

Open Space Institute

2011 ANNUAL REPORT



Open Space Institute

The Open Space Institute protects scenic, natural and historic landscapes to ensure public enjoyment, conserve habitats and sustain community character. OSI achieves its goals through land acquisition, conservation easements, regional loan programs, fiscal sponsorship, creative partnerships and analytical research.





OSI Is a Conservation Leader

OSI is at the forefront of the conservation field, developing effective strategies that influence local, regional and national initiatives. Our results are not just acres protected, but clean air and water, diverse wildlife habitat, and farms and forests for vital economies.



OSI Protects the Best Lands

OSI saves the land we love and the land we need—both for the present generation and the future, across geographies stretching from Canada to Georgia.



OSI Is Strategic

Dedicated to our roots in direct acquisition while growing with a world that is always changing, OSI expands its programs to meet new challenges and opportunities.



OSI Is Innovative

OSI applies the most current science as we seek competent, creative solutions to the pressing issues of the day.



OSI Is Your Partner

In today's world of land conservation, no one can do it alone. OSI's strength lies in collaboration and partnership with conservation colleagues ranging from local groups to national organizations.



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FRONT COVER: Paths and Trails in the Hudson River Valley; photos: Greg Miller; BOTTOM ROW CENTER: Farmland in Lancaster County, PA; photo: Brett Cole; BACK COVER: Along the Palisades; photo: Greg Miller; INSIDE FRONT COVER: Hudson Highlands landscape, New York photo: Greg Miller; PAGE ONE, TOP TO BOTTOM: Bashakill Wildlife Management Area; Bashakill Wildlife Management Area; photos: Greg Miller; Lancaster County Farmland, photo: Brett Cole; Catskill Map from OSI research publication, Private Lands, Public Benefits; Lancaster County Farmland; photo: Brett Cole; PAGE TWO: Mamakating Rail Trail near Bashakill Wildlife Management Area; photos: Greg Miller

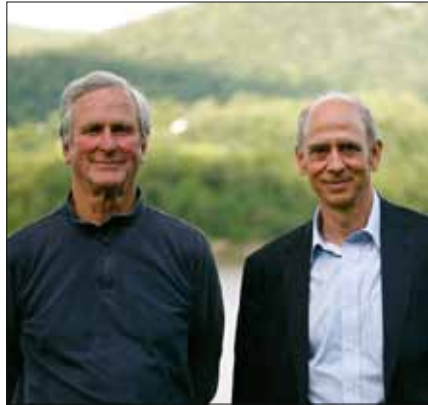
From the Open Space Institute's Leadership

For more than four decades, the Open Space Institute has worked to conserve treasured places – farms, shorelines, rivers, viewsheds, ridgelines, mountaintops and trails. We conserve nature because of a deep affinity for and recognition of land's importance to America's character and future.

With greater pressure on natural resources, we at OSI increasingly take a long view and work to be creative in conservation. We continue to protect landscapes under immediate threat while also targeting landscapes that will be important decades and centuries from now, as science informs our focus. We recognize the places that we cherish and want to protect not only for what they are today, but for what they might offer in the future.

In 2011, thanks to your support, OSI worked to acquire, finance, and ultimately protect 15,900 acres in 51 transactions.

Our purchase of a thousand acres of fertile farmland in the Hudson Valley, for example, instantly preserved a viewshed while creating the opportunity for a vital agricultural future there. Utilizing science and planning, we identified multiple deals that protect fields and forests in the Delaware Bayshore with the greatest potential for long-term benefits. From the pursuit of federal funding to the local support of citizen activists, OSI's work requires investment, strategy and time to reap the fullest returns. We take the long view.



Our Annual Report tells the stories of conservation successes and strategies through two lenses – the immediate benefits and the long-term potential. Using these lenses, OSI is identifying the most adaptive landscapes and protecting land that will endure in an increasingly crowded world with a changing climate.

Taking the long view requires vision, investment of money and people, and enormous patience – and that patience is

perhaps the hardest element of this work. At OSI's annual luncheon, we heard comments from our friend and *New York Times* editorial board member Verlyn Klinkenborg, who said:

The real task for us humans is to withhold ourselves. The curious part here is that there is nothing passive about withholding ourselves, exercising restraint. It takes the coordinated efforts of many people to reinforce the very idea of restraint – to make open space and protected lands possible.

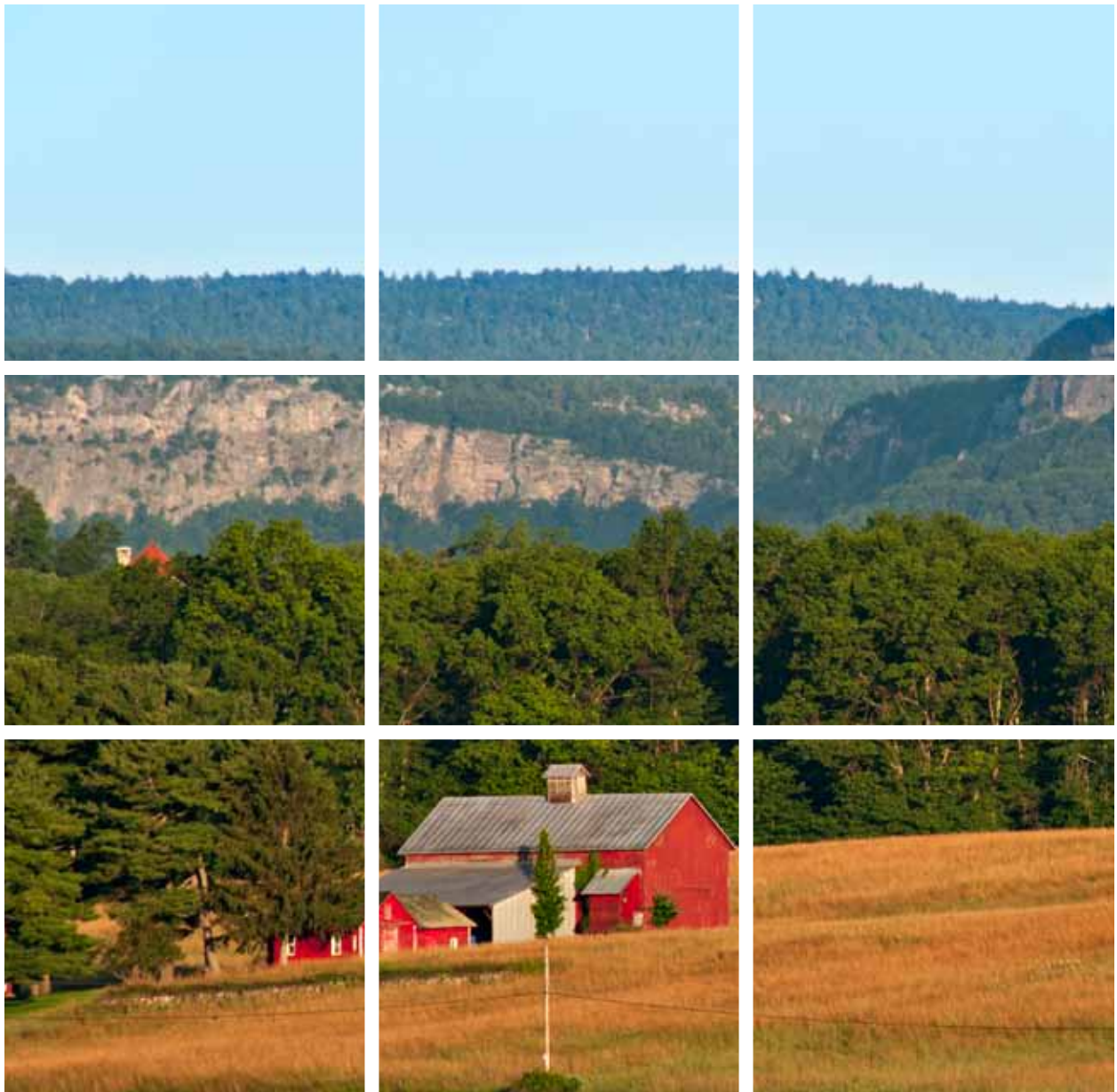
His words remind us that, oftentimes, the most important part of what we are doing is providing the time and space for nature to work its way on the land. We invest in promise and potential, and by doing so we make great strides for future generations. We thank you for trusting us to do this critical work. Most of all, we thank you for sharing in our conservation vision and for providing us with the support we need to exercise restraint and judgment.

