

# THE AUSBON SARGENT LAND PRESERVATION TRUST



Helping to Preserve the Rural Landscape of the Mt. Kearsarge/Lake Sunapee Region  
Andover, Bradford, Danbury, Gosben, Grantham, New London, Newbury, Springfield, Sunapee, Sutton, Warner & Wilmot

# Chatter



Winter 2015



Conserve *Explore* Recreate

*From the  
Executive Director:*

**Many things contributed to  
Ausbon Sargent's 2014 successes –**

the generosity of our supporters and the landowners whom you will read about in this issue of *Chatter*, our competent staff and board, dedicated volunteers and committed partner organizations.

Your faithful support has helped build Ausbon Sargent as a land trust of excellence and transparency. We think it is important to build open communications with our members, so last summer we engaged Executive Service Corps (ESC) to conduct a market study to assist us in gaining a better understanding of our memberships' views regarding land use, conservation, and Ausbon Sargent's role in protecting land in the Mt. Kearsarge/Lake Sunapee region.

We were pleased to learn that the work of Ausbon Sargent and its staff is held in high esteem by all audiences. **93% of our members are exceedingly satisfied and supportive of the work of Ausbon Sargent.** Members have very few complaints and largely want Ausbon Sargent simply to do more of what it is already doing. There were comments regarding strategy and direction, but for the most part, members are pleased with how things are going.

There is strength and consistency among all current members' opinions regarding Ausbon Sargent's initiatives: Almost 60% of the members selected "Preserving the rural character of the



Douglas K Hill

Mt. Kearsarge/Lake Sunapee region" as their most important reason for supporting Ausbon Sargent. 55% of our members selected "Protecting important land from aggressive development." These were followed by: "Protecting the land for enjoyment of future generations" at 53%, and "Preserving the wildlife, vegetation and natural resources of the area" at 52%.

The Market Study suggested that Ausbon Sargent should communicate more pointedly the economic impact of land conservation on the communities it serves. Hence, on page 3 of this newsletter, the Return on Investments in

Land Conservation article by our Board Chair. We were encouraged to give social media consideration, so we launched Ausbon Sargent's Facebook page in early November. A major overhaul of our 14-year old website was strongly recommended and we are seeking grant funding to accomplish this. ESC also recommended strategies for broadening our membership base and increasing visibility in all of the 12 towns that we serve.

As in the past, the Market Study will be a resource tool for Ausbon Sargent's 2015 board retreat and for developing our 2016-2020 Strategic Plan.

*Thank you to all our generous supporters who have helped to make the land trust an organization of excellence and permanence that is a credit to the man whose name we proudly bear and to whom we are profoundly grateful.*

*Debbie Stanley*



Photo by Nancy Kipp Smith

**ON THE COVER**

*Cordingley Preserve's Molly Charles Trail is one of the many trails protected by Ausbon Sargent that people living in or visiting the Mt. Kearsarge/Lake Sunapee region can enjoy as a recreational destination. Read more about Cordingley Preserve on page 14.*

# *The Return on Investment (ROI) of Land Conservation*

*by Doug Lyon*

As a career financial officer, I'm well acquainted with the concept of "return on investment" or ROI. It's used in business to measure the relative value of one investment vs. another and to help decide which is better. On paper, ROI could not be simpler. To calculate it, you simply take the gain of an investment, subtract the cost of the investment, and divide the total by the cost of the investment. Or:

$$\mathbf{ROI} = (\text{Gains} - \text{Cost}) / \text{Cost}$$

*For example, if you buy 20 shares of stock for \$10 a share, your investment cost is \$200. If you sell those shares for \$250, then your ROI is  $(\$250 - 200) / \$200$  for a total of 0.25 or 25%. I think we'd all be happy if each of our investments had a 25% return.*

Now, the interesting thing about ROI is that the calculation for return on investment and, therefore its definition, can be modified to suit the situation. It all depends on what you include as returns and costs. The definition of the term in the broadest sense attempts to measure the profitability of an investment and, as such, there is no one "right" calculation. As the new board chair of Ausbon Sargent, I thought it would be interesting to calculate the ROI of land conservation. It can be tricky to use the calculation for an investment in which gain is harder to quantify, but let's give it a try. This is interesting because the exercise addresses one myth about land conservation, which is commonly held, but wrong.

## ***Myth: Conservation takes land off the tax rolls, thus reducing town revenue.***

The argument of this myth is that the community suffers because the cost of land conservation outweighs the gain. In fact the opposite is true. Let's address the ROI formula by examining each of its factors. The first factor is cost. Since most of Ausbon Sargent easements are donated by the land owner, there is no land cost. It is true that some easements, and some parcels of land are purchased, and in that case donations and grants pay the cost. It is also true that there are incidental costs like surveying and appraisals that are required. Appraisals must be paid by the land owners if they are taking a federal tax deduction for the land, and in many cases the land owner has a survey or pays for a new one. In other cases, donations may pay for the survey. Specifically addressing the myth, however, most easements are on land already in current use, so there is no impact on property tax revenue for the town. So the cost of land conservation is often zero to the town, and even if the town's Conservation Commission makes a contribution, the cost is still quite modest.

