



Five Rivers  
Conservation  
Trust

[www.5rct.org](http://www.5rct.org)

# 2010 ANNUAL REPORT



# Update On Properties Under Conservation

– Steve Lee

In the past year, we have closed on two properties, for which we now hold easements. Both are actions that protect properties with long family legacies.



**Ray Fournier Property** - Oak Hill Road and Turtle Town Pond, Concord ~30 acres

This land has been in the Fournier family for three generations, originally part of a large farm in the Turtle Town area of East Concord. In agricultural use for many years, the property is primarily fields, some producing corn and the rest mowed to provide excellent brushy habitat for the abundant wildlife including, coyote and deer, occasional bobcat, and bear. Turtles, commonly seen sunning themselves on a rock in the nearby Turtle Pond, have also nested on the property.

The parcel includes a forested section and small wetland. The property provides for

protection of the water quality of Turtle Pond upon which it has frontage as well as the scenic views from the pond to the forested hill side. This generous easement donation is a lasting legacy to the family who has cared for the land for generations.



**Bohanan Farm Property** - Penacook Road, Hopkinton ~ 413 acres

Five Rivers Conservation Trust and the Town of Hopkinton completed the Bohanan Farm conservation project, permanently protecting 413 acres of Bohanan Farm as agricultural land and open space through conservation easements sold by the farm owners – Glenn and Adelemarie Bohanan, and Jamie and Heather Robertson. Bohanan Farm is one of only three dairy farms left in Hopkinton, and has been tended for more than a century by four generations of the same family. The property is uniquely situated at the confluence of three rivers – the Blackwater, the Warner, and the Contoocook – and includes more than four miles of river frontage. As early as the 19th century, the confluence of the Contoocook and Warner Rivers (where

***This report is dedicated to Mark Zankel.*** Mark is completing his sixth and final year on the Five Rivers Board. Since 2008 he has provided extraordinary service in his role as Chair. His leadership, foresight, and knowledge brought tremendous growth to Five Rivers and will leave it with a clear vision for the future. His skill and quiet determination led to the completion of a number of highly visible conservation projects such as Winant Park and Dimond Hill in Concord and Hopkinton's Bohanan Farm. Less visible, but equally important, are the long range planning, the mentoring of

board members, the fundraising, the partnering, and the procedures and practices he put in place to improve and grow Five Rivers. During Mark's tenure, protected properties increased from 15 to 39, the service area grew, and the acreage protected more than tripled. It is with great appreciation for all his service and accomplishments that the Board dedicates the 2010 Annual Report to Mark Zankel.



**Mark Zankel**

Bohanan Farm lies) was heavily used by Native Americans. Relics and artifacts are held by the Hopkinton Historical Society. A stone marker and plaque along the riverbank on the farm states that “The first public bridge (in Contoocook) was built there in 1779.”

The conservation easements are co-held by Five Rivers Conservation Trust and the Town, with Five Rivers having primary responsibility for day-to-day monitoring and enforcement. The easement prevents further development or subdivision, protects the property’s productive agricultural and forest soils, and supports continued farming. The easement requires that current and future landowners keep the land open for traditional uses including hiking, hunting, fishing, boating, and cross-country skiing. The landowners will only be able to limit public access at certain times of year and in specific locations where it would substantially interfere with farming operations or create a public safety risk. The Town of Hopkinton has the right to establish a parking area and hiking trails so that the public can easily access the land.

The Hopkinton Open Space Committee led the effort to secure town support for the project. At a special town meeting in December 2009, an historically large voter turnout approved spending up to \$360,000

from the town’s open space conservation bond. Because the partners were able to raise additional funds, however, the town ended up only needing to contribute \$160,000 in bond funds. Dijit Taylor, chair of the Hopkinton Open Space Committee, noted “I am delighted that the transaction is finally completed, fulfilling the desire Hopkinton voters expressed so clearly in the vote at the special town meeting. The skill and hard work of our partner Five Rivers Conservation Trust has allowed this project to be completed at a much lower cost to the town, in as timely a way as possible. Special thanks to the Bohanan and Robertson families for their dedication to seeing this extraordinary resource protected forever.”