Kim Elliman
President & CEO

John H. Adams
Chairman

Creating a Template for 21st-Century Farms

OSI envisions a future for farmland preservation



In 2011, the Open Space Institute preserved more than 1,000 contiguous acres of some of the most scenic and historic land in Ulster County. A noteworthy accomplishment for the sheer acreage alone, the projects protect a diverse mix of farmland, wetlands and scenic ridges.

The former Smiley and Van Alst lands—acquired for some \$9 million in back-to-back transactions in September and October—preserve breathtaking views and unspoiled wildlife habitat along the eastern edge of the Shawangunk Ridge. Together, they also account for more than 30 percent of the active agricultural land in New Paltz, which introduces one of the acquisitions’ most interesting sidebars.

As OSI considers future land use on the properties, the organization has a unique opportunity to reimagine



The industrialization of agriculture over the past 80 years has favored areas, many of them in the Midwest, with more productive soils and fewer competing land uses. That shift, combined with the increased demand for residential and commercial development in New York City’s shadow, has meant fewer and smaller farms for Ulster County.

OSI recognizes this changed landscape, and with these acquisitions

it is poised to create a new template for farmland preservation in the 21st century.

“Conservation is constantly evolving, and land trusts must now think creatively about what constitutes a successful agricultural conservation project,” said OSI’s president and CEO, Kim Elliman. “It’s not enough to purchase the development rights for farms anymore.

As OSI considers future land use on the properties, it has a unique opportunity to reimagine the relationship between farmland conservation and agricultural viability.

the relationship between farmland conservation and agricultural viability.

Both properties have been farmed for hundreds of years. Combined, they provide a diverse mix of flatlands suited for fruit and vegetable production and rocky soils more conducive to livestock grazing and haying.

But much has changed about farming in Ulster County in the past century.

A hundred years ago, 75 percent of the land in Ulster County was used for farming. Today, the number is closer to 10 percent, and that change has as much to do with developments outside the county as within.

We have to ask ourselves, ‘Are we protecting farmland simply for its scenic and open space values, or are we protecting land that can and will continue to provide for the surrounding community?’

“Ideally it’s the latter.”

The *Wall Street Journal* reported in November 2011 that farming is becoming more viable across the country. Residential land values have fallen as much as 70 percent nationwide since mid-2006. During the same time period, the value of U.S. farmland increased 20 percent, particularly in the Midwest and some western states.

In 2012, OSI will explore a number of stewardship possibilities for farmland properties, including sustainable farming, as we seek to maximize the vast recreational, historic and agricultural value of the lands.

Even in the Northeast, where soil and climate are not always favorable, small, independent farmers are increasing their profitability by branding themselves and selling specialized crops, organic produce and value-added products through community-supported agriculture (CSA) programs and farmers markets to consumers willing to pay a premium.

“Consumers will pay more if they know where their food is coming from and what they’re paying for,” said Wes Hannah, an organizer for the National Young Farmers’ Coalition, an OSI Citizen Action group. “Right now, those farms are the most vibrant subsector of the agricultural market.”

According to the Bureau of Labor Statistics, the average age of farmers in the United States is 57, the oldest it’s ever been. Within the next decade, many of them will retire, and Hannah, himself an organic fruit and vegetable farmer, believes there’s a new generation waiting to carry the industry forward.

“There absolutely has been a resurgence of young farmers,” he said. “Whether it’s the economy or the desire to do something that has a positive impact on society, we’ve seen something of a ‘back to the land’ mentality, and there are more young people coming forward who feel that agriculture is meaningful and is something they want to pursue as a career.”

Although the Hudson River Valley represents the kind of diverse and wealthy market that can sustain an established farmer’s business, the first hurdle for these young farmers is finding affordable land. For OSI, matching a farmer with an “incubator” startup farm



could be an ideal fit for the just-protected Ulster County lands.

In 2011, OSI partnered with the Agricultural Stewardship Association (ASA) on a similar project in Stillwater, New York. There, ASA is helping a young couple get started on a historic farm that OSI preserved. In Ulster County, OSI (and perhaps another partner) could offer a combination of land and technical resources to help a young farmer make the transition to full-time,

profitable farming.

“From my experience,” Hannah said, “the opportunities that exist for a young farmer are often internships or other low-paying jobs. To transition from that to starting your own business—there’s a gap there, and incubator farms are one thing that can help fill that gap.”

OSI could also lease the farmland to an existing biodynamic or organic farmer at a discounted rate. Doing so would allow OSI, as a landowner, to exercise some influence over how the land will be used and its effects on neighboring ecosystems.

By purchasing farmland that can benefit not just a farmer but an entire Hudson Valley community, OSI is making a statement about its vision for a sustainable New York State.

“The acquisition of these lands protected a view that people knew and loved,” Elliman said. “But over time, we believe they’ll be known just as much for what they offer the people of the Hudson River Valley.

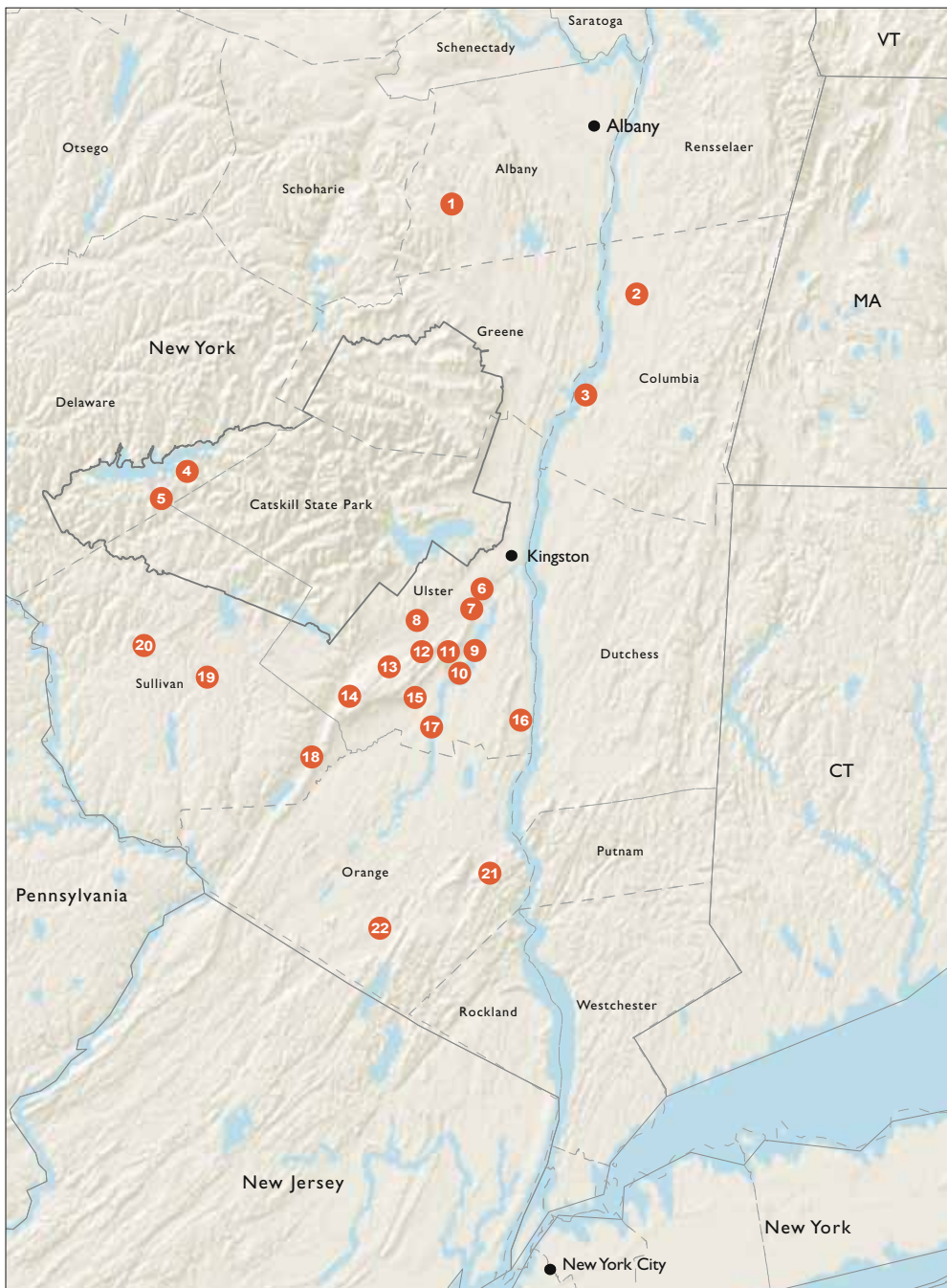
“We’re both challenged and excited by the possibilities.”