Now how about the other factor in the equation, the gain? An article in the *Winter 2014 Chatter* referred to "Cost of Community Services" or COCS. Studies show that residential development costs more in community services (schools, police, fire, ambulance, road maintenance, etc.) than it pays for in property taxes. So, one gain of land conservation to the town is that it eliminates land from residential development, thus saving the town the

expenditure of COCS. Nationwide, COCS is \$1.15 for each \$1.00 residential property taxes paid, and the average is \$1.12. In NH, 6 towns that did COCS studies found that COCS cost them from \$1.01 to \$1.30 for every residential property tax dollar raised.

But COCS savings are just one part of the ROI gain. Land preservation and conservation produce measurable economic gains to NH communities. These gains include natural goods and services such as water quality protection, wildlife habitat, air pollution removal and the containment of carbon. The economic value of these natural goods and services has been calculated to produce \$11 in value for every \$1 invested. In addition, a less measurable gain is the quality of life issues that make NH a wonderful place to live. So how does our ROI formula look for land conservation? On the cost side let's put a \$1 for investment in land conservation and another dollar for the lost tax revenue. On the gain side we'll put \$1.15 in COCS savings and \$11 in the economic value of natural goods and services. That makes the formula  $(\$11.00 + \$1.15) / (\$1.00 + \$1.00)$  or an ROI of 607.5%. Pretty good investment, Warren Buffet would like that one!!

*Doug Lyon was the CFO of Colby-Sawyer College for 23 years and is now Chair of the Board of Ausbon Sargent when not wasting his time and money on the golf course.*

## **ROI**

### **Generating Jobs and Growing Local Economies**

*Conservation helps to support the outdoor recreation, tourism, forestry, farming and commercial fishing industries in our state.*

- Outdoor recreation generates \$4.2 billion in consumer spending, \$293 million in state and local tax revenue, 49,000 jobs, and \$1.2 billion in wages and salaries each year in the state.
- Visitors to NH spend an estimated \$4.65 billion each year.
- Forestry, agriculture, and commercial fishing and related processing activity are responsible for \$2.5 billion in output and 18,500 jobs in NH.

*Information for this page was taken from material prepared by:*

*The Trust for Public Land and UNH Cooperative Extension; S. MacFaden, Peterborough Conservation Commission; Cost of Community Services Study (COCS); American Farmland Trust; Ad-Hoc Associates*

## **“Brewing” up a Fundraiser**

by Peggy Hutter

In May of 2014, Judith and Tom Brewer collaborated with Ausbon Sargent to place a conservation easement on 160 acres of their Danbury property. With woodlands on Severance Hill and shore frontage on Waukeena Lake, the Le Baron-Brewer Conservation Easement is a valuable parcel of land. We are thankful to the Brewers for protecting this property. In October of 2014, the Brewers surprised Ausbon Sargent with another generous act, one we'd like to share with our readers.

As Tom and Judith wrote, “For the past 30 years or so, we have been hosting a Canadian Thanksgiving party at our Waukeena Lake property. This is always on the Columbus Day (October 12th) weekend. . . For the party (which is generally themed), we cook a variety of meats, but ask guests to bring accompanying dishes. . . The theme for the 2014 party was ‘Recipes that you might prepare to bring to a fundraising event,’ in celebration of the Brewer’s conservation easement and in recognition of The Ausbon Sargent Land Preservation Trust.”

The original concept of this year’s party didn’t include a fundraiser component until the Brewer’s eldest son, Seth, took charge. He designed a gimmick that allowed all guests “to participate with as much or as little (money) as they like, even none at all.” The guests had fun and the Brewers presented Ausbon Sargent with an unexpected check for \$650. In his thank-you note to the party guests, Seth wrote, “That sum is far disproportionate to the size of the crowd and is a clear reflection of your spirit and appreciation for the hills, trees, and creatures we all love. Ausbon Sargent will be thrilled.”

Ausbon Sargent was more than thrilled! What a wonderful tribute to the mission of the land trust. What a clever idea for a party. What a generous gift from the Brewers and what supportive friends the Brewers have. This was a win-win-win-win for all. Thank you.

*Peggy Hutter, a retired teacher from the Kearsarge Regional School District, is the Communications Coordinator for Ausbon Sargent.*

