

OPEN SPACE INSTITUTE

2013 ANNUAL REPORT

Our Mission

The Open Space Institute protects scenic, natural and historic landscapes to provide public enjoyment, conserve habitat and working lands and sustain communities.



OPEN SPACE INSTITUTE

Open space is the foundation of healthy natural and human communities. In all our efforts, OSI will contribute to a world in which these values are recognized, respected and integrated into action, land use policy, planning and stewardship locally, regionally and nationally.



Protecting the Best Lands

In New York, we focus resources on OSI's legacy landscapes. We engage in significant conservation elsewhere in the Northeast, Mid-Atlantic and Southeast through loans, purchases and grants guided by OSI's expertise, transactional acumen and access to capital.



Applying Conservation Capital

OSI offers a full suite of conservation tools to increase funding for land protection from Quebec to Georgia. We bring research, scientific rigor and programmatic due-diligence to our East Coast funds centered on resiliency and watershed protection.



Bringing Excellence to Public Parks

OSI is a leader in park creation and expansion. We enhance access to parklands and focus on high-quality projects serving the greatest number of people on federal, state and local lands. OSI works with legislative and executive branches to increase the funding to acquire, improve, manage and maintain public lands.



Encouraging Grass Roots

Through our Citizen Action program we aim to encourage citizen participation and engage diverse constituents in conservation.

FRONT COVER: Esopus River and the Catskills, Boiceville, NY; photo: Greg Miller; BACK COVER: Reber Rock Farm; photo: Greg Miller; OPPOSITE: Reber Rock Farm, Champlain Valley, NY; photo: Greg Miller; ABOVE, TOP TO BOTTOM: View of the Catskills; photo: Bob Stone; Neversink River, Catskills; photo: Brett Cole; Harcourt Nature Center; photo: Greg Miller; Growing Chefs Eagle Street Rooftop Farm; photo: Annie Novak; FOLLOWING PAGE: Catskills Mount Pisgah near Rensselaerville; photo: Bob Stone

Contents

- 3 Letter from the Leadership
- 5 Piecing Together the Landscape Puzzle
- 9 Creating a Conservation Legacy
- 12 2013 Conservation Capital Projects and Map
- 14 2013 New York Land Projects and Map
- 15 OSI Builds Parks
- 19 A New Crop of Farmers
- 21 Hudson Valley Grants and Citizen Action
- 23 Financial Report
- 24 Donors and Profiles
- 28 Board and Staff



From the Open Space Institute's Leadership

For 40 years, the Open Space Institute has protected land that characterizes America: nearly 2.2 million acres of ridgelines, valleys, farms, riverfronts, viewsheds and rail trails. OSI protects land that produces food and clean drinking water, provides habitat for animals and plants, and offers recreation and natural resources on which we and future generations depend. This year, we take pride in celebrating four decades of land conservation and the accomplishments your support has made possible. In 1974, Richard Pough, a pioneering conservationist, deposited with John Adams the corporate papers of OSI in a cardboard box. Recruiting a corps of unpaid environmentalists, John converted OSI to a land trust. Today, 1,064 transactions later, with deals valued at about \$392 million, OSI has evolved from a local, volunteer land trust to a national leader for open space protection.

2013 was a remarkable year for OSI. We completed 38 land transactions in New York State resulting in the protection of more than 2,500 acres. We enhanced the visitor experience in several remarkable New York state parks. We provided funds to preserve another 30 conservation projects outside New York. We forged new partnerships in new geographies around water

protection and climate resiliency. We continue to support 53 grassroots groups through our Citizen Action program.

Outside New York State, increasingly OSI transacts large, complex land acquisitions in regions we know well through our regional partners and financing of conservation. Our work with other land conservation organizations in the eastern United States has allowed OSI to exercise creative tools to preserve nature. Supporters like you, who recognize the value of OSI's efforts, have enabled a diverse blend of programs and protection, like our work to build state park amenities on the lands that we buy. More than ever, we are finding intersections between programs and opportunities for our efforts to build upon one another. For the next 40 years and beyond, we will continue to protect important scenic, natural, and historic landscapes for their beauty, utility, recreation and nature. The cumulative benefits of our work will be a legacy for those who follow us.

Thank you for your support and partnership. Because of your belief in a better world, OSI is poised to build on its strengths and its programs for land conservation.



John Adams
John H. Adams
Chairman



Kim Elliman
Kim Elliman
President & CEO



440

YEARS

Piecing Together the Landscape Puzzle

OSI Celebrates 40 Years of Land Conservation

In 1974, as the Open Space Institute was in its infancy, the modern environmental movement was developing as well. The advocacy of the late 1960s had spurred new environmental legislation, ecological programs and research connecting human activities to their consequences on the land. Against this backdrop, John Adams, who had established the Natural Resources Defense Council four years earlier, engaged a group of visionary individuals to protect New York's land and water. They created an agenda to conserve land and OSI was born.

Forty years ago, rivers were still used as open sewers; the air carried soot and acid pollution (climate change was virtually unknown); farmers were abandoning the land; and developers were converting those open spaces to suburban, sprawling communities, facilitated by an era of cheap energy. The government built roads and rural economies began to wither, as farming, forestry and industry moved to cheaper regions.

Now, four decades and literally millions of acres later, OSI has become a national leader in the application of science, analytics and planning to the art of protecting land. We have grown considerably in sophistication and influence, yet the objective of the Open Space Institute has remained constant: to protect land and water critical to the well-being of humans and the natural world.

"What makes the Open Space Institute stand apart is the importance that New Yorkers, including myself, place on so many of the landscapes they have protected," said former New York Gov. George Pataki, whose

staff partnered with OSI on numerous conservation projects in the mid-1990s and early 2000s. "People feel welcome in our state parks in part because of the tremendous additions OSI has made to them. Farms and forests sustain economies and give our communities character."

OSI's conservation efforts began in the Beaverkill Valley, at the headwaters of the Delaware River. Recognizing the future need for clean drinking water, OSI has worked to limit streamside development in the Catskills. In doing so, we have conserved more than 30,000 acres in the Beaverkill and the Catskill Forest Preserve, protecting a watershed that supplies drinking water for New York City's 8.4 million residents.

With what we learned in the Beaverkill, OSI has gone on to achieve landmark watershed protection.

In 1997, OSI partnered with the Trust for Public Land on a 17,000-acre acquisition to create Sterling Forest State Park, preserving watershed lands that provide drinking water for 25 percent of the population of New Jersey. In 2013, we followed the Delaware River into the New Jersey Highlands and the Upper Lehigh and Poconos in Pennsylvania. Charged with a leading role in the planning of a \$35 million initiative of the William Penn Foundation, OSI and its partners aim to protect more than 30,000 acres in the four states of the Delaware River watershed to safeguard drinking water for 15 million people in the nation's most populous region.

With Penn's support, OSI will deploy \$10 million in capital and research to protect land critical for sustaining clean water in the watershed. The scale in the Delaware is unprecedented: state-of-the-



"When viewed as a cohesive whole, OSI's four decades of work have been as much about the preservation of place and identity as they have been about sheer land alone."

— Governor George Pataki

OPPOSITE, COUNTER CLOCKWISE FROM TOP LEFT: Esopus River and the Catskills, Boiceville, NY; photo: Greg Miller; On the summit of Champlain Mountain, ME.; photo: Jerry Monkman; Farm in Essex, NY; photo: Greg Miller; Ulster Rail Trail; photo: Greg Miller; Fern; photo: Jerry Monkman; Moodna Viaduct; photo: Greg Miller; Harris Hawk; photo: Jerry Monkman; Walkill View Farm, New Paltz, NY; photo: Greg Miller; Legacy Ridge, Woodbury, NY; photo: Greg Miller; ABOVE: Walkill View Farm; photo: Greg Miller



From Fahnestock to Schunnemunk to Moreau Lake State Park, OSI's acquisitions now account for more than 10% of the land in New York's system of 179 state parks and 37 historic sites.

art hydrology, mapping and water quality monitoring will guide OSI's work.