Open Space Institute

2011 New York Land Program Accomplishments

From the Adirondacks to the Hudson River Valley, OSI protected 2,882 acres, including 1,527 acres of farmland.



1 Pal Farm

333 acres, Albany County

The Pal Farm, an 18th-century farm and forest located between the Helderberg and Catskill mountains near Rensselaerville, is one of the first settlements in the upper Hudson River Valley. It was one of the village's first settlements in the late 1700s.

2 Weil Farm

54 acres, Columbia County

Near Lindenwald, the home of the Martin Van Buren National Historic Site and within the Kinderhook Creek corridor; these agricultural lands are leased to Roxbury Farm.

3 Pleroma Farm

96 acres, Columbia County

An easement on Pleroma Farm, a diversified biodynamic farm and therapeutic retreat center; ensures that the farm's high-quality soils can continue to support the town of Greenport's agricultural economy; and preserves magnificent views from Olana Historic Site.

4 Beaverkill Addition I

10 acres, Delaware County

These scenic lands were donated to OSI and add to the beauty of the protected Beaverkill landscape.

5 Beaverkill Addition II

107 acres, Delaware County

The Patterson property has been owned by the family since the 1940s and consists of an 1850s farmhouse, forests and meadows with stunning views of the surrounding Beaverkill landscape.

6 Joppenbergh Mountain

119 acres, Ulster County

The 495-foot-high Joppenbergh Mountain in Rosendale sits along the Walkkill Valley Rail Trail. It has expansive views of much of the Hudson River Valley.



7 Giant Ledge Assemblage
14 acres, Ulster County

The addition extends the northernmost protected lands of the Mohonk Preserve all the way to the hamlet of Rosendale and connects the Preserve with the Rosendale Rail Trail.

8 Rominger Farm
93 acres, Ulster County

The Rominger family donated a conservation easement on a historic farm in the town of Rochester. Together with the adjacent Domino dairy farm, it creates a 242-acre swath of preserved viable farmland with Shawangunk Ridge views.

9 Harcourt Wildlife Sanctuary
56 acres, Ulster County

OSI, Historic Huguenot Street and the Nyquist Foundation helped preserve access for this popular 56-acre nature preserve located on Huguenot Street in New Paltz.

10 Van Alst Farm
144 acres, Ulster County

The Van Alst land is 144 fertile acres along the western bank of the Wallkill River and has been farmed for hundreds of years. It includes extensive agricultural flats that lie between the village of New Paltz and the Shawangunk Ridge.

11 Smiley Brothers
874 acres, Ulster County

On the eastern escarpment of the Shawangunk Ridge, the property includes three historic farms, hundreds of acres of open fields, rolling forested hills, streams and segments of a historic carriage road system that dates back to the late 1800s.

12 Peterskill Conservation Area Addition
45 acres, Ulster County

The land is located on the Shawangunk Ridge in a wilderness area on the northern boundary of the Minnewaska State Park Preserve.

13 Minnewaska State Park Preserve Addition I
79 acres, Ulster County

The addition consists of 79 acres on the ridge top on the western side of Minnewaska Park Preserve and contains old-age stands of pitch pines and extensive views of the Rondout Valley and the Catskill Park.

14 Minnewaska State Park Preserve Addition II
43.12 acres, Ulster County

In the town of Wawarsing, Ulster County, the lands are located on the southwestern boundary of the Minnewaska State Park Preserve and protect an important stand of globally rare pitch pine barrens near Sam's Point.

15 Kiernan Farm
139 acres, Ulster County

Kiernan's 65-cow grass-fed beef operation is one of the several farms that locals have dubbed the "Gardiner Beef Belt," a critical mass of 1,300 acres of beef farming along County Route 7.

16 Lyons Overlook Farm
64 acres, Ulster County

Lyons Overlook Farm, in a hilly region with a view of the Hudson River, has more than 60,000 fruit trees, including 21 varieties of apples and other stone fruit.

17 Mercaldi-Lucille Farm
118 acres, Ulster County

Lucille Farm lies along the east bank of the Wallkill River, in full view of the Shawangunk Ridge with unobstructed views of Sam's Point, High Point and Millbrook Mountain.

18 Mamakating Rail Trail
50 acres, Sullivan County

A 4-mile stretch of rail bed links a 16-mile recreational trail network from the village of Wurtsboro to the Shawangunk Ridge State Forest.

19 Applebee Farm
129 acres, Sullivan County

From the mid-19th century until 1990, this property operated as a dairy farm and a boarding house. The Center for Discovery will reestablish the farm as a dairy to be run by young adults.

20 Hector Farm
166 acres, Sullivan County

The Hector Farm lies within the Callicoon Creek watershed and contains soils of statewide significance. The farm is currently being leased for hay and corn production.

21 Merrill I & 2
32 acres, Orange County

The Merrill acquisition protects 32 acres at the eastern end of a mile-and-a-half conservation corridor connecting Black Rock Forest and Schunnemunk Forest State Park.

22 Wright Farm
117 acres, Orange County

The farm operated by members of the Wright family since 1912, is open to the public year round for mixed produce, grass-fed beef, and fall festivities such as a pick-your-own pumpkin patch, hay rides and corn maze and, in the winter, Christmas trees.

Targeting New England's Wildlife

An OSI fund focused in the Northeast is successfully completed



In September 2009, the Open Space Institute launched Saving New England's Wildlife, a habitat conservation initiative that followed up on the Northern Forest Protection Fund.

From 2000 to 2008, OSI's Northern Forest Protection Fund had set the standard for large-scale landscape conservation by helping to protect 1.7 million acres in the vast Northern Forest of New York, Vermont, New Hampshire and Maine. The next step was to conserve the region's most significant and vulnerable wildlife habitat.

Established with the generous support of the Doris Duke Charitable Foundation, the Saving New England's Wildlife initiative has protected more than 20,000 acres valued at more than \$50 million. Grants have supported 30 projects, each selected by an advisory committee charged with making the greatest overall impact on the region's endangered wildlife.

"Saving New England's Wildlife took a very targeted approach. It wasn't just 'whoever buys the most or the largest parcel of land wins,'" said Peter Howell, OSI's executive vice president. "We had to sift through these huge landscapes and find the real nuggets of wildlife habitat. This was a fund that was driven by science."

Indeed, the fund's focus areas—Maine's bold coast from Cobscook Bay to Mount Desert Island, the ecologically

rich forests of western Massachusetts and central New Hampshire, and the coastal plain of Maine, New Hampshire and Massachusetts—were chosen because they contain the region's highest diversity of habitat and, according to emerging research, are most likely to continue to harbor a wide range of wildlife as the climate changes.