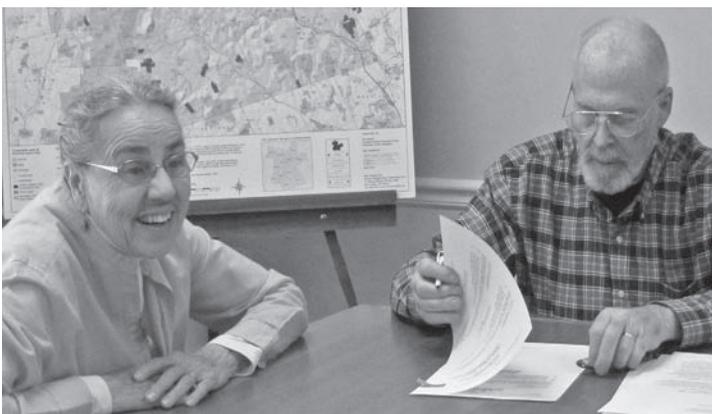


Photo by Peggy Hutter

*Judith and Tom Brewer at the closing of their Le Baron-Brewer property.*

## *Thanks to John Garvey*

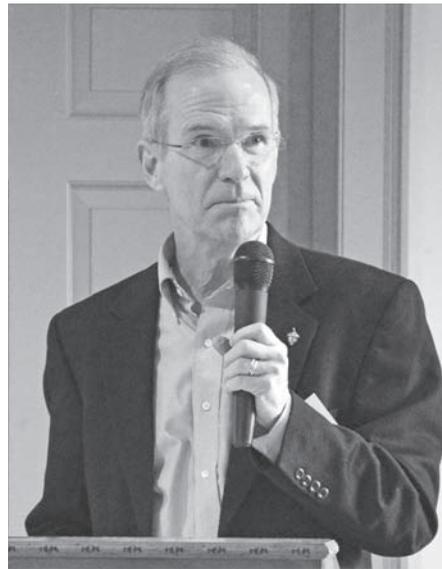


Photo by Sandy Delzaat

**for his years of service to Ausbon Sargent as Past Chair and as a board trustee.**



## *Officers of the Ausbon Sargent Board of Trustees*



Photo by Sandy Delzaat

*From left to right: **Charlie Foss**, Vice-Chair; **Doug Lyon**, Chair; **Nan Kaplan**, Secretary; and **Susan Nooney**, Treasurer.*



## ***Land Protection Helps Wildlife Adapt to Climate Change***

*by Ann Davis*

Residents of Ausbon Sargent's 12-town region can help wildlife adapt to climate change in several ways. That's the message that Emily Preston, wildlife biologist with the NH Fish and Game's Nongame and Endangered Wildlife Program, delivered to the more than 70 people who attended "How You Can Help Wildlife Adapt to Climate Change," sponsored by Ausbon Sargent's Outreach Committee on November 6 at the Wilmot Community Association's Red Barn.

Preston reviewed the effects climate change already is having on some species in New Hampshire including moose, northern shrimp and several birds including Phoebe, Purple finch, and Carolina wren. "Moose are susceptible to winter ticks, which hatch in the fall," Preston said. "Late winter snows and early springs allow the ticks to thrive. Moose, unlike deer, do not groom for ticks. A moose can be infested with 100,000 to 200,000 ticks. This can contribute to the animal's early death, especially for calves."

"For northern shrimp, which like really cold water, warmer ocean temperatures coincide with poor recruitment – low or unsuccessful. The population crashed in 2012," she added. "Studies found virtually no shrimp in 2013."

"Phoebes are arriving a week earlier now than in the 1960s," Preston shared. "The Carolina wren, a southern species, is a climate winner. The Purple finch also will move farther north."

Land conservation and planning are among the strategies that will help species challenged by climate change.

"What can you do to help threatened species?" Preston asked. "You can make conditions easier for wildlife."

*Preston's suggestions include:*

- Conserve areas for habitat expansion and/or connectivity.
- Restore watershed connectivity.
- Protect riparian (*the banks of a waterway*) and shoreline buffers.
- Promote planting diverse shade tree species.
- Practice sustainable forest management.

"Accomplishing these steps demands planning," she said.

"Wildlife and water do not pay attention to political boundaries, so when you plan, you need to talk to neighboring towns. Your goal should be to prevent additional harm."



*Photo by Marc Davis*

*Emily Preston of NH Fish and Game presents a Wildlife and Climate Change workshop at the Wilmot Community Association's Red Barn in November.*

The Ecosystems and Wildlife Climate Change Adaptation Plan, an amendment to the NH Wildlife Action Plan, outlines the vulnerabilities of wildlife and habitats to the changes being wrought by climate change and recommends action to address the changes.

"For example, we have experienced four 100-year storms in the last decade," Preston noted. Protecting intact, vegetated floodplains that naturally slow and store flood waters will protect our communities. These floodplains also provide great habitat, and since many species move along stream corridors, protecting floodplains will also allow animals to move in response to climate change."

Details about the plan are available at:

**[www.wildNH.com/WildlifeActionPlan](http://www.wildNH.com/WildlifeActionPlan)**.

*Ann Davis is a retired journalist and former president of the New Hampshire Timberland Owners Association. She and her husband, Marc, own Woods Without Gile, a 470-acre certified Tree Farm in Springfield, NH. The property was protected in 2007 by a conservation easement with Ausbon Sargent.*

# *Sustaining a Wildlife Habitat*

*by Cheryl Cummer*

Wellington Cummer bought the remaining part of Justin Nichols' farm in the 1960s. The farm had several good hay fields which my father asked a neighboring farmer to mow annually. My parents enjoyed seeing the bobolinks come to the fields each summer, and Wellington delayed the first mowing until after the birds had fledged. We always enjoyed watching the farmer and his family taking in the hay in much the same way as Justin Nichols had done, except they didn't use a scythe. Wagons and children, and occasionally dogs, were always part of mowing day.

Jack and I have continued to protect and sustain the hay fields with the help of another neighboring farmer and his family. Our relationship continues an ongoing connection between the property, which we enjoy, and the people, both past and present, who have cared for and farmed the property. As we want to preserve our portion of the Nichols' farm and these important relationships, we are grateful to Ausbon Sargent for creating an easement which will protect the land for the bobolinks and make the property available as fields and forests for the fauna who live here and for visitors who appreciate the beauty of New Hampshire's open fields and mountain views.