"Some of our earliest projects protected the valleys along the Beaverkill and Willowemoc," said John Adams, chairman of OSI's Board of Trustees. "We knew those streams were absolutely unique, and by controlling development there, we were able to create a solid economic base for people to live and enjoy the countryside. Now, OSI's work in the Delaware is guided by science and on a much larger scale, but the goal is the same. We must protect a very, very pure water system."

From day one, OSI has encouraged people to get out on the land. In New York, we added tens of thousands of acres to parks and preserves early on, enhancing access to the outdoors and creating recreational opportunities.

The natural next step was to improve and advocate for those parks. As parks become more attractive and inviting, more visitors enjoy their benefits, from outdoor physical activity or respite to a deeper understanding of the natural world, while contributing to local economic development.

Today, OSI is working to improve park access, amenities and interpretation to engage visitors of all ages and provide meaningful outdoor experiences.

In 2013, OSI and our partners at the Wallkill Valley Land Trust reopened

the historic Rosendale railroad trestle, following a nearly four-year restoration project. The trestle fulfills our goal of a continuous, 24-mile recreational rail-trail running from the southern border of Gardiner to the city of Kingston. The trail connects communities in the Hudson River Valley and draws people and commerce to rural towns.

"Access to the outdoors is paramount, no matter the age or walk of life," said Patrick Dollard, CEO of The Center for Discovery, a frequent OSI partner in the Catskills.

Our dependence on land is most evident when we consider the foods we eat. OSI understood early on the value of keeping our family farms viable—as a source of local food, a connection to a historic past, and a basis for a sustainable economy. In four decades, OSI has worked with farmers across New York, preserving over 7,400 acres in Orange, Ulster, Putnam, Columbia, Saratoga and Essex counties.

In recent years, we have learned more about what farmers need to remain productive. Research shows that in areas with development pressure, even land subject to agricultural easements may be unaffordable to farmers, especially young people just starting out. Today, OSI is responding with an innovative lease-to-own program geared specifically toward new farmers. With half a dozen young farmers placed in lease-

ABOVE: Endurance Challenge Race, Mohonk Preserve; photo: Michael O'Donnell



to-own arrangements in 2013, our diverse approach to farm protection is a testimony to our creativity and commitment to keeping farms under cultivation, (See page 18).

"It is critical that we help beginning farmers acquire farmland now so they can provide food security for our future. With a growing population to feed and the development pressure it can spur, it is to everyone's advantage to conserve high-quality farmland, as OSI has been doing for years," said Teri Ptacek, executive director of the Agricultural Stewardship Association, which has partnered with OSI on lease-to-own projects in Saratoga County.

Early acquisitions in the Catskills, Highlands, Shawangunks and Adirondacks focused on preserving wildlife habitat, guided by the documentation of species. As OSI grew, we became better equipped to take on bigger projects and began to connect the dots between them, guided by a scientific understanding of the importance of wildlife corridors and connectivity.

In recent years, we have earned a reputation for skillfully handling the large, intricate deals so critical to landscape-scale conservation in a time of rapid climate change. Some 400 miles southwest of New York, OSI awarded the Cacapon and Lost Rivers Land Trust a \$210,000 grant in 2013 to support the conservation of 900 acres in the eastern

panhandle of West Virginia. The project was the first to be completed under the Resilient Landscapes Initiative, a new OSI program on the cutting edge of habitat preservation. The selection of land was based on pioneering climate science that identifies the wildlife habitat best suited for long-term viability. OSI's science-driven standards will give plants and animals the habitat options they need to continue to thrive, even as the world around them changes.

"Like the environmental movement itself, OSI's maturation has been marked with more complexities, scientific data and rigor," said Kim Elliman, OSI's CEO and president. "But we should all take heart in the fact that we are still doing much the same work, only better."

Our impact over four decades can be seen in the protection of nearly 2.2 million acres in North America and more than 130,000 acres in New York State. Every one of these acres—from the first to our most recent—represents a critical piece of the landscape puzzle, an opportunity for humans and animals to live in harmony with the natural world. As we grow and evolve, we will continue to connect the pieces of that puzzle. Science, complemented by hard work and skills honed by 40 years of experience, will guide our efforts as we protect the diverse, special places that provide the essentials of a healthy life for all.

"Access to the outdoors is paramount, no matter the age or walk of life."

— Patrick Dollard,
The Center for Discovery



TOP: Rosendale Trestle from Joppenburgh Mountain; photo: Greg Miller; ABOVE: Beekeeping at the Center for Discovery



Creating a Conservation Legacy

Research + Capital = Millions of Acres



Over the past 14 years, the Open Space Institute's Conservation Capital program has facilitated the protection of almost 2.2 million acres across eastern North America—from Quebec to Georgia—through nearly \$100 million in loans and grants. From the dense boreal forests of southern Canada and the temperate forests of northern New England, across the rich agricultural lands of the Delaware Bayshore, down to the blue peaks and biodiverse valleys of the Southern Appalachians, OSI has brought conservation home with local partners.

OSI's hallmark—the ability to combine research and analysis with due diligence on land transactions—has benefited land protection in the East. Work began in 2000 with the launch of the Conservation Capital program's Northern Forest Protection Fund. At the start of this century, the Northern Forest, a singular ecological and economic resource encompassing 26 million acres, faced unprecedented challenges as forest product companies started selling off land they had managed for decades.

"It was a high point for conservation philanthropy," said Kim Elliman, OSI's president and CEO. "The stock market was booming, and state and private coffers were robust. OSI was able to assemble ready capital to provide grants to catalyze protection of large forest blocks as well as bridge financing to expedite critical deals that involved many funding sources, especially

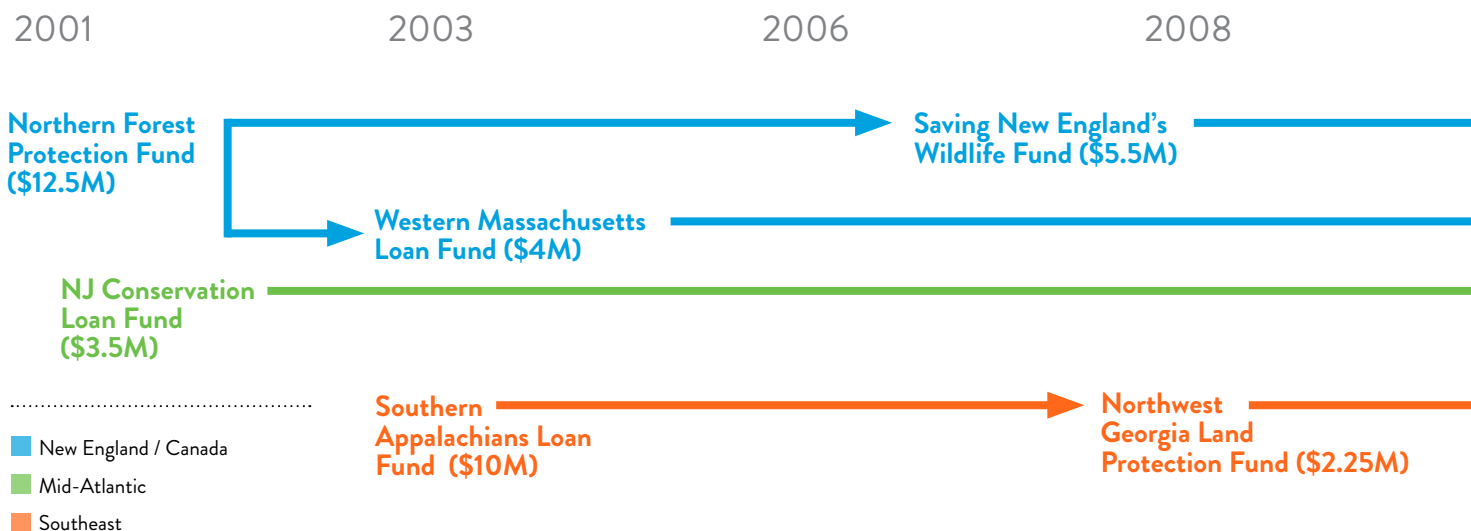
public funding with uncertain timetables."