The results are impressive. Not only were thousands of acres of critical habitat protected, but for every dollar the fund spent, an additional \$10 in public and private funding was secured. This kind of leverage, virtually unheard of in the current economic climate, increased the effect of OSI's grants several times over.

In December 2011, OSI awarded a \$400,000 grant to help the Kestrel Land Trust and the Franklin Land Trust conserve the 3,300-acre Brushy Mountain—the largest contiguous tract of unprotected land under single private ownership in Massachusetts. This early commitment to the project, along with an additional \$439,600 that OSI approved from its Western Massachusetts Land Protection Fund, helped catalyze other funding. Following OSI's lead, the state committed \$3.8 million and Congress appropriated \$5 million through the federal Forest Legacy program toward this significant effort.

The Brushy Mountain project was not an isolated example. In all, Saving New England's Wildlife projects

At a time of reduced funding for conservation, the success of Saving New England's Wildlife is a testament to the vision, commitment and tenacity of these public and nonprofit agencies.

attracted more than \$7.5 million of additional philanthropic capital, \$9.5 million in state funding and almost \$3 million in local support.

The ecological benefits of the Brushy Mountain project also cannot be overstated. Massachusetts wildlife officials have documented habitat for two species of concern on the property—wood turtle and eastern box turtle—plus black bear, otter, bobcat, fisher, mink, and even moose, which are returning to the region.

“Brushy Mountain was probably our most high-profile project,” Howell said, “and it was emblematic of what we hoped to achieve when we launched this fund. It protected some of the absolutely most critical habitat in the Commonwealth of Massachusetts.”

Most of OSI's grants helped Saving New England's Wildlife fund the direct acquisition of priority conservation lands. However, the initiative also included “amplification” funding for noncapital projects designed to increase support for land conservation.

One such grant helped the Wildlife Management Institute (WMI) protect the New England cottontail, a native species whose numbers have dipped dangerously low in recent years.

Using a \$75,000 OSI grant to create educational and lobbying materials, WMI secured nearly \$1 million from the Natural Resources Conservation Service's Wildlife Habitat Incentive Program. That additional funding helped WMI conserve and connect the shrub-heavy habitat lands that will

allow the New England cottontail to replenish its population and expand.

“We're not talking about giant pandas, we're talking about rabbits,” said David Houghton, a consultant who helped plan WMI's efforts. “If we can get them the habitat, they will respond—and respond in a big way. Without the amplification grant from OSI, however, we would not have

been able to mount the lobbying campaign that we did.”

From the saltwater bays of coastal Maine to the dense forestlands of Massachusetts, Saving New England's Wildlife emphasized connectivity and diversity, two of the most vital components of a healthy ecosystem.

“The starting premise of working in three states with strong wildlife action plans let us really focus on how specific projects fit into the larger context across those states,” said Andrew Milliken, the North Atlantic

Landscape Conservation Cooperatives coordinator for the U.S. Fish and Wildlife Service and a member of the Saving New England's Wildlife advisory board. “Second, OSI assembled a broad-based team of advisers with skills in the science, policy and management fields. Finally, OSI reached out directly to the state and local agencies with the best understanding of what was happening on the ground in their states.

“Putting those three things together, OSI identified the highest priorities for the conservation of wildlife habitat while also meeting other complementary needs.”



Bringing the Big View to the Mid-Atlantic

Preserving nature with OSI's Bayshore-Highlands Fund



About 40 miles south of Philadelphia, Salem County, New Jersey, is at the center of the Jersey Bayshore, one of the Northeast's most bountiful farming regions.

Upstream and across the Delaware Bay, the Pennsylvania Highlands spread out over 1.4 million acres of forested ridges, streams and lakes, and agricultural land.

The Bayshore and the Highlands bracket the Philadelphia metropolitan area with rich natural resources, clean water and plentiful recreational opportunities. Containing habitat for wildlife like bog turtles and the Indiana bat, these lands are important for what's on them as well as what's between them.

The Philadelphia metropolitan region is the United States' fifth-largest, with just shy of 6 million residents. Each day, about 125,000 cars travel Interstate 95, the East Coast's busiest highway, in and around the region.

Because of that juxtaposition—a thriving



“To succeed in protecting land in these places, conservation must coexist with human uses, like farming, fishing and recreation.”

Founded in Philadelphia in 1945, the William Penn Foundation has a long history of funding environmentally important programs, including two decades of watershed protection initiatives. Seeking new and better ways to improve its home region

and viewing land conservation as a natural progression of its watershed work, the foundation reached out to OSI to initiate an ambitious land protection program, the Bayshore-Highlands Land Protection Fund.

“There are many places in our service area where conservation is warranted,” said Johnson. “As a regional foundation, we were looking for places where we could make a difference on a landscape scale, and where that landscape would have a regional impact, too.”

“OSI brings that big view, in terms of the

In 2011, OSI's Bayshore-Highlands Fund provided \$1.1 million in grants and loans for 8 projects that will conserve about 1,700 acres with a total value of about \$8.1 million. That's about 7 matching dollars for each dollar.

metropolitan area sandwiched between two resource-rich regions—conservation here takes on an interesting color.

“The landscapes here are not just huge, undisturbed forests. There's a very diverse sort of richness here,” said Andrew Johnson, the William Penn Foundation's Environment & Communities program officer. “And there's a significant human presence that complements that richness.

organization's connections and experience in other places,” he said. “OSI's understanding and innovative approach to conservation really added up for us.”

Throughout Salem County and the rest of the Bayshore, much of OSI's efforts will center on farmland preservation, which in turn protects critical wildlife habitat and regional water quality.

Almost half—about 43 percent—of Salem County's land area is in active agricultural use. Along

As one travels through Salem County—with its nearly 100,000 acres of farmland, the most among the 21 counties in New Jersey—it's easy to forget that Philadelphia sits just up the road.

with nearby Cumberland and Gloucester counties, the Bayshore region is known for its fertile soils and lengthy growing season suitable for high-value crops like eggplant, peppers and zucchini.

A 2011 OSI grant in Cumberland County helped the New Jersey Conservation Foundation protect the 48-acre Adamucci orchard farm.

"The resources we have here," says farmer Andy Buzby, "as far as soil and water quality, I don't think there's a better combination on the eastern seaboard. You don't usually think of southern New Jersey as having prime soils like Iowa, but a lot of it does."

As one travels through Salem County—with its nearly 100,000 acres of farmland, the most among the 21 counties in New Jersey—it's easy to forget that Philadelphia sits just up the road. Here it's not uncommon to drive past marshy bald eagle and shorebird habitat on one side of the road, while stretches of long, flat farmland spill out on the other.

Buzby, a 54-year-old mechanic by trade but a fruit and vegetable farmer since 1981, has a contagious enthusiasm for farming, and he has helped OSI connect with farmers who have been on their land for generations.

"He's our ambassador," said Bill Rawlyk, who engineers conservation deals in the Jersey Bayshore for OSI. "A lot of this area was originally settled by Quakers, and that Quaker philosophy is part of Andy's ambassadorship. He really wants to help his neighbors and stabilize the community."

The Pennsylvania Highlands, part of the four-state Highlands region that extends from Pennsylvania to Connecticut, are known for their dense forests, undisturbed since the days of wood-fueled iron forges

hundreds of years ago. Places like Welsh Mountain—where OSI helped the Lancaster County Conservancy permanently protect 408 wooded acres—and Oley Hills offer miles of recreational trails, provide biodiverse forests and wetlands and protect clean drinking water sources for 13 counties.

It was here that the William Penn Foundation focused on protecting water quality near the Delaware and Schuylkill rivers, the primary sources of Philadelphia's drinking water.

Joining with OSI, the Bayshore-Highlands Land Protection Fund was launched in late 2011 and by year's end had targeted more than \$1.1 million in capital toward the region's most significant places. As the program expands in 2012, OSI and the William Penn Foundation have set their sights high.

"With land conservation, we want to be highly successful in a few important places that will build momentum," Johnson said, "and thereby bring more money and visibility in, as people see the value of what's happening here. We want to build a critical mass that makes a difference on the ground here and can also be emblematic of similar efforts elsewhere."