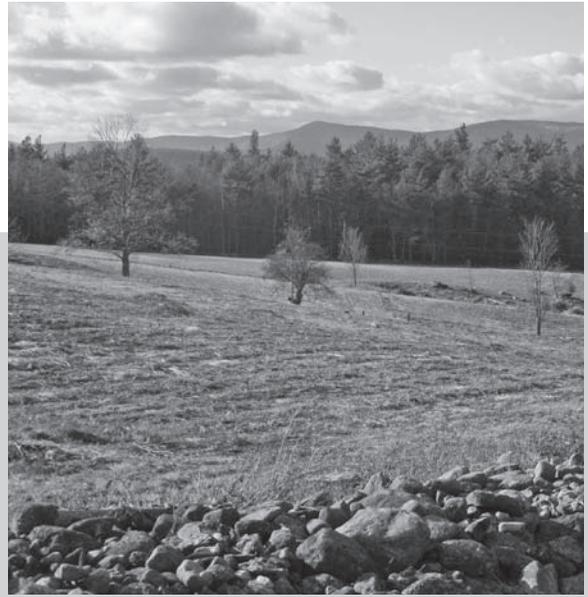
*Cheryl Cummer and Jack Lyle live in Jacksonville, Florida and have been spending time in the summer in Springfield, NH for over 50 years. They have supported conservation efforts by Ausbon Sargent, The Nature Conservancy, the Natural Resources Defense Council and Audubon.*



*Photo by Cheryl Cummer*

*A rainbow framing the Cummer-Lyle property in Springfield.*

*Photo by Andy Deegan*



*View of Croydon from the Cummer-Lyle property in Springfield*

## *Facts about the* **Cummer-Lyle** *Conservation Easement*

*Town: **Springfield***

*Location: **Nichols Hill Road***

*Acreage: **26 acres***

- Over 1,000 feet of frontage along Nichols Hill Road.
- Open fields on the property protect what is important for bobolinks and other grassland species.
- The property protects valuable forestry soils.
- The property is near over 2,100 acres of conserved land including Ausbon Sargent's Hayes, Star Lake Farm and the Baptist Pond Trust Easements.

### **Wish List**

*10 Orange safety vests embroidered with the Ausbon Sargent logo for our easement monitor volunteers to borrow. \$25 each for a total cost of \$250.*

*APC-Back-ups Pro: Battery back-up for our server. Total cost including shipping \$200.*

*4- 8" Digital Picture Frames. \$40 each for a total cost of \$160.*

Photo by Andy Deegan



The Blitzer Conservation Easement in Bradford

## Facts about the **Blitzer**

### Conservation Easement

**Town: Bradford**

**Location: Center Road**

**Acreage: 41 acres**

- The property protects over 1,860 feet of frontage on Center Road.
- The property is currently managed for agriculture and contains valuable agricultural soils.
- The property protects valuable forestry soils.
- The property has a pond and associated wetlands that provide important habitat for many species.
- The property is near over 325 acres of conserved land including Battles Farm.
- The property is open to low impact outdoor recreation.

## Preserving Bradford's Forests and Agricultural Lands

by Amy Blitzer

When we bought our old farmhouse in 1967, we thought it would be a weekend retreat and a place to stay for skiing. The land across the road was just for our privacy. The fields had not been mowed for several years and scrub bushes grew all over. After it was mowed, we found we had a beautiful view and good pasture land. My mother sent us two horses, one of which was pregnant. Soon we had three horses.

We made trails for walking and riding. Our sons enjoyed making trails and working in the woods. Trail riding led us to purchasing land on Rowe Mt. Our forester, Brooks McCandlish, advised us to donate a conservation easement of this land to Ausbon Sargent because of their special interest in the Mt. Kearsarge/Lake Sunapee region.

Our experience with Ausbon Sargent has been very positive. When I decided to donate this land to a land trust, it seemed logical to contact Ausbon Sargent. They are also protecting several other areas in Bradford. With my land there is almost an unbroken corridor for animals. There are moose, deer and many other small mammals around in addition to the many frogs and salamanders in the pond. I am happy to know the land will remain the same forever.

*Amy Blitzer now lives in Exeter, NH. In 1999, Dr. John and Amy Blitzer donated a conservation easement to Ausbon Sargent on their 148-acre tree farm in Bradford. In December 2014, Amy continued to support conservation by donating an easement on 41 acres of agricultural land in Bradford.*

## Our Ausbon Sargent Home Page is **More Dynamic**

In an attempt to march boldly into the 21st Century, we have made some changes to the Home Page of our website ([www.ausbonsargent.org](http://www.ausbonsargent.org)). Simply move your cursor across the screen and click on a box or a designated link to find out more information about our events and proud moments. Please note that you can visit our new Ausbon Sargent Facebook page (through our Home Page) whether you are a member of Facebook or not. Check us out. Like us and Share, if you are a member.

**Our Mission:**  
To preserve the rural landscape of the Mt. Kearsarge/Lake Sunapee region.

Now protecting  
134 properties / 10,867 acres  
in our 12 town service area.

Sign Up to Receive Ausbon Sargent News













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603-526-6555 | [info@ausbonsargent.org](mailto:info@ausbonsargent.org)





# The Ausbon Sargent Land Preservation Trust



## Gifts, Thank Yous & Land/Easement Donors

We only print the list of our Membership and Annual Fund donations once a year, in the summer issue of Chatter.

