplane and had an airstrip on the property in the 1940s. My mom moved from the nearby town to the farm when my parents married in 1950. She raised my sister and me while doing more than her share of the farm work and bringing in extra income from another job, as many farm families do. One of her favorite farm stories is about the thousands of chickens that we raised outdoors, fed from the back of a feed truck. Every morning 30,000 chickens would mistake the school bus for the feed truck and flood into the road, completely stopping traffic. How many Rawlyks did it take to get the chickens off the road? *All of us.*

It was from these experiences—playing as a kid in the woods and fields, harvesting corn in the fall, watching the sunsets, the fireflies, the changing seasons and the wildlife—that the land became a part of me. Our family's history is built on 80 years of keeping and caring for farm dogs and cats, cows and horses, from tractors stuck in the mud and neighbors working together and helping each other out during the Great Depression. These shared memories bonded me and my sister to our land and our family's farming heritage.

Over the years, our family's farming practices had to change to meet the needs of a changing economy. After WWII, the farm was converted from orchards and dairies to grain

and large-scale egg production. In the late 1970s we began growing sod to supply landscaping needs of New Jersey's expanding development market. Adapting to these evolving conditions required a large investment of resources. During that time, part of the original 118 acres were subdivided and sold to support the expenses of ongoing farming. Our family continued to work hard to maintain our rural lifestyle and to keep the remainder of the farm, the same land that we are preserving today.

Seeing the property cut in half in order to fund our survival as a farm family made me question how this might have been done better. I spent years searching for another way, one that would preserve both our family and our farm. In working with D&R Greenway Land Trust I found our solution first-hand, as I helped other landowning families (whose stories and histories are similar to my own) to preserve their land and their way of life.

Our Family's Pathway to Preservation

Just like the many families I work with in my role as Director of Land Preservation for D&R Greenway Land Trust, my own family had to be educated about our options. Unlike the 1970s when we had no other choice but to sell land for development to keep our farm viable, preserving both our land *and our lifestyle* was now a workable option.

The entire family had to be brought together to decide the fate of the land. In recent years we had to face other economic and personal milestones. My dad was ready to retire from active farming, and my mother was dealing with health issues. They both wanted to ensure the future of our family and our farm. Four generations of history with our property had also provided us all with strong ties to our community and we wanted our neighbors to benefit from the preservation of our land.

Because of my position at D&R Greenway Land Trust, I could not work through D&R Greenway to preserve our land. Instead, my family worked independently with the New Jersey Green Acres Program. The State is assembling a *Greenway* of preserved lands along the entire Lockatong Creek. Our farm's location in the headwaters made our property desirable for acquisition.



In 1932 Bill's grandfather, William Rawlyk, Sr., tends to horses as Bill's father Stephen (sitting in the carriage) looks on.

We would like to thank Pam Thier and her colleagues at the Green Acres Program who did a great job with this project.

Ultimately we decided to sell most of our farm to the State at a bargain sale price. As this was a direct state acquisition, no county or municipal funds were involved. My family accepted about 25 percent less than full market value for our land. The contribution that we made to the preservation of the property through a reduction in price qualifies as a tax deductible donation. The result is that we pay less in taxes and realize a better net return than we would have from a traditional development sale.

Next Steps: Perpetual Stewardship of the Land

My particular interest was in seeing our land managed to enhance wildlife habitat, and to protect endangered species and migratory birds. These goals are consistent with the State's goals; however, the State does not have sufficient staff resources for this type of active management and looks for experienced, dependable partners. After the acquisition details were complete, the next step was for my family, in consultation with the State, to identify a non-profit organization to enter into a stewardship partnership with the State through a Management Agreement.

We trusted D&R Greenway Land Trust to take on this responsibility. D&R Greenway is well established and has skilled staff that can manage the property's sensitive resources. D&R Greenway has a proven track record of over 140 preserved properties and significant land holdings under active stewardship. The Management Plan that was developed includes a Natural Resources Inventory and identifies long term goals of ecological habitat management, hunting for the purpose of protecting biodiversity, education in effective stewardship and public access trails that will allow people to enjoy the natural beauty of this land.