To complete the project, \$410,000 was provided by the USDA Natural Resources Conservation Service through its Farm and Ranchland Protection Program. The New Hampshire Land and Community Heritage Investment Program, or LCHIP, awarded \$200,000 to the Bohanan Farm project. More than a hundred private donors also contributed over \$70,000 to help the project succeed, including support from the New Hampshire Charitable Foundation.

## Five Rivers Annual Meeting – May 21, 2011

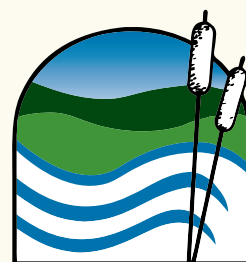
*Please join us for the Five Rivers Conservation Trust Annual Meeting at 9:00 on May 21, 2011, at Carter Hill Orchard in Concord. The morning will begin with time for coffee and catching up with friends and members, a short business meeting, followed by our guest speaker, Commissioner Lorraine Merrill.*

Later in this report, you will read about the Strategic Plan and the focus of the organization on protecting agricultural lands in the Capital region. That focus makes even more relevant the comments of our speaker, Lorraine Merrill. Ms. Merrill is the Commissioner of Agriculture for the State of New Hampshire, as well as being the co-owner of Stuart Farm, a 270-acre dairy enterprise with 240 milking cows and nearly 200 head of young cattle. Commissioner Merrill understands

the importance of maintaining agriculturally based businesses in the state, as well as the struggles of many engaged in those businesses. We are excited to hear from the Commissioner, who has also been a strong supporter of Five Rivers work on Bohanan Farm and other recent projects.

We will also have the opportunity to tour the orchard, another property protected by an easement held by Five Rivers, and dedicated to agriculturally based business.

**For more information, please check our website at [www.5rct.org](http://www.5rct.org), or call Jay Haines at 225-7225.**







Five Rivers  
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Jay Haines  
Executive Director

## Giving Matters — An Honor for Five Rivers

The Trustees are honored that Five Rivers was selected to participate in Giving Matters, the nonprofit series produced by the New Hampshire Charitable Foundation and New Hampshire Public Radio. On Saturday April 30th at 8:35 a.m., during *Weekend Saturday*, there was a short segment about Five Rivers. The segment featured Bohanan Farm, the 413 acre farm bordering on a 4.5 mile confluence of the Black Water, Warner, and Contoocook rivers in Hopkinton, NH. The radio segment featured storytellers Jamie Robertson, co-owner of the farm, Dijit Taylor, Chair of the Hopkinton Open Space Committee, and Mark Zankel, Chair of the Board of Trustees for Five Rivers Conservation Trust.

## Five Rivers is Moving

After a decade of presence in the Society for the Protection of NH Forrests' facility, our growth and success forces us to part from our office home. Five Rivers will be moving on May 9th to 31 Warren Street in Concord, with our telephone (603-225-7225) and e-mail (director@5rct.org & www.5rct.org) remaining the same. This location will not only provide greater office space for work activities, but offers committee meeting space plus a place for visitors to "drop in" and obtain information about our activities and view photographs of properties in conservation.

The board has greatly appreciated the opportunity to have Five Rivers located in the SPNHF facilities, their professional knowledge and resources and personal collegiality has been important to our maturity and growth as the local conservation trust to Concord and 16 surrounding communities. This bond will always remain.

# The Faces of Five Rivers, Trustees elected in 2010

At the Annual Meeting in May 2010, the members elected two new trustees, **Jayme Simões** and **Greg Grappone**. As part of our occasional series *“The Faces of Five Rivers”* we bring you an interview with each of them, conducted by the other!

## Meet Greg Grappone

– Interviewed by Jayme Simoes



Greg Grappone grew up in Concord. He watched the Merrimack flow past the family business, Grappone Automotive, in Bow. Greg knew that the forests were just a quick walk from the city. He also knew that the local farmers' market featured food grown around the region.