If you have any questions concerning your membership status please call Operations Manager,

Sue Andrews at 526-6555 or email sandrews@ausbonsargent.org

### CORRECTION (Summer '14) LEGACY CIRCLE

Leatherwood Foundation

### BEQUESTS

Naia L. Conrad

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### IN KIND DONATIONS

The Country Press and  
The Kearsarge Shopper  
PCCHelp

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Goshen Conservation Commission  
Beatrice Jillette

### MARILYN KIDDER AND THE STAFF AT COLDWELL BANKER MILESTONE REAL ESTATE

*(for donating a portion of every sales  
commission to Ausbon Sargent)*

Kim Armen  
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Donna Forest  
Tammy Jackson  
Sharon LaVigne  
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Stacey Viandier  
Joan Wallen

### WE WOULD ALSO LIKE TO THANK

Paul Ambrose for donating through  
Amazon Smile  
Charlie Belden for office recycling  
Stan Bright for the donation of a tool  
box and office supplies  
The Coach House Restaurant at the New  
London Inn for the Thursday's Child  
donation  
Sandy DeLaat for photographing events  
Mary Jane Ellis for granting our wishes!  
Betsy Forsham for proofing easement  
deeds  
Nick Giaccone for running errands  
Dick Katz for photographing events  
The Kearsarge Shopper for all they  
do for us  
Mark Lennon for his beautiful notecard  
creations  
Tom Masland and Paul MacDonald  
for the significant discount for their  
legal work  
Lee Morrill, On Track Design for  
graphic design and advertising  
New Hampshire Cycling Club for  
donating 100% of the proceeds from  
the Kearsarge Klassic Bike Event

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Kris Lohmann and Janis Taylor for  
volunteering in the office on a  
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*Our sincere appreciation to those who share their passion for natural places through land and easement donations.*

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 Fred William Courser, Jr. Family Trust (4 phases)  
 Sydney Crook\*  
 Cheryl Cummer and Jack Lyle  
 Stanley I. "Chris" and Janice Cundey  
 Harold Currier\*  
 Charles\* and Laura Davis  
 Tim and Lorraine Davis  
 Charles\* and Barbara Deming  
 Denny Beach Realty Trust  
 Neil and Beverlee Donovan  
 Priscilla Drake, Deborah Cross and Cross children  
 Richard L.\* and Mary A. Emerson\*  
 Leslie and Stephen Enroth  
 Ed Erickson  
 Meg Fearnley  
 FHS Associates, LLC  
 John B. Garvey Trust  
 Frank H. Gordon\* & Dorothy B. Gordon  
 Dr. Lincoln Gordon\*  
 John Graves, Cordelia F. Graves\* Revocable Trust  
 Donna Vilsmeier and Russell, Donald, Raymond and Richard Gross  
 Cynthia W. Hayes  
 Gerald E. Hersey  
 Roger Hersey\*  
 Edwin R. Hiller  
 Beatrice Jillette  
 Hazel Johnson\*  
 Jolyon Johnson  
 Thaddeus C.\* and Virginia D. Johnson  
 Kezar Conservation Group, LLC  
 King Ridge, L.L.C., Frank Stewart  
 Knight's Hill Nature Park

Nelson F. Lebo III  
 LEJ Revocable Trust  
 David and Mary MacMillin  
 Brooks McCandlish and Janet Sillars  
 Monetta Properties, Inc.  
 Nelson Farm  
 Newcomb and Ourusoff Families "Kentlands"  
 New England Forestry Foundation  
 New London Outing Club  
 Town of New London  
 NH Audubon  
 Judith M. Oates  
 Otter Pond Protective Association  
 Dr. Edward C. Parkhurst\* and Loren B. Sjostrom\*  
 Dr.\* and Mrs.\* Edward C. Parkhurst  
 Malcolm, Dallas and Mabel Patten  
 Thomas and Janet Paul  
 Pelfor Corporation  
 Alice Perry  
 Mrs. Bessie W. Phillips\*  
 Pine Summit, LLC  
 Robert and Timathy Poh  
 Gerald R. Putnam  
 Lisa K. Putnam  
 Ring Brook  
 Rachel and Myron Rosenblum  
 Janice W. Sahler Trust  
 Rachel\* and Murray\* Sargent  
 Ralph and Mary Lou Spofford  
 Stanley Farm Association  
 Stanley Point Trust  
 Star Lake Properties, Inc.  
 Robert Stevens\*  
 Linford E. and Mary Ellin Stiles  
 Bill and Betty Stockwell  
 Sugar River Savings Bank  
 Town of Sunapee  
 Town of Sutton  
 Kit and Nancy Tatum  
 V-Oz Asset Management Co., LLC,  
 Van O. Webb  
 R.H. Webb Forest Preserve, LLC,  
 Van O. Webb  
 Daniel H. Wolf Trust  
 Woods Without Gile  
 Marcia Wright  
 Sarah Yerkes  
 Marjorie Young\*  
 Steven and Susan Youngs

*\*denotes deceased*



# Calendar of Winter and Early Summer Events

*We request that you RSVP for all events.*

## March 2015

### X-country Ski/Snowshoe Hike

This event, free and open to all, is co-sponsored by Ausbon Sargent and The Nature Conservancy on the Courser Farm in Warner. Participants can decide on either a beginning or an advanced loop to X-country ski or snowshoe "over the brook and through the woods."