With OSI's support, land trusts forged new partnerships with one another and with government agencies to preserve huge swaths of land, often thousands of acres at a time, in complex transactions. Over 11 years and 19 transactions, OSI helped protect 1.55 million acres of working forests and preserves—almost seven percent of the region—in an unprecedented opportunity for conservation. At the right place at the right time, OSI demonstrated that it could effectively deliver private capital that enabled land trusts to act swiftly to accelerate the protection of the most ecologically significant landscapes.

By 2003, OSI had expanded its Conservation Capital program to loan and regrant funds along the entire eastern seaboard, seizing opportunities to bring capital to specific conservation targets. The New Jersey Conservation Loan Fund was launched to protect ecologically critical areas of the state. Building on the large landscapes now protected in northern New England, Saving New England's Wildlife Fund targeted the best and most at-risk habitats, using state data on animal and plant species, in more densely populated parts of the region. The Northwest Georgia Fund provided grants and loans to protect ecologically

OPPOSITE, TOP: Cloudland Canyon, Georgia; photo: Alan Cressler; BOTTOM: Kayaking in New Hampshire; photo: Jerry Monkman; ABOVE: Appalachian Trail in Maine; photo: Jerry Monkman

EVOLUTION OF THE CONSERVATION CAPITAL PROGRAM



CONSERVATION CAPITAL CURRENT FUNDS



Resilient Landscapes Catalyst Fund



Transborder Land Protection Fund



Bayshore-Highlands Fund



Northeast Resilient Landscapes Fund



Cumberland Plateau; photo: Stephen Alvarez

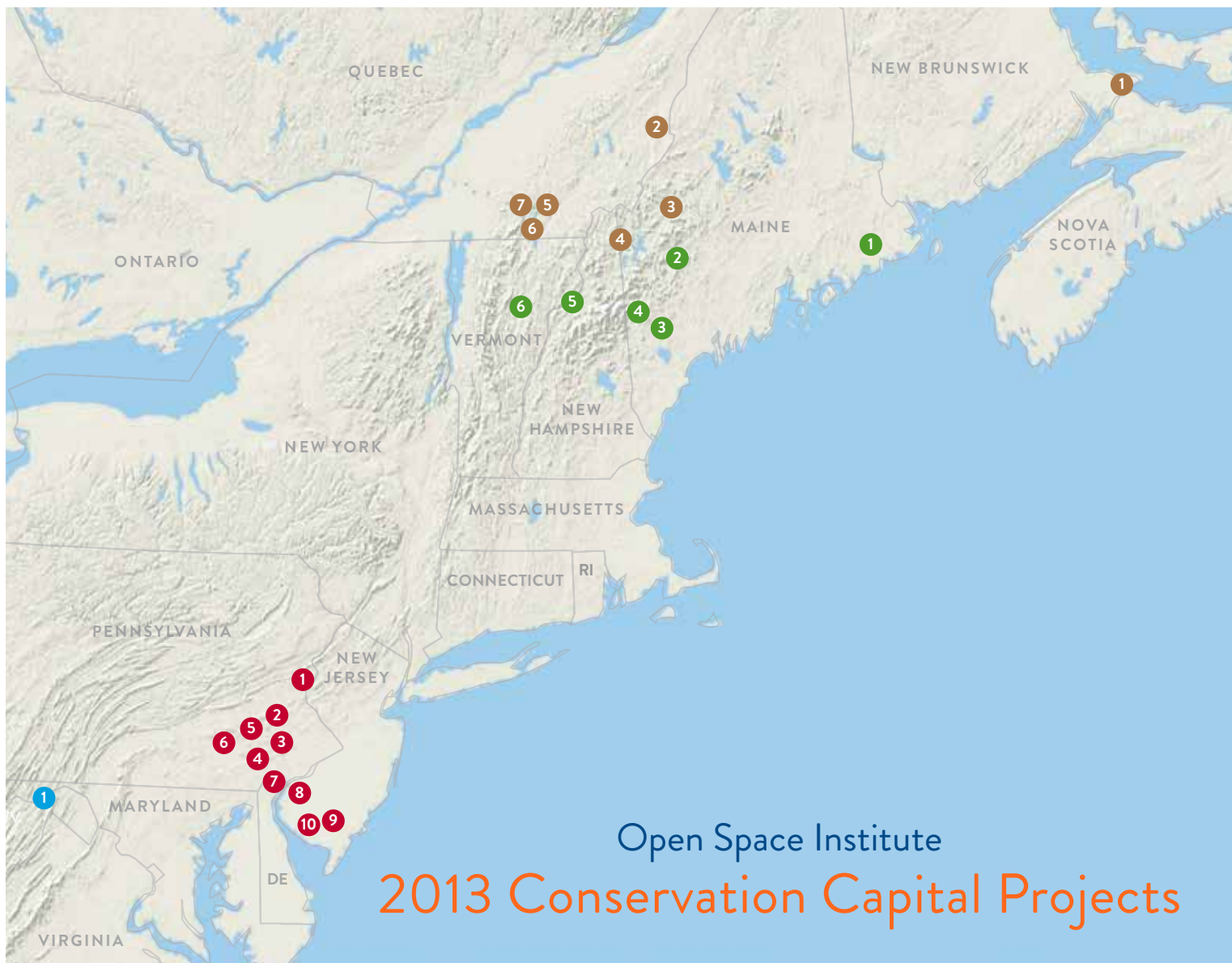
significant landscapes in a million-acre region, based on careful analysis of the landscape and its biological diversity, species of greatest conservation need, immediate threats, habitat connectivity and land conservation opportunities.

"We recognized early on that we can't buy everything that's out there," said Peter Howell, OSI's executive vice president, who joined the organization in 2003 to lead its Conservation Capital program. "The challenge is to determine what's most important and why, and to direct our limited resources to conservation projects that can catalyze constituency and funding to do more than we could ever do alone."

In the wake of the 2008 economic downturn, OSI's ability to make current science accessible to funders and partner conservationists took on new significance. As public conservation funding dried up, we were able to direct ever-scarce acquisition capital

to the most critical lands. Embedded in our capital allocations protocol, resiliency science informed the conservation community and brought clarity to land protection priorities.

With a focus on economic and social benefits, OSI launched the Community Forest Fund to enable northern New England towns to create and expand locally owned and managed forestland. Along the border region of Canada, OSI launched the Transborder Fund to help coordinate international efforts to protect forestland, preserving valuable habitat for wildlife. The Bayshore-Highlands Fund was set up in 2011 to protect lands for habitat, recreation, and agriculture in southern New Jersey and the Pennsylvania Highlands. And in northeastern Alabama and southern Tennessee, climate science was the catalyst for the creation of the Southern Cumberland Land Protection Fund, which protects diverse wildlife habitat



Community Forest Fund

- 1 Downeast Coastal Conservancy**
Two Rivers Community Forest
Machias, Whitteyville & Marshfield,
ME, 913 acres
Project Cost: \$1,035,000
Grant: \$150,000

The land boasts well-stocked woodlands and 3.5 miles of Machias River frontage. Sustainable forest management will generate revenue to manage the land and support local schools. Public access to the river and woodlands is now permanently guaranteed.

- 2 Androscoggin Land Trust**
Androscoggin Greenway Community
Forest Jay & Canton, ME
Support Grant: \$20,000

An OSI support grant gave a boost to a fledgling community forest effort that will conserve 1,200 acres, along 8 miles of the Androscoggin River, in three rural communities.

- 3 Western Foothills Land Trust**
Crooked River Community Forest
Harrison & Otisfield, ME
Support Grant: \$20,000

A grant advanced a 540-acre community conservation project along the Crooked River, within the heavily forested but largely unprotected watershed that supplies Portland's drinking water.

- 4 Loon Echo Land Trust**
Perley Mills Community Forest
Denmark, Bridgeton, ME, 1,460 acres
Project Cost: \$1,140,000
Grant: \$190,000

Perley Mills will be sustainably managed to benefit local communities, to conserve wildlife habitat, ensure public access and protect water quality in the property's ponds and wetlands.

- 5 Ammonoosuc Conservation Trust**
Cooley-Jericho Community Forest
Easton, NH, 843 acres
Project Cost: \$780,000
Grant: \$120,000

Conservation of the property maintains a working forest, protects wildlife habitat, provides public recreational opportunities and preserves a prominent ridge line from development.