My family was willing to make a donation of \$25,000 to D&R Greenway's Stewardship Endowment to ensure that the land would be properly cared for in perpetuity. Too often sensitive lands are preserved with no plan or endowment and the very things that everyone sought to preserve can't be maintained and are therefore lost. This endowment was



Christian Wagner helps his grandfather, Stephen Rawlyk, seed the farm fields with native grasses in 2005. This was the final step in the transformation of the farmland into habitat for endangered grassland birds. The fields will remain grassland forever.

an indispensable investment for us because it will ensure the proper care of the property. We also understand the many costs and responsibilities that the land trust assumes to ensure long term stewardship. When you consider that perpetuity is a very long time, this one-time investment was a real bargain. It was our contribution to the ultimate preservation of the land.

The Real Value of this Partnership

Successfully completed preservation projects are a well-crafted balance between the benefits to the landowner and the public.

On my family's farm, the balance was completely achieved. When we sold the farm, we realized a total return—taking into consideration purchase price, tax benefits, and time value of dollars—similar to that which a developer would have given us, *and we got it faster and with fewer up-front costs*. Equally important, we can all still enjoy the land in its current condition, along with the rest of the public. With a developer it would be off limits to everyone but a few homeowners.

Our final preservation solution ensures that wildlife habitat will be enriched. The entire community will benefit from enhanced recreation and education opportunities as well as the protection of the forest and the water quality in the Lockatong Creek. D&R Greenway can benefit other landowners by using the property as

a teaching example to demonstrate management of grassland habitat. My family was awarded a grant from the New Jersey Landowner Incentive Program (LIP) to convert 45 acres of sod field to native warm season tall grass prairie, providing habitat for endangered grassland birds. In addition, the LIP program and Natural Resource Conservation Service approved and funded design of a 2-acre constructed wetland along the lower edge of the fields bordering the woods. This will allow an increase in the emergent wetland on the property and provide high quality habitat for vernal pond species, such as wood frogs, spotted salamanders and spotted turtles, as well as other wildlife such as shore birds, wood ducks and many others.

The landowners I work with at D&R Greenway Land Trust will benefit from my own personal experience. In the end, my family chose preservation over development to fund my parent's retirement while protecting the land. My mother summed up our family values when she noted that the family history will stay alive as long as the land is there—and her grandchildren will be able to experience the history and connection to the land that is so important to all of us. The entire family is proud that we could contribute our part to help sustain the quality of life for everyone who lives in central New Jersey. 🌱

Preserving the Experience

Windsor U-Pick Farms

It just wouldn't be Halloween without Windsor U-Pick. The 51-acre farm is a beloved institution, especially in the fall—with pumpkins, hayrides and scary adventures for families and friends to share. School-

children are brought here on field trips and the owners, Wayne Kalinowski and Paul Keris, are especially accommodating to children with special needs. The owners were committed to preserving their land and



The pumpkin fields at Windsor U-pick farms back onto the wooded banks of the Assunpink Creek.

their farming heritage and turned to D&R Greenway for help in ensuring they would have the financial resources to do so.

D&R Greenway structured a solution that placed the majority of the property under a farmland preservation easement through Mercer County. A conservation easement overlay was placed on the wooded section of the property that buffers 1,500 feet of the Assunpink Creek, extending the Assunpink Greenway and providing for trail linkages to be established in the future.

As a result, West Windsor and Washington townships were able to maintain a significant part of their rural heritage. Residents of the region will be able to continue to enjoy family fun and locally grown produce at Windsor U-Pick.

According to Wayne Kalinowski, the mission of Windsor U-Pick is agro-tainment. "We mix traditional agricultural activities with interactive fun—and create an opportunity for visitors to enjoy farming and the land. By preserving our land, we can continue to provide this experience to our customers." 🍂

Linking Landscapes

The Doerler Family

The Doerler family is well-known in our area for their love of the land. As noted landscapers, their mission and passion is to enhance and sustain the beauty of central New Jersey's residential and commercial properties. Their nurseries have provided the plantings that have graced many landscapes throughout our region.