**Saturday, March 7 Time: 1 – 3 pm**

## May 2015

### Volunteer Recognition Party

at the Knowlton House/LSPA in Sunapee. It takes so many volunteers throughout the year to help us to manage the work we do. This is the day we thank all of those folks for the time they donate that helps Ausbon Sargent to be so successful.

**Tuesday, May 19 Time: 4:30 – 6:30 pm**

### Thursday's Child Benefit Dinner at the New London Inn & Coach House Restaurant

Put this on your calendar now and make your reservations by calling the Coach House Restaurant in May at 526-2791.

**Thursday, May 28**

## June 2015

### Easement Monitor Training Workshop

at the Ausbon Sargent office and a field trip to a nearby property.

**Wednesday, June 10 Time: 2 – 6 pm**

*Visit [www.ausbonsargent.org](http://www.ausbonsargent.org) (News/Calendar) for more details on all events through December 2015.*



*Photo by Cindy Lauson*

**The Doheny family helps us with Seymour at Hospital Days 2014.**



Photo by Cathy Aranosian

Riders on the Aranosian Conservation Easement in Warner.

## Facts about the Aranosian Conservation Easement

Town: **Warner**

Location: **Schoodac Brook Road  
& Poverty Plains Road**

Acreage: **42 acres**

- Over 945 feet of frontage on Schoodac Brook Road, over 1,200 feet of frontage on Poverty Plains Road and over 1,369 feet of frontage on Interstate 89.
- Over 1,850 feet of frontage on Schoodac Brook.
- The property is listed as Highest Ranked Habitat in New Hampshire and protects habitat for rare species.
- The property is identified in The Nature Conservancy's and the New Hampshire Department of Environmental Services' "Schoodac Brook Conservation Plan".
- The property is near over 450 acres of conserved land including several of Ausbon Sargent's Courser Easements.
- The property protects valuable forestry soils.
- The property was protected with the help of the Town of Warner's Conservation Commission.

## *Horses Have Returned to the Derby Property*

by Cathy Aranosian

*Cathy Aranosian has lived at the corner of Poverty Plains and Schoodac Road in Warner for 17 years. She owns and runs Double Clear Farm, an equestrian farm that has 20 stalls and indoor riding ring and sits on 23 acres of land across the road from the old Derby fields.*

My kitchen window looks out across the street to the beautiful large open field with tall pine trees of the Derby fields that line Schoodac Road. That property was owned for 40 years by my neighbors, the Derby's, who bought their family farm in the early 1970's. Daughters, Jan and Tina Derby, ran a successful boarding and training facility named Sagittarius Stable. Over the past few years the farm had started to show its age since the children had grown and moved away. Mrs. Derby was still living at the farm until her health required more care. Even when she was in a nursing home, she wanted her family farm to remain the way it had for the past 40 years—undeveloped.

This past winter, the family decided that the farm needed to be sold. I had previous discussions with the family that if I was able to purchase the property, my intentions from the start were to place a conservation easement on the property to protect the land for future generations. Fortunately, the thought of their land being preserved was far more important to the Derby Family than selling this prime real estate to a developer for a much greater profit. It's a rare quality these days to see someone put pride ahead of profit.

I feel very fortunate that Double Clear Farm abuts not only the Derby Property across the street, but is also abutted by the Courser Family Conservation property on two sides. These two families have a history of caring for the land with the intent to protect and preserve it. It is comforting to know that the land along Schoodac Road will remain unchanged and will allow the public to enjoy the views across the property.

With the purchase of the Derby property completed, agricultural and equine activities have started to return to the farm. The Courser family has been very helpful with brush-hogging the overgrown wooded growth in the field and they have hayed the fields to bring them back to their prior glory. Around the edges of the field, cross country jumps were brought over for the children of the Mt. Kearsarge Pony Club to enjoy and learn from. The Conservation Easement will not only protect the land from development, but it will also provide a scenic view of open fields and the satisfaction of knowing that the wildlife and endangered species will have a permanent place to call home. Although, I took ownership of this property in the spring of 2014, it was the Derby Family that stood watch over this land for the past 40 years, and in my mind and heart, this property will always be considered the "The Derby Field."

## ***The Sorento Property:***

### ***A Special View of Sunapee***

*by Pat Sorento*

In the late 1960's when my husband was nearing retirement from the Air Force, we began looking for a piece of property on which to settle during our retirement. After twenty years of living in government housing we were interested in a place that had open fields, woods and a pleasant view. We were very fortunate in finding that with the Avery Farm in Sunapee. When we first moved here we could not see another house. The views from this property are spectacular. Every season has its own special features. Another very important part of living here has been all of the animals and birds we have seen over the years. As I am sitting here writing this piece, I just looked up and was blessed with one of the many scenes that I have been privy to over the years. Four does are walking across the field just above the house. One of them is quite young and is trying very hard to coerce the others into playing. As time has gone by, development has continued to take up both open and forested land and the wildlife habitat has continued to decrease. It is my wish to protect this property from development, to provide a safe place for the animals and birds, and also provide the opportunity for others to experience the beauty of this piece of undeveloped land.

Ausbon Sargent Land Preservation Trust is making that possibility come true. With their stewardship, this property will be retained forever in its predominantly undeveloped and open space condition. Over the years, Ausbon Sargent stewardship has saved many areas from development, preserving them for future generations. Their land protection specialist worked with me to make sure that my wishes will be carried out. He has offered suggestions along the way that have been very helpful. All of the particulars of this agreement have been carefully explained. After having worked with the land trust's representative, it is obvious why the Ausbon Sargent group is so successful.