- 6 Trust for Public Land**
Barre Town Forest
Barre, VT, 273 acres
Project Cost: \$1,120,000
Grant: \$200,000

Preserving a quarry of cultural significance, the project also protects wildlife habitat and water resources and provides revenues from sustainable forest management. The property's trails are part of a 70-mile regional destination.

Transborder Fund

- 1 The Nature Conservancy of Canada**
Chignecto Isthmus III
Baie Vert, NB & Missaquash Marsh, NS
246 acres, Project Cost: \$195,000
Grants: \$51,000

This project continues efforts to conserve critical wildlife habitat across the Chignecto Isthmus, including a 6,000-acre wildlife management area and a corridor for endangered Nova Scotia moose.

- 2 Nature Conservancy of Canada**
Portage Lake
St. Theophile, Quebec, 7,000 acres
Project Cost: \$9,800,000
Grant: \$100,000

The 7,000 acres contain a chain of remote ponds, wetlands, forests, and connectivity for wildlife such as moose, otter and marten.

- 3 Trust for Public Land**
Crocker Mountain
Carabassett Valley & Mt. Abram
Township, ME, 12,046 acres
Project Cost: \$8,000,000
Grant: \$100,000

Located within the largest contiguous expanse of high-elevation land in Maine, traversed by the Appalachian Trail and tracts of working forest, the Crocker cirque is an ecological reserve that provides habitat for endangered Bicknell's thrush.

- 4 Trust for Public Land**
Androscoggin Headwaters
Errol and Wentworth's Location, NH
934 acres
Project Cost: \$2,600,000
Grant: \$100,000

This phase of the 31,000-acre project conserves native trout habitat and links more than 100,000 acres of conserved land.

- 5 6 7 Appalachian Corridor**
Appalachian
Green Mountain Corridor II, 115 acres
Bolton, Quebec
Project Cost: \$257,000
Grant: \$9,000

These three northern Green Mountains properties include rich forests frequented by moose and black bear and clear cold streams that harbor at-risk salamander species.

Bayshore-Highlands Fund

- 1 Heritage Conservancy**
Metzger Farm, Bucks County, PA
291 acres
Project Cost: \$1,461,590
Grant: \$122,500

Easements on the farm protect the headwaters of Cooks Creek, a PA designated Exceptional Value Cold Water Fisheries stream.

- 2 Natural Lands Trust**
Henderson Property Hopewell Big
Woods, Chester County, PA, 4 acres
Project Cost: \$313,260
Grant: \$49,260

The acquisition lies within the 74,000-acre Hopewell Big Woods focus area and provides public trail access to French Creek State Park.

- 3 French and Pickering**
Conservation Trust
Nestorick & Heilner Farms
Chester County, PA, 96 acres
Project Cost: \$637,460
Grant: \$106,000

Easements protect two multi-generation farms producing grass-fed longhorn beef, goat milk, hay and row crops. Both border Hopewell Big Woods and protect water quality in a headwater stream.

- 4 Lancaster County Conservancy**
Welsh Mountain Nature Preserve
Phase 4,
Lancaster County, PA, 440 acres
Project Cost: \$1,247,076
Grant: \$250,000

Part of an assemblage of 1,180 preserved acres, the waterways of Welsh Mountain feed the Chesapeake Bay. Habitat includes deep forest breeding grounds for neo-tropical migratory songbirds.

- 5 Natural Lands Trust**
McAfee
Chester County, PA, 164 acres
Project Cost: \$992,332
Grant: \$104,500

An active farm that buffers and maintains important ecological and agricultural resources on the border of Hopewell Big Woods. 45 acres are mature forest and include the Exceptional Value French Creek and High Quality Marsh Creek.

- 6 Lancaster Farmland Trust**
Beiler Farm
Lancaster County, PA
Assemblage of 247 acres
Project Cost: \$321,640
Grant: \$69,700

An Amish farm, which produces milk, corn, hay, tobacco and other field crops, borders and protects two tributaries of the Octoraro Creek.

- 7 D&R Greenway Land Trust**
Carpenter Farms Phase I
Salem County, NJ, 68 acres
Project Cost: \$259,200
Grant: \$72,430

Part of an effort to preserve two neighboring farms which have been in the family since the 1730s. The farm is contiguous with the 2,000-acre Seabrook Farms assemblage—the largest single agricultural preservation project in southern NJ.

- 8 American Littoral Society**
Barrett's Run
Cumberland County NJ, 132 acres
Project Cost: \$1,921,975
Grant: \$300,000

Barrett's Run, a headwater stream of the Upper Cohansey River, adjoins a school and the 1,100-acre Bridgeton City Park which serves an underprivileged community with trails and recreational land.

- 9 The Nature Conservancy**
Formicola II & III
Cumberland County, NJ, 362 acres
Project Cost: \$364,175
Grant: \$102,660

Two additions to Lummis Pond Preserve protect bottomland forest and wetlands in the headwaters of Cedar Creek, bordering the Wild and Scenic Maurice River watershed. The 1,300-acre Lummis Pond Preserve provides habitat for federally endangered swamp pink and bald eagles, barred owls, rare amphibians and reptiles.

- 10 Natural Lands Trust**
Country Meadows
Cumberland County, NJ, 88 acres
Project Cost: \$391,510
Grant: \$48,567

This addition to Howard Peek Preserve consists of a freshwater tidal marsh and uplands on the Maurice River. The site provides important habitat for bald eagles, ospreys, migratory songbirds, shorebirds and waterfowl.

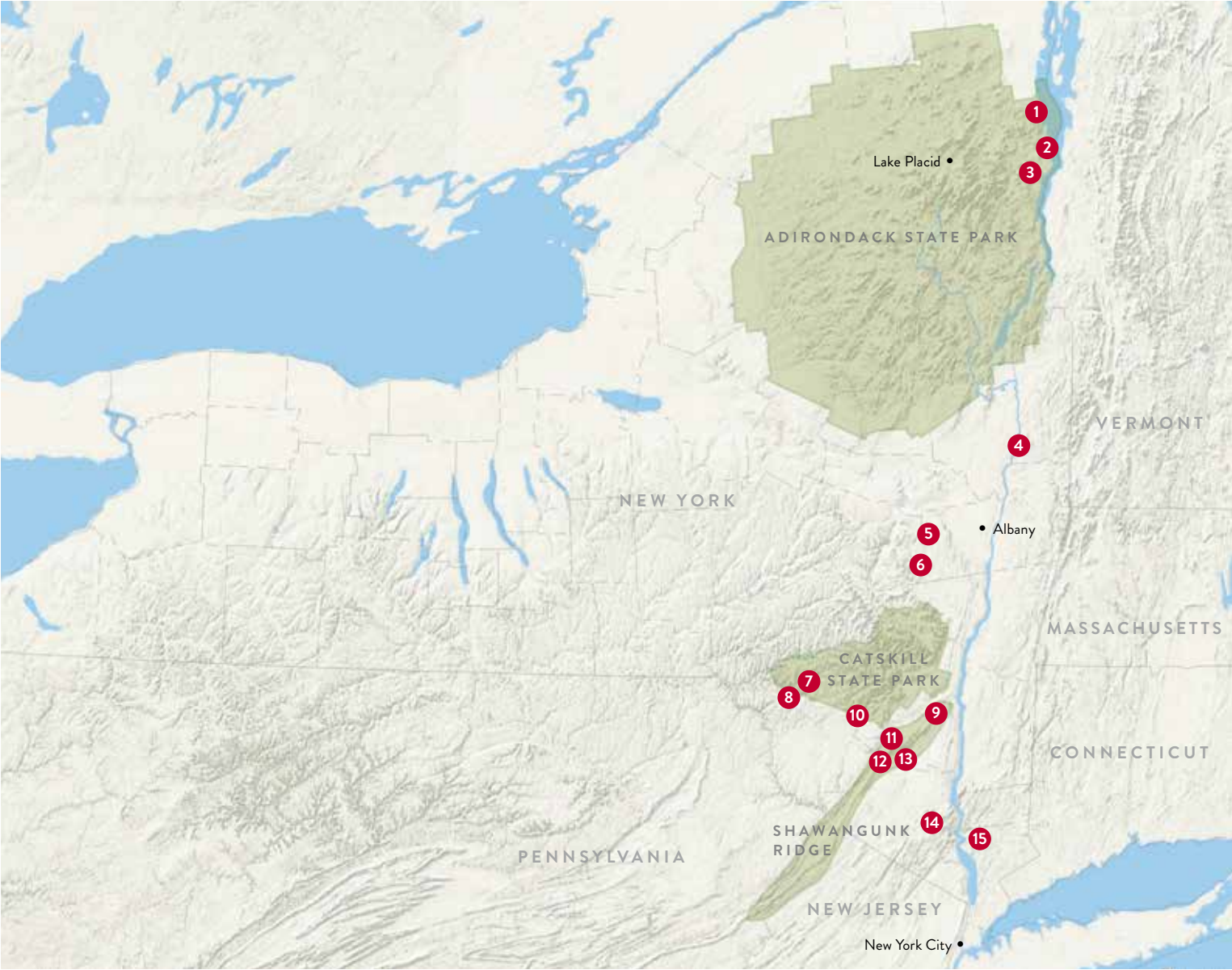
- Southern Appalachian Loan Fund**
Naturaland Trust and Upstate Forever
Nine Times Forest
Pickens County, South Carolina
1,648 acres, Loan: \$1.9M
Project Cost: \$3.5M