Bill Doerler, founder of Doerler Landscapes, discovered that some of the company's agricultural land, which had supported a portion of his nursery stock and some office space, was no longer required for the business. While divesting the company of this unneeded asset made good sense, Bill wanted to do so in a manner that would allow the land he had cultivated so carefully for so many years to continue offering benefits to the public—if not by providing superior nursery plantings, then in some other way.

D&R Greenway's professional staff listened to and worked with Bill



Bill Doerler and his wife, Patricia, preserved their land, which added to the Shipetaukin Greenway in Lawrence Township.

and other family members to develop a preservation plan that would achieve Bill's goals. A bargain sale of 18 acres of land was negotiated. This land, consisting of woodlands and wetlands, is adjacent to other preserved lands in the area, including Terhune Orchards, Shipetaukin Woods and Pyne Woods. A small parking area already present on the property will provide public access to a planned trail network linking all these properties. One of three existing structures, including an enclosed barn, could eventually be converted into a nature center.

Through the bargain sale, Bill was able to realize income and tax benefits, while ensuring that his land would remain productive and useful to the public.

Bill Doerler commented, "It was important to me that my land continue to enhance the public's relationship with the natural world. Now, instead of providing plants and trees to people to beautify their gardens, people can come and visit the land, to enjoy the beauty of trees and plants in their natural state." 🍂

A Passion for Preservation The Harris Family

An environmental consciousness and abiding respect for the land infuses every aspect of Stephanie and Bob Harris' life. Stephanie is a founding member and current vice-president of the Northeast Organic Farming Association of New Jersey, while Bob helped found a company that specializes in hazardous waste abatement and clean-up. That's why preserving their 18-acre property, located in the foothills of the Sourland Mountains, became a priority for them. Their energy-efficient house features both passive and active solar collectors.

Their land is situated among eight adjacent preserved properties on the south edge of the Sourland Greenway. Its mix of open fields and woodlands provides essential habitat for birds and other wildlife. The land is part of the drainage area for the Stony Brook, an important source of regional drinking water. And the organic farm established by Bob and Stephanie Harris on their property is managed as a textbook example of sustainable agriculture.

D&R Greenway's Land Preservation and Stewardship professionals developed a preservation solution consisting of a conservation ease-



Stephanie and Bob Harris take advantage of a warm and sunny winter day.



The Harris' use their farm as a model for sustainable, organic practices encouraged by the Northeast Organic Farming Association of New Jersey. Beyond the pond and trees lie more lands targeted for preservation.



In the Sommer Park Preserve, adjacent to the Harris' land, D&R Greenway supporters visit Hannah Suther's banding station, where data is collected to determine the health of bird populations in our region.

ment on the property, permanently retiring the development rights. A public access corridor was included as part of the easement, creating trail possibilities that would link Hopewell Borough to the Sourlands. A stewardship plan was also developed to provide for habitat management as well as the implementation of sound organic farming principles.

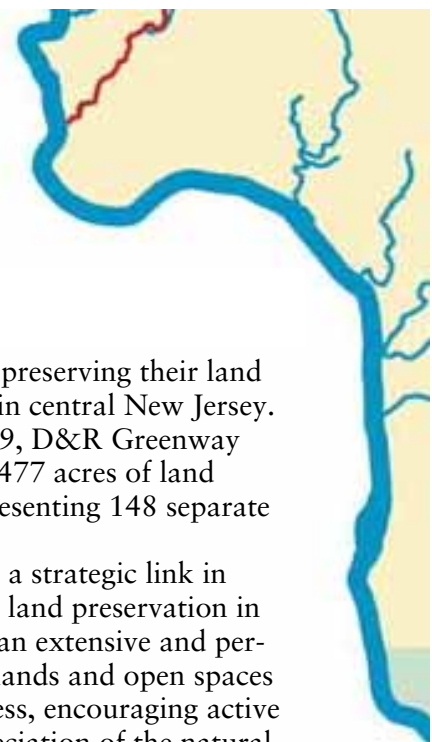
"Stephanie and I try to live our beliefs," commented Bob Harris. "The

goal of a sustainable lifestyle is good stewardship, which improves the land for future generations. Legally and irrevocably preserving our property was a logical next step for us."