Back in Salem County, Andy Buzby is thinking big, too.

A lot of people, he says, have no idea where their food comes from. But tailgate markets like the ones he holds each Saturday at his farm are helping to educate consumers. And as more people become educated about farming, more preservation is sure to follow.

"We've got about 28,000 acres of farmland preserved here in Salem County," said Buzby, "and now, working with OSI, I'm optimistic that we'll end up with more than 60,000 acres in this county alone."



Open Space Institute

2011 Conservation Finance Program Accomplishments

Working with 18 partner organizations in the US and Canada, OSI funds protected over 13,000 acres in 6 states and provinces through 28 grants and one loan with a total fair market value of over \$30 million this year.

Western Massachusetts

1 Brushy Mountain

Leverett & Shutesbury, MA
Kestrel Land Trust

3,480 acres Total: \$8,800,000

2 grants: SNEW and WVM \$839,600

Brushy Mountain conserves the largest block of unprotected forest in the commonwealth. This property, home to moose, threatened turtle species and other wildlife, is now protected with a sustainable forestry conservation easement and is open to recreation.

2 Westfield River

Middlefield & Chester, MA

The Nature Conservancy

298 acres Total: \$842,000

Grant: \$134,500

This working woodland project lies within the Westfield River watershed, an area of intact forestland that offers one of the last and best places for large-scale forest conservation in southern New England.

Saving New England's Wildlife

1 Androscoggin Headwaters

Errol & Wentworth, NH
Trust for Public Land

2,920 acres Total: \$3,210,000

Grant: \$500,000

This project launched a multiphase effort to conserve wildlife habitat, water quality and productive timberland on 31,000 acres at the headwaters of the Androscoggin River with working forest conservation easements.

2 Gardner Mountain

Lyman, NH

Trust for Public Land

1,084 acres Total: \$500,000

Grant: \$150,000

Critical bat habitat and a significant portion of Gardner Ridge were protected with a conservation easement that supports sustainable timber management and safeguards wildlife habitat.

3 Maquoit Bay Chase Reserve

Brunswick, ME

Brunswick-Topsham Land Trust, Inc.

240 acres Total: \$1,124,000

Grant: \$141,900

OSI's second grant on Maquoit Bay conserves high-value tidal wading bird and waterfowl habitat and part of the largest remaining forest block on the coastline of Casco Bay.

4 Walnut Hill Focus Area

Shapleigh, ME

Three Rivers Land Trust

88 acres Total: \$184,500

Grant: \$21,000

Conservation of this parcel kicks off an effort to protect a state-designated area that supports Blanding's turtle and northern Black Racer.

5 Pinkney Hill

Allenstown, NH

Bear Paw Regional Greenways

181 acres Total: \$250,000

Grant: \$50,000

Pinkney Hill is the first phase in protecting more than 500 acres of priority habitat adjacent to Bear Brook State Park and is home to threatened wildlife, including Blanding's turtle and whippoorwill.

6 Pawtuckaway River

Raymond & Epping, NH

Southeast Land Trust of New Hampshire

311 acres Total: \$1,654,800

Grant: \$200,000

The project conserves frontage and upland buffer for the Pawtuckaway River and hosts key species, including Blanding's turtle and state-threatened spotted turtle.

7 Whaleback

Hollis, NH

Beaver Brook Association

79 acres Total: \$610,000

Grant: \$75,000

Protection of the Whaleback builds on a network of 4,000 acres that provides habitat for vulnerable species of amphibians and reptiles.

8 Great Marsh

Rowley, MA

Massachusetts Audubon Society

75 acres Total: \$2,300,000

Grant: \$250,000

Many partners have worked to conserve thousands of acres in the Great Marsh. This newly protected tract will be managed for the high-priority migratory birds that use this ecosystem.

9 Symphony Lakes Project: Cranberry Pond

West Stockbridge, MA

Berkshire Natural Resources Council

204 acres Total: \$1,339,000

Grant: \$184,000

Cranberry Pond is part of an initiative to preserve nearly 500 acres of broad calcareous wetlands, open meadows and adjacent upland forests, which host an abundance of plant varieties including seven state-listed species.

10 Sheffield-Egremont Wildlife Corridor

Sheffield & Egremont, MA

Sheffield Land Trust

97 acres Total: \$1,850,000

Grant: \$250,000

This family farm will continue to operate, subject to an agricultural easement. Portions of the land provide rare turtle habitat that will be state owned.

11 Camp Northrop

Mount Washington, MA

The Nature Conservancy

345 acres Total: \$900,000

Grant: \$138,000

Located within one of the most biologically rich unfragmented forests in New England, the project protects vertebrate and plant species of multi-state concern.

Community Forest Fund

1 Grand Lake Stream Plantation

West Grand Lake, ME

Downeast Lakes Land Trust

Support grant: \$15,000

This innovative effort will conserve 21,700 acres including timberland, 3,000 acres of wetlands, 17 miles of lakefront and 93 miles of stream frontage.

2 Albany Town Forest

Albany & Conway, NH

Trust for Public Land

Support grant: \$20,000

OSI provided early support to help establish Albany's first community forest, which will provide timber revenue, aquifer protection and 1.5 miles along the Swift River.

3 Brushwood Community Forest Expansion

Fairlee & West Fairlee, VT

Trust for Public Land

584 acres Total: \$825,000

2 Grants: \$70,000

This effort doubled an existing community forest to 1,055 acres, providing wildlife habitat, drinking water resources and opportunities for sustainable forest management and recreation.

4 F.X. Shea Town Forest

Corinth, VT

Town of Corinth

94 acres Total: \$119,300

Grant: \$16,800

A conservation-minded landowner and the Conservation Commission worked together to establish the town's first community forest which has rich soils, high-quality timber, central location and an existing trail system.

5 Barre Town Forest

Barre, VT

Trust for Public Land

Support grant: \$20,000

Protection of 375 acres will conserve wildlife habitat and water resources, restore connectivity and provide sustainable forest revenues. The property's trails are a destination for mountain biking and cross-country skiing.

Transborder Land Protection Fund

1 Chignecto Isthmus Phase II
Halls Hill, New Brunswick, Canada
Nature Conservancy of Canada
232 acres Total: \$150,000
Grant: \$50,000

Four contiguous properties that align with other conservation land provide access for moose, black bear, fisher and other wide-ranging species. Endangered Canada lynx have also been confirmed in the area.

2 East Grand Watershed Initiative

Orient & Weston, ME
Woodie Wheaton Land Trust
Support grant: \$25,000

OSI provided an early support grant for this complex effort to conserve 12,000 acres of forest, a significant deer wintering yard and 30.7 miles of shoreline along the headwaters of the St. Croix River and six lakes.

3 Green Mountains Natural Habitats

East Bolton, Quebec
Appalachian Corridor Appalachen
92 acres Total: \$214,000
Grant: \$30,000

Strategically located between Sutton Mountain and Mount Orford, the property is part of the Missisquoi North watershed, known for its important population of wood turtles.