*Pat Sorento has lived on her 37-acre property on Avery Road in Sunapee since she and her husband purchased it as their retirement home. She is so happy to know that the beauty and function of this property will be retained for both the wildlife and the people in the area to enjoy forever.*

Photo by: Andy Deegan



*A snowmobile and ski trail on the Sorento property in Sunapee.*

### ***Facts about the Sorento Conservation Easement***

***Town: Sunapee  
Location: Avery Road  
Acreage: 37 acres***

- The property protects frontage on a perennial stream that flows through the property.
- The property protects a portion of a snowmobile corridor that runs through Sunapee.
- The property has highly ranked forestry soils and agricultural soils.
- The property is listed as conservation land in the Town of Sunapee's future land use map.
- The property is near other conserved land including Ausbon Sargent's Wendell Marsh projects.
- The property is open to low impact outdoor recreation.
- The property was protected with the help of a friend.



### ***Are you a regular Amazon shopper?***

*AmazonSmile is a simple way for you to support Ausbon Sargent every time you shop, at no cost to you.*

*Check out: **smile.amazon.com** and help out Ausbon Sargent.*

# *Re-thinking the Meaning of “Money in the Bank”*

by Beatrice Jillette

In 1964 “The Old Family Place” in Goshen was for sale. The circa 1800 house was a wreck, but the surrounding hills, woods and fields were beautiful. My husband and I purchased the old farm with family help. We had to have it.

We added a pond and played at farming with sheep, pigs, donkeys, a cow, horses, chickens, ducks and geese. We hayed the fields ourselves with antique equipment. And, we had a plan for the land – when our children reached college age we would sell off lots to pay their tuition. The words “conservation” and “easement” were not part of our vocabulary.

As flatlanders who grew up on house lots that could be measured with a yard stick, most of the acres on this farm seemed expendable. Obviously, our predecessors felt the same way for only 86 acres remained of the original 200 acre farm. The land served as cash in a bank. Over time I began to think of the land and my fellow creatures in different terms. My first introduction to a conservation easement came as a member of the Goshen Conservation Commission. Hazel Johnson, a Goshen native, donated 60 acres to the town of Goshen and placed it in trust with Ausbon Sargent. She wanted to protect the wildlife on her property beyond her lifetime.

The greatest influence on my thinking came from a friend who has a considerable number of conserved acres in Goshen. She taught me a lot about forestry which led to a stewardship plan and a selective cutting here three years ago.

And, after many walks and talks as we explored her woods, I began to think we too should conserve our land, but I worried that it was not significant enough. I was aware of some recent Ausbon Sargent easements with huge acreage and water frontage and could offer nothing comparable. I did know that we had woods and a 10-acre field with good soil and a beautiful view near a number of large tracts that were already conserved.

I talked with my husband (now deceased) about a conservation easement and he thought it was a good idea. My children concurred, with a caveat to reserve three acres from the trust.

Today I no longer think of my land as money in the bank, but rather as something beautiful and vulnerable that must be protected. Ausbon Sargent has been incredibly helpful and supportive to this end.