An ecological jewel, containing three mountains of granite outcroppings and streams, creeks and stands of hardwoods, is located in close proximity to Jocassee Gorges, and provides habitat for bear and other wildlife.

Resilient Landscape Fund

- 1 Cacapon & Lost Rivers Land Trust**
Seldom Seen Hunting Club
Hampshire and Morgan, WV, 913 acres
Project Cost: \$993,000
Grant: \$210,000

Property contains rare calcareous soils supporting a greater diversity of plant and animal species. Sinkholes and ravines create places where plants and animals can thrive in the face of climate change.



Open Space Institute

2013 New York Land Projects



1 Clover Mead 112.5 acres

Town of Chesterfield, Essex County

The farm has been in continuous cultivation for over 200 years and has produced certified organic farmstead cheese for the past 20 years. Clover Mead will help establish a protected corridor of working farm and forestland in the Keeseville farming area.

2 Migratory Haven (Bedell) 290 acres, Town of Willsboro Essex County

Characterized by open fields, mixed early and late succession forests, views of Lake Champlain and the Adirondack High Peaks and public trails, Bedell is 290 acres of farm and forestland. Bedell includes a slight plateau rising up from the lake, all of which is part of the viewshed from the Essex ferry dock.

3 Essex Sugar Maple Farm 88 acres, Town of Essex, Essex County

The farm lies within a region known for exceptional soils, views and agricultural lands and comprises farm lands, wetlands, forestland and an operational sugar bush.

4 Collins Farm 199 acres, Town of Easton Washington County

In partnership with the Agricultural Stewardship Association, the acquisition of Collins Farm conserves a property that has been in the family since 1739. As well, it helps to protect the landscape that surrounds the Saratoga Battlefield and the Upper Hudson River Valley.

5 Browne Farm 432 acres, Town of Knox Albany County

Located in the Helderbergs, the farm offers sweeping views of the Capital district. This region is part of Capital-Catskills conservation corridor designated as a priority for conservation groups, local policymakers and DEC regional representatives. The Browne Farm is composed of rolling fields, ponds, streams and woodlands that house a series of streams and karst topography, including a number of small caves.

6 Baitsholts 149 acres, Town of Rensselaerville Albany County

The property sits on a visible highpoint, looking out on the town and the Capital district. It comprises rolling hills, open agricultural lands, some wetlands and forestland. Two streams run through a forested northern portion of the property and feed into Lake Myosotis, which serves as the town's only current water supply.

7 Beaverkill Obecný 33 acres, Town of Rockland Sullivan County

The 33-acre Obecný property, in the Beaverkill Valley of the Catskill Park, shares a border with the New York State Forest Preserve, and because of the property's high elevation it has significant conservation value.

8 Twin Village Golf Club 29 acres, Town of Rockland Sullivan County

The easement protects scenic open space including a pond and trout stream that is a tributary of the Beaverkill River. The golf course has been a treasured local amenity since 1925 and allows for nature walks, birding and cross-country skiing in the off-season.

9 Williams Lake Rail Trail 1.5 miles, Town of Rosendale Ulster County

This final section fills the remaining gap in the extension of the Wallkill Valley Rail Trail, helping to fulfill OSI and WVLT's goal of a continuous 24-mile recreational rail trail running from the southern border of Gardiner to the city of Kingston. The completed trail will provide hikers, bikers and equestrians with a scenic and largely undeveloped route through the Binnewater Hills.

10 Van Nostrand Farm 166 acres, Town of Neversink Sullivan County

The 166-acre farm has been a cattle farm since 1986 and lies within the Catskill State Park Preserve. The farm operates without the use of herbicides and pesticides and consists of meadows for grazing and forests, tapped for maple syrup. This farm will be managed by The Center for Discovery.

11 Sam's Point 1,068 acres, Town of Wawarsing Ulster County

OSI transferred the 1,068-acre Sam's Point parcel to Minnewaska State Park Preserve. It includes the preserve entrance, Sam's Point, the highest point along the entire Shawangunk Ridge, the 56-acre Lake Maratanza, the Loop Road, the Ice Caves Trail and the Conservation Center. It is home to one of the world's few examples of a high-elevation dwarf pitch pine barrens.

12 Schneller Verkeerderkill Falls 23 acres, Town of Shawangunk Ulster County

Consisting of mountainous land located on the southeastern boundary of Minnewaska State Park Preserve, the property protects globally rare pitch pine barrens at Sam's Point and the Verkeerderkill stream. It will become part of the New York state parks system.

13 Lawn Property 369 acres, Town of Wawarsing Ulster County

Since 2001, OSI has acquired over 1,865 acres of land in the area of the Witch's Hole and conveyed it to the Palisades Interstate Park Commission (PIPC) as additions to Minnewaska State Park Preserve. The Lawn property stretches from the base of the Shawangunk Ridge to near its summit. The parcel configuration is the original Dutch patent in the mid-1600s; it contains extensive cliffs, waterfalls, deep hemlock ravines and secluded glens and pitch pine barrens.

14 Legacy Ridge 702 acres, Town of Woodbury Orange County

The property contains the Mineral Springs Brook, an important trout stream and a tributary to the Woodbury Creek. The 702-acre property has high ecological value because of its size, varied topography and habitats from streams and wetlands to forests and ridgelines. Birds, like the cerulean warbler and wood thrush, mammals, like otter and mink, and New York's state fish, the brook trout, thrive in these forests. With Orange County Land Trust and the NY/NJ Trail Conference, OSI will develop a network of trails.

15 Mystery Point Pomeroy 8 acres, Town of Philipstown Putnam County

The upland parcel, protected in partnership with Scenic Hudson, is key to improving public access at Mystery Point.

PREVIOUS PAGE: New Hampshire Mountains; photo: Jerry Monkman; opposite: Legacy Ridge, Woodbury, NY; photo: Greg Miller; ABOVE, L-R: Pin Oak Allée Smiley Property, New Paltz; photo: Michael O'Donnell; Crows Nest in Winter; photo: Michael O'Donnell; South Farm, Pataki, Essex, NY; photo: Greg Miller

OSI Builds Parks

A View Through the Long-Term Lens



Year after year, transaction after transaction, OSI has had a cumulative effect in building and protecting New York's magnificent state park system. To put a new twist on an old metaphor: In preserving the trees, OSI has built a forest.

Throughout its 40-year history, OSI, in nearly 80 successful conservation initiatives, has added more than 40,000 acres to state parks. These transactions achieved a variety of goals, from creating new parks and adding valuable acreage, to providing important buffer zones and connectivity.

The overall effect on the state park system is impressive. OSI's work accounts for more than 10 percent of the state park system's total acreage of 335,000 acres.