4 Green Mountains Phase II
East Bolton, West Bolton & Austin, Quebec

Nature Conservancy of Canada
942 acres Total: \$1,300,000
Grant: \$93,525

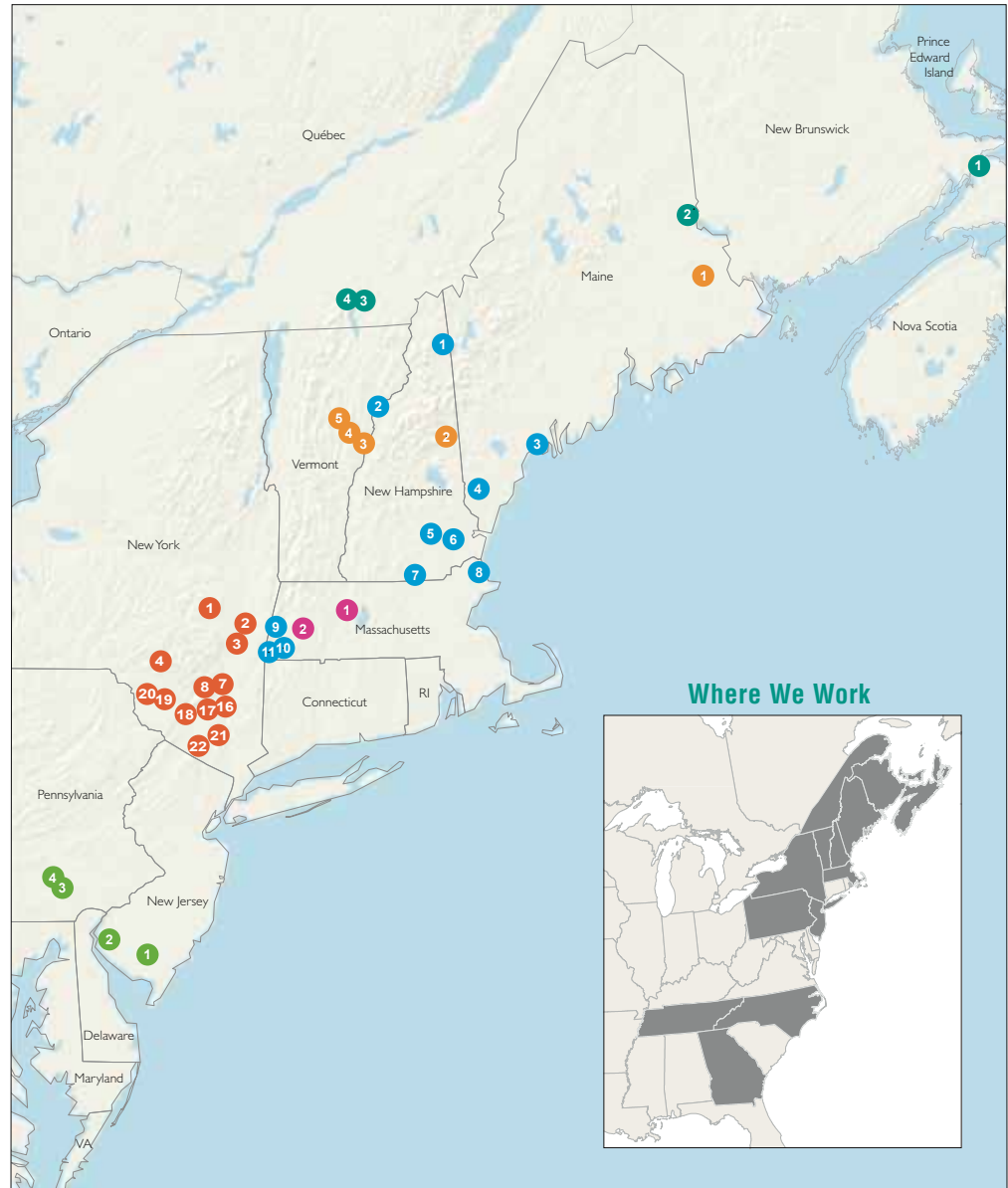
OSI provided transaction and stewardship support to conserve three properties, two in fee and one with a working forest easement, that lie within unfragmented forest blocks in the Northern Green Mountains Natural Area.

New Jersey Bayshore – Pennsylvania Highlands Fund

1 Diocese of Camden
City of Vineland, Cumberland County, NJ

The Nature Conservancy
162 acres Total: \$666,241
Grant: \$100,000

Part of a three-phase project that protects contiguous forested parcels in the headwaters of the Manumuskin River, the property includes oak pine forest, wetlands and numerous vernal ponds supporting a number of amphibians, reptiles, rare plants and birds.



2 Conway Forest Addition
Quinton Township, Salem County, NJ
Natural Lands Trust
52 acres Total: \$195,000
Grant: \$20,000

The Burden Hill Forest Preserve is 791 acres of contiguous woodland containing mature stands of oak, sweet gum, red maple and American holly. It provides habitat for threatened barred owl, red-shouldered hawk and marbled salamander.

3 Lancaster Farm Easements
Earl and Salisbury Townships, PA
Lancaster Farmland Trust
243 acres Total: \$788,814
Loan: \$234,175

A loan helped Lancaster Farmland Trust acquire agricultural easements on five traditional Amish farms; three closed in 2011. The loan encouraged private fundraising and generated an additional 20 percent match from Pew Charitable Trust.

4 Welsh Mountain Nature Preserve

East Earl & Salisbury Townships, PA
Lancaster County Conservancy
408 acres Total: \$2,053,300
Grant: \$250,000

Welsh Mountain, a 1,000-foot-high wooded ridge surrounded by cultivated agricultural land, is part of more than 1,100 acres of preserved woodland and protects groundwater recharge areas and breeding habitat for Neotropical migratory songbirds and several rare plant species.

Leadership Voice for the Land

Two OSI initiatives push for conservation funding

Two of the Open Space Institute's most important initiatives in 2011 involved not land acquisition but setting the stage for a healthy conservation climate for years to come.

Both the Outdoors America Campaign, which OSI spearheads, and OSI's Alliance for New York State Parks helped secure significant funding increases for conservation and parks programs at the federal and state level, respectively.

The Outdoors America Campaign, established in 2009 to advocate for full funding for the federal Land and Water Conservation Fund (LWCF), saw its greatest success come at the end of 2011, when Congress passed the omnibus spending bill.

The bill authorized a \$322 million LWCF, a 7 percent funding increase over the previous year. With an additional \$28 million in Title 6 money designated for conservation, the LWCF was funded in FY2012 at a grand total of \$350 million.

The surge represents a significant increase over recent years and in fact topped the 2011 LWCF allocation by nearly \$22 million.

Since its establishment in 1965, the LWCF has only once been funded at the recommended level of \$900 million per year; President Obama has pledged to do so by 2014. As we move toward that goal, OSI applauds Congress and the president for working together for conservation, an issue that transcends party lines.

The Alliance for New York State Parks was launched in 2010 to protect and enhance the state's 178 parks and 35 historic sites. Boasting such gems as Niagara Falls State Park, Jones Beach State Park and Clarence



Fahnestock Memorial State Park, the New York system has long been considered one of the greatest park systems in the country.

However, decades of underinvestment have left many of New York's parks crumbling and in disrepair.

The Alliance, in its first full year of operations, worked to highlight the deteriorating condition of New York's state parks. These efforts paid off: Governor Andrew Cuomo's budget for 2012–13 includes \$89 million for repairs,

upgrades and restorations at 48 parks and historic sites. The amount will be funded through the New York Works Infrastructure Fund.

In 2010, the state Office of Parks, Recreation and Historic Preservation identified a \$461 million backlog for basic health and safety needs and \$595 million for worn-out facilities throughout the system. The governor's New York Works Infrastructure Funding will begin to address those needs.

"The governor's commitment to fund upgrades and repairs at so many of our parks and historic sites demonstrates that he has heard and is responding to the public's insistence that our parks no longer be neglected," said Rose Harvey, the commissioner of the state's Office of Parks, Recreation & Historic Preservation. "Together, with organizations like the Alliance for New York State Parks, the citizens of New York State and Governor Cuomo's administration can make a real difference in bringing our parks system back up to the standard it deserves."

Through research, advocacy and innovation, OSI continues to lead conservation forward, both nationally and regionally.

ABOVE: The Alliance is working to restore the Hamilton Point carriage road trails at Minnewaska State Park Preserve. OPPOSITE, TOP LEFT: Acadia National Park, Maine. photo: Jerry and Marcy Monkman; OPPOSITE, TOP RIGHT: Jones Beach State Park West Bathhouse; photo: New York State Office of Parks and Recreation; OPPOSITE, BOTTOM: Robert H. Treman State Park; photo: New York State Office of Parks and Recreation



Good Ideas Start Small

OSI Citizen Action group aims to map all the trees in New York City



For many New Yorkers, the only nature they see all day is a street tree,” says Philip Silva, one of the founders of TreeKIT. “And the only way that trees can provide all the benefits that they do is if they’re alive.”