Thanks to the preservation efforts of Stephanie and Bob Harris, as well as their like-minded neighbors, the character and environmental stability of Hopewell Valley is being protected to the benefit of everyone who lives in the region. ❧

D&R GREENWAY LAND TRUST

2005 Preservation Landscape Twenty-five in 2005



We are pleased to report that D&R Greenway Land Trust, together with our public and private partners, preserved 25 new properties in 2005. Located in eight different municipalities across three counties, these lands encompass a wide variety of habitats and ecosystems, including old growth and wetland forest, stream corridor and agricultural land. Their preservation supports and strengthens the biodiversity of our region. These properties also provided critical links that enlarge and extend 8 of our region's *Greenways*.

We would like to thank our many partners in preservation for working with us to protect these lands -- our public partners: The NJDEP Green Acres Program and the New Jersey State Agricultural Development Committee; Mercer and Hunterdon counties; the City of Bordentown; the townships of East Amwell, Hamilton, Hopewell, Lawrence, Princeton, West Amwell and West Windsor and our private partners: Friends of Princeton Open Space and Friends of West Windsor Open Space. We especially thank all our landown-

ers for their commitment to preserving their land for the good of all who live in central New Jersey.

Since our founding in 1989, D&R Greenway Land Trust has preserved 8,477 acres of land valued at \$178 million, representing 148 separate properties.

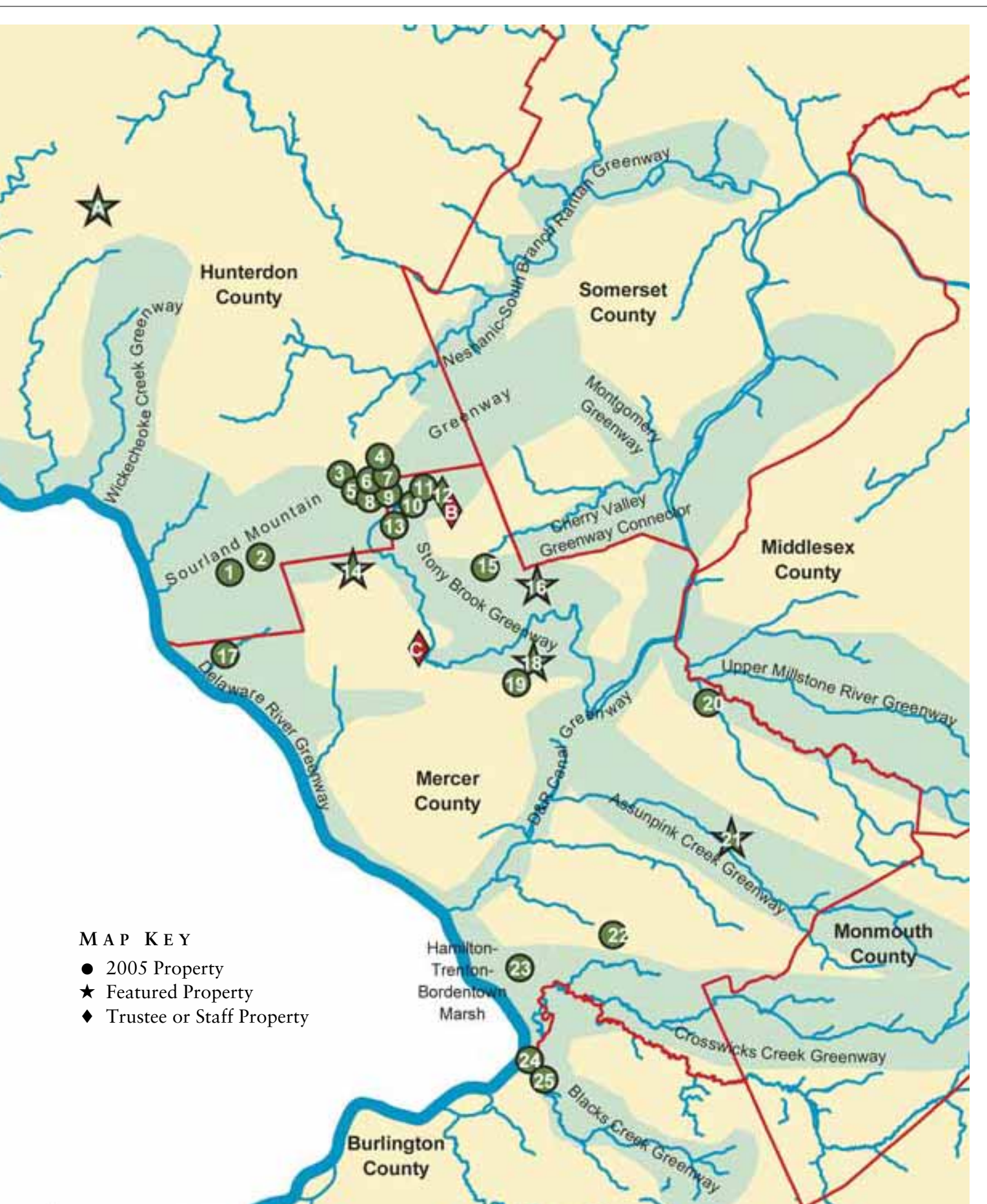
Each of these properties is a strategic link in D&R Greenway's vision for land preservation in our region—the creation of an extensive and permanent network of natural lands and open spaces with appropriate public access, encouraging active lifestyles and a greater appreciation of the natural world. The contiguity of preserved lands provides optimal conditions for a healthy and diverse environment to flourish and effective barriers against sprawl and overdevelopment.