One of OSI's greatest cumulative successes can be seen at Minnewaska State Park Preserve in the Shawangunks, which OSI has doubled to more than 22,000 acres. Another is in Putnam and Dutchess counties, where Fahnestock State Park now has more than 14,000 acres, 8,000 of which were preserved by OSI.

"The day-to-day transactional work of OSI requires a sustained, meticulous focus. It's what drives the impressive results over the long term," said Carol Ash, OSI trustee and former commissioner of New York State Parks. "The expansive footprint that has been protected and preserved for public enjoyment throughout places like the Shawangunk Ridge or the Hudson Highlands, just an hour north of New York City, is nothing short of remarkable. It is through this long-term lens that we can fully appreciate and take pride in the work we do."

These days, the successful partnership between OSI and the New York state park system is being measured by more than just acreage. The Alliance for New York State Parks program is furthering OSI's commitment to parks through projects aimed at improving park access and enhancing the overall quality of the visitor experience.

Through its inaugural capital campaign, the Alliance successfully raised \$500,000 in 2013 to restore the 3.7-mile Hamilton Point carriage road at Minnewaska. And OSI is playing a lead role in creating the nearby Samuel F. Pryor III Shawangunk Gateway Campground, slated to open in the fall of 2014. This much-needed facility will provide a place for outdoor recreationists to camp while enjoying the majesty of the "Gunks."

The Alliance is working with the state and Palisades Interstate Parks Commission to transform the former Phillips residence overlooking Lake Minnewaska into a new visitors center. The building will be a vital and dynamic location with stunning views of the park, the Shawangunk Ridge and the Catskill Mountains. More importantly, it will offer environmental education to children and serve as a starting point for visitors, introducing them to the park and its inviting carriage roads that lead to even more spectacular vistas.

"The work OSI is doing to expand and enhance Minnewaska State Park and preserve the greater Shawangunk landscape is extraordinarily impactful," said H. Neil Zimmerman, president of Friends of the Shawangunks. "OSI's unwavering commitment to this region, combined with their overall effectiveness, their support of creative partnerships and programs, and their long-term vision, make them a true asset for this community and all of New York State. We are so lucky to have these dedicated folks in our area."

By preserving landscapes and enhancing state parks with educational programming, public access, and overall appeal, OSI is building a lasting environmental legacy. And with more transactions on the horizon and collaborative projects underway, OSI continues its broad commitment to New York's natural treasures.

OSI and PARKS

Throughout its 40-year history, OSI, in nearly 80 successful conservation initiatives, has added more than 40,000 acres to state parks.

Minnewaska State Park Preserve

22,000 acres total
39 OSI transactions totaling
13,080 acres

Fahnestock State Park

14,000 acres total
13 OSI transactions totaling
7,930 acres

Sterling Forest State Park

22,000 acres total
3 OSI transactions with Scenic
Hudson and Trust for Public Land
totaling 15,240 acres

Hudson Highlands State Park

6,000 acres total
8 OSI transactions totaling
1,123 acres

Schunemunk Mountain State Park

2,800 acres total
4 OSI transactions totaling
2,800 acres

John Boyd Thacher State Park

2,157 acres total
8 OSI transactions totaling
1,200 acres

OPPOSITE, COUNTER CLOCKWISE, FROM TOP:
Sam's Point, Shawangunks, NY; photo:
Greg Miller; Minnewaska State Park Preserve;
photo: NYS Parks Recreation and Historic
Preservation/ J. Rozell; Adirondacks, NY;
photo: Jaime Martorano; Hiking the Long
Trail; photo: Jerry Monkman; Fahnestock
Mountain Laurel Outdoor Recreation
Festival; photo: NYS Parks

A New Crop of Farmers Puts Down Roots in the Champlain Valley



On the western shores of Lake Champlain, an hour's drive from the Canadian border, is an isolated corner of New York State with a population of less than 50,000: Essex County. The likelihood that such a place would support a thriving and prosperous sustainable farming community might seem unfounded, but not every rural place has agricultural pioneers like Mark and Kristin Kimball *and* dedicated families like the Klippers.

The Kimballs began Essex Farm in 2003 as a sustainable, diversified farm and now offers a year-round, full-diet, membership to 230 lucky individuals. Essex Farm produces grass-fed beef, pastured pork, chicken, eggs, 50 kinds of vegetables, milk, grains and flour, fruits, herbs, maple syrup and soap—powered by 15 solar panels, nine draft horses, three tractors and 10 full-time farmers.

The Kimballs' sustainable, small-scale operation has attracted many new farmers interested in learning from their success. Mark and Kristin have trained and mentored more than 50 farmers who have started more than 10 new farms. In 2012, Essex Farm Institute was formalized, with OSI acting as its fiscal sponsor through the Citizen Action Program.

New farmers face significant challenges. One is finding affordable farmland on which to grow a business; many new farmers lack the credit history necessary to secure financing. Farmers who lease land need assurance that they can work the land long enough to warrant capital investments in fencing, barns, tractors and greenhouses.

Fortunately for the Champlain Valley, the Klipper family had a vision to address this concern as well as protect open space and forestland. OSI launched the Klipper Family Fund for the Champlain Valley in December 2012 with a \$1.2 million gift, matched by \$500,000 from OSI. "There is a whole crop of farmers who are choosing to work the land, who embrace a back-to-the-land ethic and are changing the way we think about food. Whether it's economically driven or a phenomenon all to itself, the Champlain Valley is a perfect place to be doing this," said Nat Klipper.

This work builds on OSI's decades

of experience in structuring land transactions, with several twists. Through an innovative lease-to-own model, a farmer leases land from OSI for five years—time enough to launch a business and establish a credit history that will help qualify him or her for borrowing. When OSI sells the land to the farmer, the proceeds return to the program.

For farmers able to acquire land independently, OSI can purchase the development rights through a conservation easement, protecting the land in perpetuity and providing vital capital for reinvestment in the farm business.

Essex Farm Institute has been an essential partner in the Champlain Valley program. The Kimballs have created a farming community almost out of thin air, and many of the "graduates" choose to stay in the area. "Farmers come to train with us from all over the country because of our highly diversified draft horse-based model. Many of them have stayed in the region because the Open Space Institute and the Klippers have made permanent land tenure possible," said Kristin Kimball.

One such Essex Farm connection, Racey Bingham and Nathan Henderson, began a five-year lease from OSI in 2012 with the option to buy. Offering maple syrup, grass-fed beef and pastured chicken, Reber Rock Farm focuses on filling in the gaps in the foodscape of Essex County.

Another farmer in OSI's lease-to-own program, Ashlee Kleinhammer, is running a small dairy with a cheese plant, cheese cave and retail store called North Country Creamery at Clover Mead Farm. In an unusual transaction, the former owner taught Kleinhammer how to make his signature cheeses.

Essex Farm alumni Asa Thomas-Train and Courtney Grimes-Sutton bought Mace Chasm Farm in Chesterfield in 2012 to raise grass-fed cattle, pigs and pastured poultry. OSI purchased the development rights, thereby providing crucial capital so that the new farmers could invest in infrastructure and farm equipment.

It's these kinds of success stories that drew OSI to Essex County in the first place.



ABOVE: Champlain Valley

"I'm producing good, healthy food for myself and the community."

— Racey Bingham, Reber Rock Farm

TOP: Essex Farm, Essex, NY; photo: Greg Miller; CENTER, L-R: Essex Farm, Essex, NY; photo: Greg Miller; Reber Rock Farm; photo: Greg Miller; Reber Rock Farm; photo: Greg Miller; BOTTOM: Essex Farm; photo: Greg Miller

2013 Hudson Valley Grants

Furthering our Partners' Work in the Valley



From the very beginning, OSI's home and heart has been in the Hudson River Valley. Supporting the organization's land conservation efforts, OSI administers two funds for organizations and students who share its vision. The Malcolm Gordon Charitable Fund focuses on environmental education projects and programs to increase awareness of environmental issues and help to conserve the landscapes of the mid-Hudson River Valley.