Greg has stayed close to his hometown. He attended Saint Anselm College, and in 2003, returned to Concord to work for Grappone Automotive.

For Greg, joining the Five River's board was an easy call. His family has a long history of philanthropy in the Concord Region. The Grappone Company started in 1924. The Company's track record of forming community partnerships has left a positive mark on the area, with numerous projects and organizations empowered by their generosity.

Greg looks at it like this “The New Hampshire Way gets tossed around a lot but conservation is a real part of it. We have the ability to go out of a city and find the wilderness. Any city in New Hampshire is just 15 minutes away from the woods. Our vision has to be for a livable place with open spaces from open fields to farms growing food for local consumption. We need to focus on our forest and watersheds.”

Greg started as a corporate member of Five Rivers, and stayed involved, literally learning on the job. Greg feels nature should be left untouched so its beauty can be enjoyed, so he joined the board last year. Greg's hopes for the organization are clear – providing the opportunity for people to get to know it and its good work: better recognition– with a bigger voice in the community at large.

Greg points to Winant Park in Concord as an example of how Five Rivers can make a real impact on the Con-

cord community at large.

## Meet Jayme Simões

– Interviewed by Greg Grappone



Like so many people in New Hampshire, Jayme Simões was not born here.

He grew up in Chicago, living there until he was 18 years. College brought him to New England. Jayme graduated with a degree in Communications from Boston

University, a degree he uses well as President of Louis Karno & Company Communications.

Jayme moved to New Hampshire in 1992, and fell in love with the state.

It was not long before he became involved in land conservation. He helped fight to save the Pierce Family Farm in Hillsborough. While it was not a successful campaign, it opened his eyes to the importance of land conservation. He loves being outside with his family and recognizes that without organizations like Five Rivers Conservation Trust we would not have so many wonderful open spaces in New Hampshire.

Jayme joined the board of Five Rivers because he wanted to help save our lands forever. He understands the challenges that face us, like the balance of economic development and open spaces, but has already contributed much to the organization. He is helping Five Rivers tell its story, and get more people excited about conservation.

New Hampshire has a way of attracting good people like Jayme. Five Rivers is lucky to have him on board, and will make sure he stays put!



## Five Rivers' Plan For The Future — Sarah Pillsbury

Five Rivers has recently completed a five-year strategic plan to articulate the organization's mission, realities, strategic initiatives, and framework for the future. Several factors led to the development of this plan, including the hiring of Jay Haines as our new executive director, changes in the organization's committee structure, the completion of the analysis and the realization that the present funding and staff capacity will not keep pace with the growing demands for assistance from landowners and communities in our area.

The plan builds on two previous planning initiatives undertaken in 2007 and 2009, which have guided Five Rivers' growth and lead to many accomplishments, including doubling the number of protected properties and increasing the acreage protected from 740 to 2,300 acres. The Board and staff recognized that in light of growing demand for our services, the organization's increasing expertise in farmland protection, and also the challenges posed by current economic conditions, Five Rivers would best be able to advance its mission through a focused set of strategic initiatives.

The first stage of the recent planning process involved a self-assessment that produced five reality statements, and opened the door to strategic positioning discussions.

### The Five Realities for Five Rivers' Future

1. Five Rivers is the region's local conservation trust, serving the City of Concord and 16 surrounding towns.
2. Five Rivers must not only be responsive to landowners but also pursue strategic initiatives to build the organization.
3. Five Rivers should respond to the desire of many communities in its service area for a closer working relationship.
4. Five Rivers should build upon its recent success in protecting farmland and capitalize on member's high interest in conserving agricultural lands.
5. Five Rivers' level of development and fundraising must increase to sustain its future level of activity.