The benefits of land preservation are real and last forever. Clean water in adequate supply to meet the needs of our communities. Open space where wildlife and plants can thrive. Opportunities for walking and hiking, nature study and active recreation. And ultimately, a better quality of life for all of us.

Property	Municipality	County	Type
1. Rutgers	West Amwell	Hunterdon	Forest
2. Pecarelli*	West Amwell	Hunterdon	Forest
3. Case*	East Amwell	Hunterdon	Forest
4. Gerhart*	East Amwell	Hunterdon	Forest
5. Ginman	East Amwell	Hunterdon	Forest
6. Griffith	East Amwell	Hunterdon	Forest
7. Tunison	East Amwell	Hunterdon	Forest
8. Dursch	East Amwell	Hunterdon	Forest
9. Bowes	East Amwell	Hunterdon	Forest
10. Stoveken	Hopewell	Mercer	Forest
11. Tassone*	East Amwell	Hunterdon	Forest
12. Harris	Hopewell	Mercer	Agricultural Land
13. Theriault	Hopewell	Mercer	Agricultural Land
14. Huebner	Hopewell	Mercer	Stream Corridor
15. Country Properties	Hopewell	Mercer	Forest

Property	Municipality	County	Type
16. Roth	Princeton	Mercer	Forest
17. Pizzini*	Hopewell	Mercer	Agricultural Land
18. Doerler*	Lawrence	Mercer	Forest
19. Jusick*	Lawrence	Mercer	Forest
20. Rogers	West Windsor	Mercer	Stream Corridor
21. Windsor U-Pick*	West Windsor	Mercer	Agricultural Land
22. Braghelli*	Hamilton	Mercer	Forest
23. Marsh Nature Center*	Hamilton	Mercer	Urban
24. Hill-Quigley*	City of Bordentown	Burlington	Stream Corridor
25. Real Property	City of Bordentown	Burlington	Urban
A. Rawlyk	Delaware	Hunterdon	Grassland
B. Olukotun	Hopewell	Mercer	Agricultural Land
C. Hanson	Hopewell	Mercer	Agricultural Land