Street trees—and there are hundreds of thousands of them in New York City’s five boroughs—play an important role in the urban ecological system. The shade they provide helps reduce energy consumption on hot summer days, while their leaves filter particulate matter from the air we breathe.

Urban environments are environmentally stressful, however, and 30 to 40 percent of street trees die prematurely. Volunteers who clean and prune trees help improve those odds and now, TreeKIT is helping those stewards by creating a publicly accessible inventory of every street tree in New York City.

But TreeKIT might not have had that chance without the Open Space Institute’s Citizen Action Program. For three decades, Citizen Action has helped give grassroots environmental organizations an opportunity to invest in their future.

The model is simple yet effective. OSI assists startup groups by enabling them to receive tax-deductible donations while providing administrative help, freeing the groups to do the critical work of bettering their communities.

“I don’t think we could do the work we do without OSI,” said Liz Barry, who with Silva founded TreeKIT

in 2010. “The Citizen Action program has essentially functioned like an incubator, giving us the support we need to get our feet under us.”

When TreeKIT approached OSI in September 2010, Silva and Barry were eager to secure the increased funding that would take their work to the next level.

“When a foundation sees a group that’s linked to the Open Space Institute,” Barry said, “they know that group is legitimate, and it automatically improves the chances of being awarded funding.”

“The Citizen Action groups are working on the local level on many of the same issues that OSI addresses at a regional level,” said Kim Elliman, OSI’s president and CEO. “Good ideas almost always start small, and it’s important that we provide the framework through which these local initiatives can grow into something bigger.”

By early 2012, trees in four Queens neighborhoods had been completely mapped, and as word spreads about TreeKIT’s efforts—which is literally tree-by-tree, using measuring wheels and tape measures—those numbers will grow.

“We’re trying to set up a process by which neighborhood groups can track the work they’re doing,” Philip said. “We want TreeKIT to mobilize folks and give them the tools to see where trees are, and what needs to be done to keep them alive.”

“We hope there’s never a time when this work will be finished.”

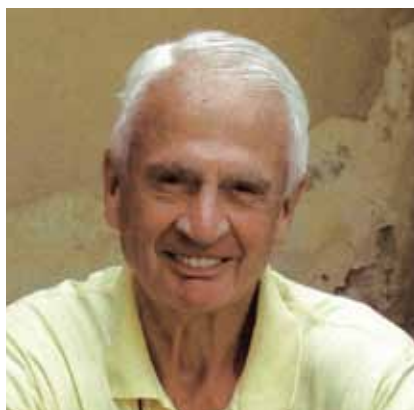
ABOVE LEFT: A section from TreeKIT’s map of street trees in west Queens in 2011; ABOVE RIGHT: Phil Silva and Liz Barry (with rolling tape measure) with a volunteer in Queens.

2011 Barnabas McHenry Awards

For the fifth year, the Open Space Institute awarded some of the Hudson Valley's brightest young leaders with the Barnabas McHenry Hudson River Valley Awards.

Every year, OSI makes four awards of \$5,000 each to young leaders who partner with regional nonprofits to complete projects in the fields of environmental conservation, historic preservation, the arts and tourism. The awards are named in honor of OSI Trustee Barney McHenry, who has long championed the preservation of the Hudson Valley's land and character.

Alexandra Church was awarded a McHenry award in the field of historic preservation. She worked with the Newburgh Armory Unity Center and completed a preliminary master plan for developing and



implementing programs at the site.

In the field of environmental conservation, **Cornelia Harris** worked with the Cary Institute, leading a program that trained students to become stewards of the Hudson River ecosystem and docents for the newly installed Hudson River Environmental Conditions Observing System.

Sara Kendall won the award in the field of the arts for her partnership with free103point9 Radio's "Hands-on Radio," a community-run media project that is re-envisioning radio as an innovative platform in Greene and Columbia counties.

In the tourism field, **Derrick Mead** worked with Glynwood to help launch its "Hudson Valley Cider Route" project, which showcases fresh and hard apple cider producers and purveyors.

2011 Land Conservation Award

The Smiley family and Mohonk Mountain House were the recipients of the 2011 Land Conservation Award for years of stewardship and exemplary land protection along the 50-mile Shawangunk Ridge.

The award was accepted by Albert K. "Bert" Smiley, president and CEO of Mohonk Mountain House, at OSI's annual luncheon in October 2011.

The Mohonk Mountain House resort was founded in 1869 by Bert's great-granduncle, also named Albert

K. Smiley, who with his twin brother Alfred, acquired more than 17,500 acres on the Shawangunk Ridge. For 142 years, the Smiley family has been noted throughout the Hudson Valley as conservation pioneers.

Today, all but 2,200 acres is incorporated into the now 7,000-acre Mohonk Preserve, also founded by the Smiley family in 1963, and the 22,000-acre Minnewaska State Park Preserve, which was created in 1971.



TOP: Barney McHenry; ABOVE LEFT: Members of the Smiley Family honored at the Metropolitan Club Luncheon. ABOVE RIGHT: (LEFT TO RIGHT) Carol Ash, Bert Smiley, Verlyn Klinkenborg, Nina Smiley, Kim Elliman, John Adams. PHOTOS: Gina Abramo

The Open Space Institute

2011 Financial Report

In 2011, OSI acquired for conservation nearly \$15 million in land and easements, and it awarded \$5.8 million in re-grants to land trusts in the Mid-Atlantic states, New England, and the Quebec/New Brunswick Transborder region for habitat protection. OSI's administrative expenses constituted less than 5% of expenditures. Investment returns overall were 1.2%, and OSI drew down \$6.9 million for its programs. OSI recorded gains on sale of land to conservation buyers of more than \$6.2 million, and its total net assets grew from \$227.7 million to \$233.6 million, despite writing down \$6.1 million in properties held for conservation.

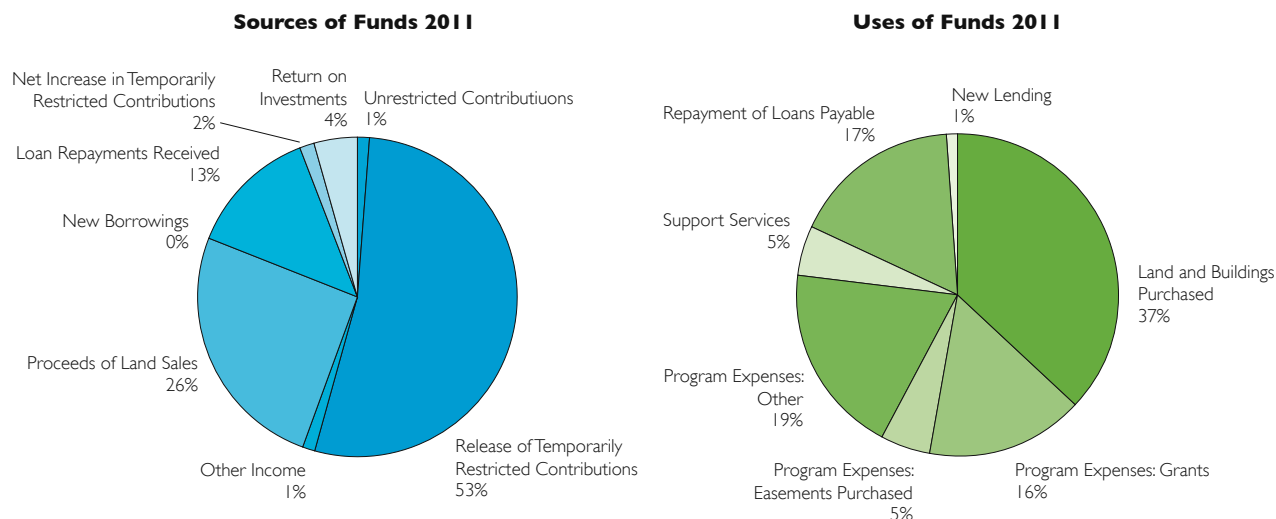
Open Space Institute, Inc. and Consolidated Entities