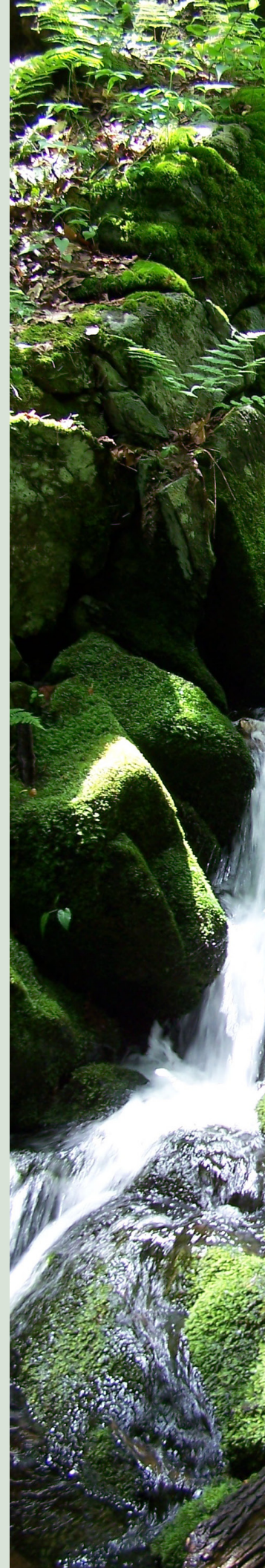
With these realities in mind, the board then identified **two priority strategic conservation initiatives** for the coming few years:

1. Local lands for local people: Work collaboratively with interested municipalities to protect locally significant lands.
2. Feeding our future: Identify farms and orchards in our service area, educate farmers and others to ensure they understand the alternatives and potential benefits of land conservation, and lend our expertise in pursuing protection.

The plan identifies a number of activities to achieve these initiatives and defines the following five year goals:

1. 60+ properties and 6000 acres in conservation.
2. Active working relationships with at least six municipalities.
3. A membership base of 600 members/active donors.
4. Ten or more working farms and/or agricultural properties protected.
5. Steady growth in operating revenues to sustain existing staff and add conservation capacity.
6. Growth in the stewardship reserve to ensure effective monitoring and enforcement of conservation easements.

Five Rivers is fortunate to have a skilled and hard working board. To implement this plan successfully, more volunteers, funding and the strategic use of these resources will be essential. Knowing where we want to go is now clear. We'll need the help of all our members to get there. Please contact Jay Haines if you'd like a copy of the detailed plan.







*Jay Haines*  
*Executive Director*

## Membership Survey Provides Valuable Information for the Future

**Fact:** In the past five years, Five Rivers has accepted conservation easements on 19 properties – one shy of the number it accepted during the first seventeen years of its existence. The easements in the last five years cover 1,600 acres, more than twice the acreage of those conserved in the prior seventeen years. As impressive as these statistics appear, we expect the next five years to be even more active.

**Fact:** Historically, contributions of individual members, business members and friends of the organization have accounted for 80% of Five Rivers' operating income.

Taking these facts together, the necessity of increasing financial support in order to sustain our growing operations becomes clear. With a grant from the New Hampshire Charitable Foundation, in 2010 Five Rivers undertook a professional analysis of our sustaining contributors. The Trustees engaged Executive Service Corps (ESC) was engaged to perform the analysis. ESC used surveys and personal interviews. Surveys reached 272 members. More than 50% responded, providing information that will influence and guide our future fundraising. Here is some of what we learned about our members:

- Age: 60% are 55 or older
- Education: 70% hold a Masters degree or higher
- Household income: 75% of households had income \$75,000 or greater
- Property: 96% owned property; 78% of those for longer than 10 years
- Length of Membership in Five Rivers: 85% for two years or longer
- Learned about Five Rivers: 51% from other members; 31% from published media
- Why each supports Five Rivers:
  - 1) to preserve natural habitat;
  - 2) to slow development;
  - 3) to preserve important lands forever
- Basis for increasing annual support: 1) increased pace of land conservation; 2) preserving scenic vistas; 3) continued confidence in Five Rivers organization/management

These and other survey results were incorporated into the 2011 Five Rivers' Strategic Plan. The information provides meaningful direction to the Trustees as we focus on supporting and sustaining the continued growth of the organization's conservation easement portfolio.

The Trustees are grateful to those who responded to the survey and took the time for personal interviews; as well as to the ESC staff for their thorough report, and to the NHCF for the funding that made the survey possible.