*Facilitation to public agency



From Landowner to Trustee

Successful land preservation involves bringing together the landowner and the organization in a series of discussions that build trust and respect. It takes time and cooperation to get the details exactly right. The professional staff at D&R Greenway Land Trust works very closely with our landowners to understand their needs and structure agreements that address individual and family goals. Our relationships with our landowners are built on mutual assurance that we



Alex Hanson, a 2003 landowner who recently joined D&R Greenway's Board of Trustees, was the host of the 2004 Landowners and Partners Celebration.

are working together to obtain the best possible outcome for all. As evidence of this, no fewer than three of our landowners developed such respect for and rapport with our organization during their preservation process that they subsequently chose to join our Board of Trustees.

Oye Olukotun was elected to our Board of Trustees in January 2005. He and his wife Judy preserved their 22-acre property in Hopewell Township in the spring of 2004—the 100th property preserved by D&R Greenway Land Trust.

Alex Hanson became a trustee 2005. He and his wife Laura preserved their 67-acre homestead in Pennington late in 2003.

Our newest trustee, Bob Harris, joined our board in January 2006. He and his wife Stephanie preserved their 12-acre property in Hopewell Township in late 2005.

Across the board, all our landowners turned trustees cite the importance of the land preservation work done by the trustees and staff of D&R Greenway Land Trust as their reason for wanting to take an active role in the organization. For them, as for all of us at D&R



Oye Olukotun, along with Board Chair Richard Goldman (left), making a toast at the 2004 Landowners and Partners Celebration. The land belonging to Oye and his wife, Judy, was the 100th property preserved by D&R Greenway.

Greenway, safeguarding our natural lands and open spaces is an absolute priority.

The benefits of land preservation are real and last forever—ensuring a quality water supply, encouraging a diverse natural environment where wildlife and plants can thrive and providing for a healthier lifestyle and better quality of life for us all. We are grateful these landowners have chosen to join our organization, and help spread the mission of land preservation and stewardship by personal example. ♡

The Landowner's Contribution to Preservation

Q: As a landowner, what costs will I be expected to contribute to the preservation of my land?

A: While some landowners are able to donate the value of their land's preservation, most landowners receive some financial compensation for the protection of their land. Most of our landowners choose to use a portion of this compensation to help defray the out-of-pocket costs incurred during the preservation process and to provide for the perpetual stewardship of the land.

Landowners typically retain the services of an attorney and an accountant or financial planner to represent their interests during negotiations. It is important that landowners engage their own advisors to help structure the conservation transaction for their individual circumstance. For instance, some landowners may want to consider estate planning options that will provide the landowner with retirement income. Other landowners may want to address family needs, or maximize the tax benefit against income.

Almost always, D&R Greenway purchases the land, conservation, or

farmland easement at a bargain sale price. This means that the purchase price is less than the appraised real estate value. The difference between the appraised value and the purchase price is considered a charitable contribution, and can provide a substantial tax benefit. Landowners must provide an appraisal to substantiate this contribution when claiming an income tax deduction.

D&R Greenway takes the lead on acquiring all of the technical documents necessary to complete the transaction. We request that landowners reimburse 50 percent of these costs, which includes a property survey, title insurance, environmental assessment and appraisals. We ask that these fees be paid at closing, which means that D&R Greenway upfronts these costs as a consideration to the landowner.

The permanent preservation of land represents a perpetual commitment that D&R Greenway makes to the care and stewardship of the

property. Easements must be monitored annually and enforced into the future. This is particularly important when conserved properties are sold to new owners who were not directly involved in the preservation. Lands acquired as nature preserves must be managed to protect the resources that make them important for conservation. For this reason, D&R Greenway asks landowners to make a contribution to an endowment fund to allow for effective stewardship and protection of the preserved land. The size of the contribution is based on the needs of the land being preserved—the size of the property, the condition of the land, the desire to manage the preserved property in the context of the surrounding ecosystem.

The best possible outcome of land preservation is one that provides for both the financial needs of the landowner and the conservation needs of the land. ♡