Condensed Consolidated Statement of Activities and Changes in Net Assets

December 31, 2011 and 2010

	2011	2010
Sources of Funds		
Release of temporarily restricted contributions	\$20,844,007	\$16,535,699
Proceeds of land sales	9,980,934	1,713,278
Loan repayments received	5,159,927	20,487,592
Return on investments	1,721,540	18,997,872
Net increase in temporarily restricted contributions	579,902	5,222,601
Other Income	492,621	1,374,624
Unrestricted contributions	476,108	1,131,051
New borrowings	0	261,200
Total	39,255,039	65,723,917
Uses of Funds		
Land and buildings purchased	\$13,307,298	\$11,818,305
Program Expenses: Grants	5,767,262	3,456,752
Program Expenses: Easements purchased	1,665,626	2,287,917
Program Expenses: Other	6,919,079	6,325,391
Support services	1,790,538	1,701,348
Repayment of loans payable	6,128,228	16,695,465
New lending	234,175	1,872,388
Total	35,812,206	44,157,566
Net Sources & Uses of Funds	\$3,442,833	\$21,566,351
Other Key Financial Information		
Total Net Assets	\$233,625,875	\$227,714,041
Net Assets of Wallace Fund	140,484,320	143,726,233
Net Assets, Other Restricted Funds	12,480,069	20,232,678
Net Assets, Unrestricted	80,661,486	63,755,130
Total Assets	242,567,759	243,923,923
Use of Wallace Fund for Conservation	4,595,133	4,739,869
Book Value of Land and Buildings Sold	5,975,200	940,460
Gain on Sale of Land	\$6,298,382	\$753,967

Sources and Uses of Funds



This financial information includes activities of both the Open Space Institute and the Open Space Conservancy, the land acquisition affiliate of OSI. The condensed consolidated financial information as of and for the year ended December 31, 2010, has been derived from OSI's 2010 consolidated financial statements, audited by McGladrey & Pullen.

The condensed consolidated financial information should be read in conjunction with the audited consolidated financial statements and related notes, available from OSI on request. In the interest of a timely annual report, this analysis was prepared based on the 2010 Audited Financial Statements and the draft 2011 Audited Financial Statements. Please contact OSI if you would like to receive our final 2011 audited numbers when they are issued.

A significant portion of our land conservation work is made possible by the Lila Acheson and Dewitt Wallace Endowment, a permanent endowment that was transferred to the Open Space Conservancy in 2001 from the Lila Acheson and Dewitt Wallace Fund for the Hudson Highlands.

The Open Space Institute, Inc. was incorporated in 1974 under section 402 of the Not-For-Profit Corporation Law of New York and is a tax-exempt public charity under Section 501(c)(3) and 509(a)(1) of the U.S. Internal Revenue Code. All contributions to the Open Space Institute, Inc. are tax-deductible to the fullest extent of the law. A copy of our latest financial annual report may be obtained by writing to OSI or the New York Department of State, Office of Charities Registration, The Capitol, Albany, NY 12231.

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Jim and Mary Ottaway

Whether it's going on safari to scout elephants in Nepal or hiking around the Shawangunk Mountains in Ulster County, Jim and Mary Ottaway describe their relationship with the outdoors as "healing."

"The outdoors was a place I would go when I tired of the city and tired of travel," says Jim Ottaway, a career newspaperman who has also traveled the world studying conservation and ecology in retirement. "I needed a sense of being rooted in this community, and feeling connected to the land had a very healing quality for me. It restores a sense of wholeness and balance in my life."

A Hudson Valley resident since 1970, Ottaway has also served as the treasurer of the Walkkill Valley Land Trust since 1987. He calls WVLT's ongoing partnership with OSI—the organizations teamed up to acquire 11.5 miles of trail in 2009 and plan to extend the Walkkill Valley Rail Trail to nearly 24 miles long—one of his proudest accomplishments. Together, the two organizations are giving the present and future generations in the Hudson Valley the great gift of the outdoors, he says.

"Any time of the year, you don't have to leave the Hudson Valley to travel to a beautiful place," he said. "We already live in one."

Mary Ottaway grew up during World War II and recalled spending much of her time outdoors, entertaining herself with long walks and her books.

As an adult, she has photographed and painted many of the Hudson Valley's scenic landscapes, and believes it is in these landscapes that we find not only peace, but also responsibility.

"Conservation is about being aware and responsible for where you live," she said. "So many people have put great efforts into preserving this valley. This is a very important time for groups like OSI to be doing this work."



Sibyl Golden

As chairperson of the Black Rock Forest Preserve and the Black Rock Forest Consortium, Sibyl Golden has partnered with the Open Space Institute to help protect the same types of natural areas she roamed as a girl.

"I spent my summers as a child at my family's house in the Catskills, and that is where I developed a love of the outdoors," Golden said. "Spending that time in the mountains made me love them."

Golden's father, William T. Golden, created the Black Rock Forest Preserve in 1989 to care for and steward the 3,750-acre Black Rock Forest in New York's Hudson Highlands. He also created the Black Rock Forest Consortium, which uses the Forest for scientific research, education and conservation. Sibyl took over as the chairperson of both in 2007, and has worked with OSI several times in recent years on important conservation projects.

OSI has protected more than 180 acres in the slender corridor between Schunnemunk Mountain State Park and the Black Rock Forest, where a handful of parcels creates an important ecological corridor that connects the two preserves. Black Rock and Schunnemunk provide habitat for bears, bobcats, otters and other animals that travel from one preserve to the other.

"We know that many species of animals need to roam, for food and to reproduce," Golden said. "OSI's work has helped us provide a way for those animals to get across what had been an unconnected gap."

As an adult, Golden still spends a lot of time outdoors. An avid hiker, she joined the prestigious Catskill 3500 Club by scaling each of the 35 peaks over 35,000 feet in the Catskill Park.

"I started doing that just for variety, and then I got hooked," she said. "This part of New York is very important to me, and what I especially appreciate is that there is still a lot of protected land up there. These mountains are truly natural wonders, and my hope is that they will remain as such forever."

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Marcia Metzger

Marcia Metzger is connected to the Open Space Institute in more ways than one.

As a former camper, Metzger was very relieved to read the news two years ago that OSI was protecting Camp Little Notch, a former Girl Scout camp in the Adirondacks.

She reached out to OSI recently after seeing new reports that the nonprofit Friends of Camp Little Notch will be reopening the camp for girls this summer.

"This means a lot to me, obviously," Metzger said. "I was very concerned when I found out the camp was being closed, and then I was so relieved when OSI came up with a plan to help protect it. "Little Notch is a personal connection to my childhood, and you don't want to see those go away."

But Camp Little Notch is not the only tie that Metzger shares with OSI. These days she works at the Martin Van Buren National Historic Site in Kinderhook, where OSI has protected nearly 1,000 acres in the immediate vicinity of Lindenwald, the historic Columbia County home and estate of Van Buren, the eighth president of the United States.

"It's amazing, all things considered, that after 200 years Lindenwald still has that rural character that it enjoyed when Martin Van Buren was here," she said. "I know it took a continued effort to keep it as it is."

OSI's preservation work also allowed Roxbury Farm, which operates one of New York's largest Community Supported Agriculture (CSA) programs, to find a home on 225 acres beside Kinderhook Creek.

Roxbury and other farmers in the area have contributed greatly to the community's enduring character, Metzger believes.

"It says a lot about this area that it has been preserved as well as it has," she said. "It's great that we have farmland that's still being used as farmland. "And we're not talking about big agri-farms, we're talking about CSAs. I like that."

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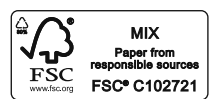
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For more information, please contact Tally Blumberg, Senior Vice President of Programs, at 212.290.8200, ext. 228.

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