Malcolm Gordon Charitable Fund

Cary Institute of Ecosystem Studies for the Hudson River & Watershed Data Jam

Hudson River Sloop Clearwater, Inc. for Kingston Home Port & Education Center Pilot Programming

Constitution Island Association for the Constitution Island Association Online Archive Expansion

Constitution Marsh Audubon Center and Sanctuary for Invasive Species Management

Garrison Union Free School for Environmental Education

Hudson Highlands Land Trust for the Poetry Garden and North Redoubt Spur Trail at Winter Hill

Storm King Art Center for publication of *The Art of Scientific Observation — From Microecology to Monumental Sculpture*

Winnakee Land Trust for Historic and Environmental School Tours of Winnakee Educational Arboretum

Barnabus McHenry Hudson River Valley Awards

The McHenry Awards, established in 2007 to honor OSI trustee Barney McHenry's contributions to the region, recognizes young leaders with an exceptional vision for the future of the Hudson Valley.

Tourism

Megan McClellan and the Woodstock Land Conservancy engaged the community in developing the Catskill Mountain Rail Trail.

Historic Preservation

Christina Ritter and Educators for the Hudson River Valley Institute at Marist College created a Dutchess County Social Studies Toolkit for Educators.

Environmental Conservation

Keith Shane with the New York–New Jersey Trail Conference worked on the Invasives Strike Force.

ABOVE: McHenry Award Winners 2013; photo: Odette Veneziano; View of the Hudson; photo: Greg Miller; Sculptures by Mark di Suvero in South Fields, Storm King Sculpture Park, Mountainville, NY; photo: Jerry L. Thompson

2013 Citizen Action Groups

OSI Helps Environmental Start-ups Find Their Place



Through the Citizen Action Program, the Open Space Institute provides administrative support to grassroots community groups whose activities protect natural habitats, make cities more livable, promote environmental sustainability, provide environmental education and connect people with the land.

Abingdon Square
Conservancy
AFFIRM Inc.
Ayres Law Group Project
Better Future Project
BioCities Inc.
Biomimicry NYC
BK Farmyards
Black Urban Growers
Brooklyn Food Coalition
Butterfly Project NYC
Citizens Emergency
Committee to Preserve
Preservation
Compost for Brooklyn
Concerned Citizens for
Open Space, Inc.
Corbin Hill Food Project
Deuel Hollow Conservation
Association
dlandstudio
Earth Matter NY
Educating Tomorrow
Essex Farm Institute

Farming Concrete
Flip the Table: Youth Food
Council
Forbus Butternut
Association
Forever Rural
Friends of Bleecker
Playground
Friends of Dover Parks
Friends of Gulick Park
Friends of the Housatonic
Germantown Neighborhood
Association
Good Profit
Green Apple Kids
Green Edge NYC
GreenWorks Team
Grounded Knowledge
GroundwaterGo
Grow Smart Dover
Growing Chefs
Honoring the Future
Infrastructure USA
Jones Beach Rescue

Lewisboro Land Trust
LICAN
Millbrook Matters
National Young Farmers
Coalition
New York WILD Film
Festival
No Time to Lose
Parents for Climate
Protection
PlayHarvest
Prospect Heights
Community Farm
Protect the Village Historic
District
Quaker Hill Civic
Association
Rego Park Green Alliance
Rondout Valley Growers
Association

Science Partners Learning
about Animals of the
Sound and Hudson
(SPLASH)
Seeing Green
Sensible Wireless for
Gardiner
SNAP Gardens
Sprout Farms
Stand for Land
Stewart Park and Reserve
Coalition (SPARC)
Stuyvesant Pathways
Sustainability Practice
Network (SPN)
Sustainable Flatbush
TARGET Tuxedo Inc.
The Fox Collection
TreeKIT
Turf
White Roof Project

ABOVE: Eagle Street Rooftop Farm, Growing Chefs; photo: Annie Novak; photos (3): courtesy Grounded Knowledge

Open Space Institute

2013 Financial Report

Open Space Institute, Inc. and Consolidated Entities
Selected Financial Information
December 31, 2012 and 2011

	2013	2012
Sources of Funds		
Contributions	\$10,882,108	\$6,860,764
Net release / (deferral) of restricted gifts	863,452	3,082,001
* Other income	520,463	511,659
Investment funds available under spending policy	10,164,582	9,773,888
Proceeds from sales of natural land areas and improvements	9,999,831	3,126,547
Proceeds from loans payable	2,046,740	3,736,804
Payments received from program-related investments	1,431,113	4,048,322
Total sources	\$35,908,289	\$31,139,985
Uses of Funds		
Grants	(\$6,311,940)	(\$4,535,516)
Easement purchases	(1,666,635)	(1,208,382)
Purchases of natural land areas and improvements	(5,428,509)	(6,819,645)
** Other program expenses	(8,071,080)	(7,316,033)
Supporting services expenses	(2,267,130)	(1,779,861)
Repayments of loans payable	(5,009,493)	(3,046,421)
Payments advanced for program-related loans	(2,342,500)	(4,453,802)
Total uses	(31,097,287)	(29,159,660)
Net Sources and Uses of Funds	\$4,811,002	\$1,980,325
Financial Statement of Activities		
Unrestricted contributions	\$2,134,067	\$1,428,308
Restricted contributions	8,748,041	5,432,456
Other income	538,376	535,482
Grants	(6,311,940)	(4,535,516)
Easement purchases	(1,666,635)	(1,208,382)
Other program expenses	(8,818,951)	(7,651,528)
Supporting service expenses	(2,267,130)	(1,779,861)
Realized and unrealized gain / (loss) on real estate	(4,059,911)	(5,302,685)
Investment activity (incl. unrealized gain / (loss) on investments)	26,176,533	25,799,885
Change in net assets	\$14,472,450	\$12,718,159
Other Key Financial Information		
Total assets	\$281,555,968	\$259,896,438
Net assets - unrestricted	75,939,293	73,797,633
Net assets - temporarily restricted	185,032,756	172,701,966
Total net assets	\$260,972,049	\$246,499,599

* "Other Income" in "Sources of Funds" excludes discount income on loans payable and in-kind interest income.

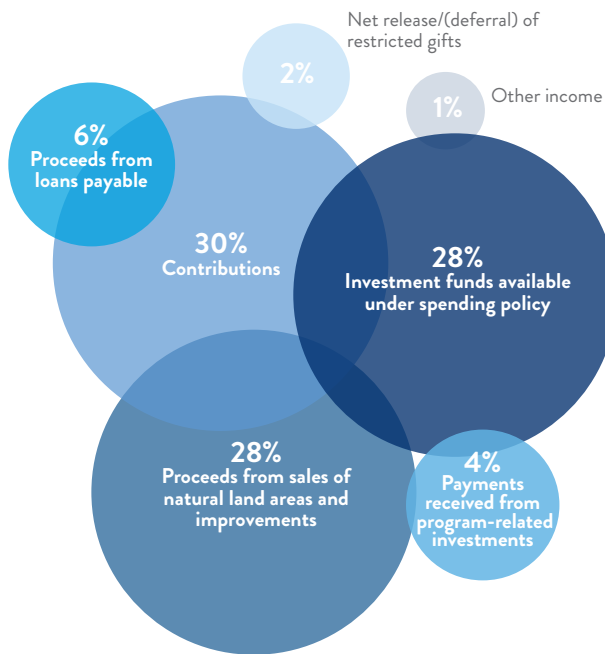
** "Other Program Expenses" in the "Use of Funds" schedule excludes discount expense on loans receivable, depreciation, and in-kind interest expense; however, "Other Program Expenses" shown in the "Financial Statement of Activities" schedule includes these items.