## Finance Report – Treasurer, Rob Knight

The 2011 budget for the Trust shows an increase in accordance with the Board's decision to increase the capacity of the Trust through more staff and volunteers. Operating expenses are up 23%, due to the increased hours of our executive Director and efforts to build our membership. As we go through this transition, the growth in our membership support lags our increase in expenses. To bridge the gap we are seeking \$20,000 in grants to balance the budget while we initiate the Strategic Plan, described earlier in this report. We also anticipate another \$20,000 in net income from Fallfest, which we hope will be in excess of the balanced budget, but will allow us to cover any shortfall in grants. The Trustees feel secure that our 2011 income will support our planned growth for the year, and allow us to continue to grow in the future.

	2011
<b>OPERATING INCOME</b>	<b>Budget</b>
Memberships	\$34,000
Donations	\$12,750
Grants	\$20,000
Other	\$4,919
<b>TOTAL OPERATING INCOME</b>	<b>\$71,669</b>

<b>OPERATING EXPENSES</b>	
Insurance	\$2,776
Merchandise	\$100
Office	\$9,570
Payroll	\$41,070
Membership Communication	\$7,750
Professional	\$6,100
Travel & Training	\$2,650
<b>TOTAL OPERATING EXPENSES</b>	<b>\$70,016</b>

<b>NET OPERATING INCOME</b>	<b>\$1,653</b>
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Event Income	\$39,000
Event Expenses	\$18,750
<b>NET EVENT INCOME</b>	<b>\$20,250</b>

<b>CONSERVATION INCOME</b>	
Stewardship Fund Contributions	\$10,000
Fund Dividends, Interest	\$3,750
<b>TOTAL CONSERVATION INCOME</b>	<b>\$13,750</b>

<b>CONSERVATION EXPENSES</b>	\$3,819
<b>NET CONSERVATION INCOME</b>	<b>\$9,931</b>

<b>TOTAL NET INCOME</b>	<b>\$31,834</b>
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## BALANCE SHEET

Dec. 31.10

### ASSETS

Current Assets	
Checking/Savings	\$245,285
Other Current Assets	\$480
<b>Fixed Assets - Sweatt Property</b>	<b>\$260,800</b>

**TOTAL ASSETS** **\$506,565**

### LIABILITIES & EQUITY

Liabilities	
Current Liabilities	\$2,050
<b>Total Liabilities</b>	<b>\$2,050</b>

Equity	
Sweatt Property	\$260,800
Restricted funds	\$189,852
Unrestrict (retained earnings)	\$53,863
<b>Total Equity</b>	<b>\$504,515</b>

**TOTAL LIABILITIES & EQUITY** **\$506,565**



Two years ago Five Rivers celebrated its 20th anniversary with an evening of celebration and entertainment at Dimond Hill Farm. For those of you who joined us at the first Fallfest, you will recall a great evening with friends, good food, excellent music, and a silent auction.

Fallfest 2009 was so successful, we are doing it again! Please join us for **Fallfest 2011 on September 10, 2011**. We will again have a wonderful dinner featuring local food, this year catered by The Celery Stick Café. Music and the beautiful views from the tent will add to the ambiance. This year the evening will include both a silent auction of varied items donated by local artisans and businesses along with a live auction featuring several wonderful things, including artwork by local artist, Melissa Miller.

*All are welcome to attend this gala event.*

*It promises to be a delightful evening.*

*Please mark your calendars.*

*Check our website, [www.5rct.org](http://www.5rct.org) for more information and updates, including ticket sales.*



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### Leaving A Lasting Imprint On Our Community

For the last 24 years we have been committed to the Concord community. It's part of how we run our business day in and day out. We believe that our most visible imprint is through the great work being done by the organizations we support, like the Five Rivers Conservation Trust.

Create your path forward.

**William Chapin Sr., Vice President - Financial Advisor**  
william.chapin@rbc.com • (603) 226-6012

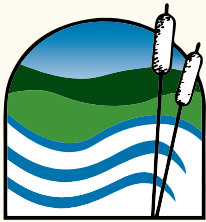
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