Sources and Uses of Funds

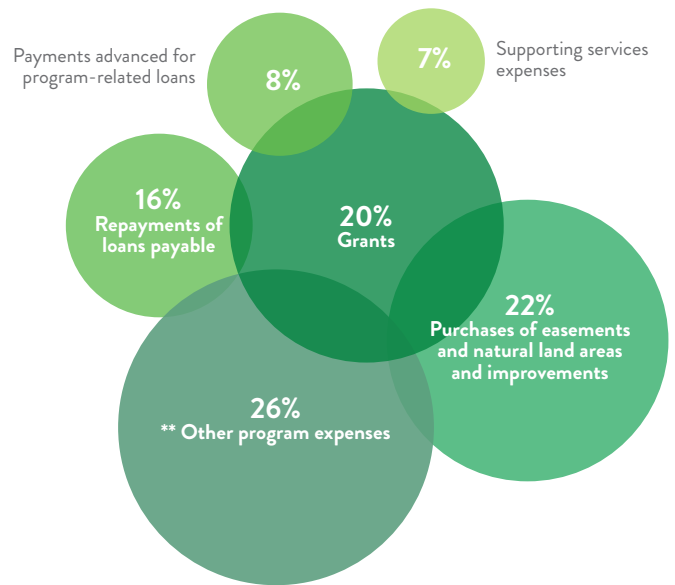
In 2013, OSI acquired for conservation over \$7 million in land and easements in New York State (largely made possible by the Lila Acheson and Dewitt Wallace Endowment), and it awarded over \$6 million in re-grants for land conservation in New York, Mid-Atlantic states, New England, the Southern Appalachians and the Quebec/New Brunswick transborder region.

The financial information includes activities of both the Open Space Institute, Inc. and the Open Space Conservancy, Inc. (In March 2014, the Open Space Conservancy, Inc. changed its name to the Open Space Institute Land Trust, Inc.) The information should be read in conjunction with the audited consolidated financial statements and related notes, available from OSI on request.

Sources of Funds



Uses of Funds



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.

Thank You to Our Partners in Conservation

Through their gifts in 2013, these individuals, foundations and companies helped make OSI's vital work possible. Our shared vision ensures that for the next generation, and the next 40 years, the future of land conservation looks bright. Thank you.

Foundations, Corporate and Organizational Support

The 1772 Foundation
A & J Saks Foundation, Inc
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The Adirondack Council
Adirondack Foundation
Alfred P. Sloan Foundation
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Network for Good
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Olana Partnership
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Palisades Interstate Park Commission
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Pew Charitable Trusts
Pfizer, Inc.
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Winslow Foundation
Woodstock Land Conservancy
Wyss Foundation

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For **Peter Humphrey**, the decision to help fund a nature center at his beloved Letchworth State Park was a tangible expression of support for the project and the continuation of a commitment: his family has worked to protect, maintain and celebrate Letchworth's stunningly beautiful gorges for more than a hundred years.

Like his grandfather and father, Peter Humphrey has served as chair of the Genesee Region Parks Commission and was recently named vice chair of the New York State Council of Parks.

The Humphrey family's connection to Letchworth State Park, in particular, dates back to Peter Humphrey's grandfather, Wolcott J. Humphrey, a friend of William Pryor Letchworth, whose 1906 donation of 1,000 acres created the now 14,000-acre park.

To kick off the fundraising for a nature center at the park, Humphrey donated his family home to OSI to sell. OSI then

gave the \$300,000 proceeds to the project. The campaign aims to raise \$1.6 million in private funds to enhance and endow the facility, with the \$3.2 million balance being funded by New York State.

"State parks have been a very important element of our family for over 100 years and it's something I'm very proud of," Humphrey said. "Letchworth, in particular, is near and dear to our hearts, and we felt strongly about getting a nature center built there. OSI and its Alliance for New York State Parks were obvious choices to team up with."

The center, expected to open in 2016, will give Letchworth's 750,000 annual visitors a year-round facility where they can learn about the history of the park and its natural features.

For Humphrey, who spent his childhood summers marveling at the Great Bend Overlook and the spectacular series of waterfalls flowing through the Genesee River Gorge, the project is deeply personal.

"We got to know every inch of that park over 10 years of camping there," he said. "Its natural beauty just hits you right between the eyes. It is simply breathtaking. As you grow older, you realize how special this place has been, and you say to yourself, 'It's time to give back.' That is what I'm hoping to do."

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Judy & Edward Van Put
Michael J. White
Edward B. Whitney &
Martha Howell
Warren & Tamah Wiegand

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Made possible with a Barnabas McHenry Hudson River Valley Award from OSI, **Melissa Gavilanes** moved to the Catskills in 2010 to begin an internship at the Thomas Cole National Historic Site, the home and studio of the famed 19th-century Hudson River School painter. Four years later it's probably safe to say the internship worked out

well, because she never left.

"After the OSI grant, we made a joke that I just kind of stayed," says Gavilanes, who grew up in Oneonta, New York. "I never left and eventually worked my way up to director of education. It was very different from my educational experience in New York City, to come up to the Catskills and a small institution where at first there were just three of us in a room and that was it."

The change in scenery may have been dramatic, but with the help of a dedicated board of directors and enthusiastic team of volunteers, Gavilanes has excelled. The Thomas Cole site—where the founder of the Hudson River School of painting captured some of the same landscapes OSI has helped protect—has seen its patronage grow yearly, from 12,000 to 20,000 visitors.

"I knew there was something real here," Gavilanes said. "It's not your typical historic site. Things are happening here, and I wanted to be part of it. It's worked out fantastically."

During Cole's lifetime, the Catskill Mountains were a hub of art and activity, as the region's hotels and resorts were a prime destination for vacationers seeking respite from New York City. It was in that setting that Cole began painting the lush Catskill mountains and forests, inventing what would become one of America's most celebrated artistic movements.

In 2013, OSI awarded another McHenry grant to a second Thomas Cole enthusiast, Samantha Singleton. The Smith College graduate had previously worked at the Cole site as a tour guide, and was a natural fit when the museum needed help cataloging the recently donated archives of Ellwood Parry, a Thomas Cole scholar.

"There are a few of our tour guides who have really stood out, and Samantha was one of them," Gavilanes said. "When we received the Parry archives, I thought of her right away. We got the call from OSI that Samantha received a McHenry grant on a Friday and she started on Monday."

From wildlife to pure, clean water and the High Peaks, there is much to draw inspiration from in New York's Catskills.

"Everyday I try to take time to look off the porch and see the views that Thomas Cole saw," said Gavilanes. "The dedication from OSI to protect these places is amazing."

photo: Odetta Veneziano

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When **Nat and Courtney Klipper** wanted to think locally, there was one place that beckoned them. The town of Essex, New York, on the western shore of Lake Champlain, was a place that Nat knew and loved, having spent many childhood summers there. And it's where Nat and Courtney were married in September 2013.

The Champlain Valley, with its rolling hills, farm fields, and unparalleled views east to Vermont's Green Mountains and west to the High Peaks of the Adirondacks, is a place where OSI has a long history, too. In 1993, we protected more than 1,820 acres adjacent to the Split Rock Wildway. Recently, the Klippers drew us back.

"The Champlain Valley is such a special place," said Nat. "The history and the agriculture are tied up in this incredibly beautiful landscape, and it's worthy of protection. We were deeply interested in filling a need to focus on the Champlain Valley. Losing ground here was out of the question."

Klipper and family members teamed up with OSI in 2012 to launch the Klipper Family Fund for the Champlain Valley. This \$1.7 million fund is dedicated to protecting land in and around the valley, placing equal value on the importance of both

recreational and agricultural areas.

Nat worked with OSI very closely to refine the goals of the fund, to ensure a lasting impact. As someone who had spent a great deal of time here, he had a vision. OSI listened.

In its first 18 months, the fund has protected almost 2,100 acres, both forests and farms. Significantly, the work that the Klippers launched has inspired the donation of several conservation easements as well. Conservation in the Champlain Valley is catching on.

"There is something to be said for leading by example, whether from us or from those who donate easements," said Nat. "I am doing a small part but hope that others will recognize that, with the right partners, a substantial difference can be made in a particular landscape. We particularly like the idea of putting young farmers on their feet, to help them embark on their dreams of working the land in a self-sustaining and community-oriented manner."

(See page 19 for more details on the farmland work.)

Nat and Courtney, who live in New York City, have traveled all over the world. Their love of natural lands has inspired them to take action for conservation as far afield as Argentina and Israel. But the Champlain Valley remains at the top of the list. "It's personal," Nat said. "It's not just writing a check. All we're trying to do is make a difference in this beautiful landscape."

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