Photo by Andy Deegan



*A hiker on the Jillette Conservation Easement in Goshen.*

## *Facts about the Jillette*

### *Conservation Easement*

**Town: Goshen**

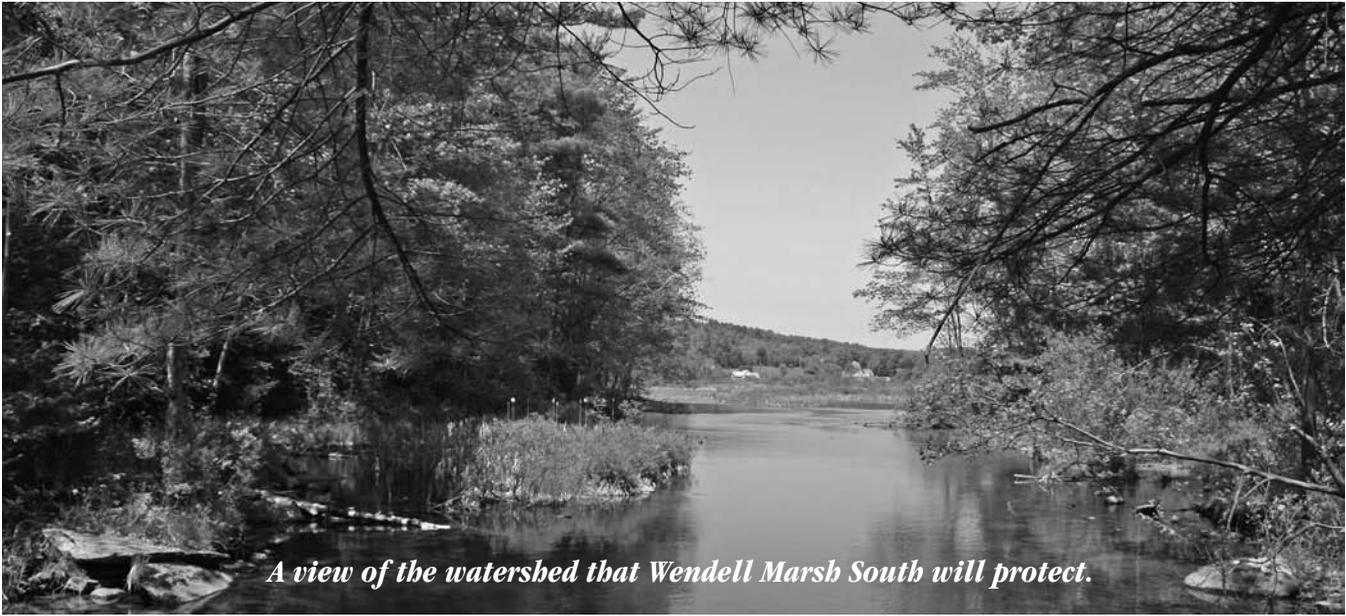
**Location: Brickyard Road**

**Acreage: 51 acres**

- Over 815 feet of frontage on Brickyard Road.
- The property is highly rated for wildlife habitat in New Hampshire.
- The property is managed for timber and has highly ranked forestry soils.
- There is a large field on the property that provides excellent views of the surrounding mountains.
- The property is near over 17,000 acres of conserved land.
- The property is open to low impact outdoor recreation.
- The property was protected with the help of the Quabbin to Cardigan Partnership.

*Beatrice Jillette grew up in Jamaica, New York, and moved to Goshen 50 years ago. She is a retired graphic artist, and enjoys gardening, painting, photography, and biking. She has a propensity to save things which has led to her work with the Friends of the Goshen Grange Hall and weekly archiving with the Goshen and Hillsborough historical societies.*

Photo by Andy Deegan



*A view of the watershed that Wendell Marsh South will protect.*

## ***Wendell Marsh South Update***

### ***We're Moving Forward, but We Still Need Your Help***

More than one hundred and forty acres of forest and trails will be conserved this spring when MRT Investment and Development, LLC transfers the Wendell Marsh South property to the Town of Sunapee and the Town grants a conservation easement to Ausbon Sargent. This project will expand on Ausbon Sargent's protection of the northern portion of Wendell Marsh, completed in 2013. The new easement on Wendell Marsh South will preserve scenic views over Wendell Marsh as you travel along Route 11 in Sunapee. It will also protect water quality within the marsh and the adjacent Sugar River. The Town of Sunapee plans to manage this large block of conservation land for recreation, wildlife and sustainable forestry. The public will be able to enjoy the Wendell Marsh South property for various low impact recreational activities including hiking, hunting, snowmobiling and nature observation. The Wendell Marsh South project will also provide protection for water wells that may be used for Sunapee's municipal water supply in the future.

Ausbon Sargent and the Town of Sunapee are very fortunate to have been awarded a \$70,000 grant for this project through the Land & Community Heritage Investment Program (LCHIP). These funds, in addition to those pledged by the Town and Ausbon Sargent, leave us in a great position to complete this project this spring, but we still need to secure more funding. If you are a resident of Sunapee, we hope you will also support the warrant article at this year's town meeting, which will seek funds to help close the Wendell Marsh South project.

Photo by Andy Deegan



*The Jillette Conservation Easement overlooking the Goshen Ocean.*

## ***Bob Stevens' Lasting Gift: Cordingley Preserve and the Molly Charles Trail***

*by Sam Stevens*



Photo by Veronica Campos

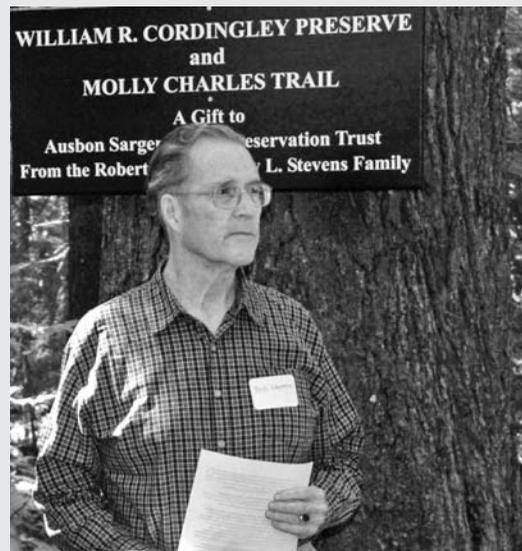
*Sam Stevens (L), his wife (2nd from left) and her family hike on the Molly Charles trail on Cordingley Preserve in July, 2014.*

**“Let’s see what the beavers have done down by the creek,”** my dad would say. This was a typical statement that he posed to us kids after breakfast at Soo Nipi in the summertime. DD, Bill, Edmund and I would get our sneakers on and walk past our grandmother Charles’ house (where my dad had spent summers on the lake), and turn left up to the creek with dad (what is now called Owl’s Nest Road), in the direction of the “back way” as we called it. We would pass “Amy’s Hill” to the right (named after dad’s younger sister Amy W. (Stevens) Putnam) and then proceed to the bridge. Upon arrival, our dad would pose other questions to arouse our interest in the woods and nature’s actions. We would head off the road in search of “something” the beavers might have done – finally coming across short stumps with pointed tops that beavers had felled to try and dam up the creek. Dad would explain this and many other happenings in the woods to raise our curiosity and instill a sense of wonder and exploration about the outdoors and nature.

Years earlier, his own curiosity had sent him and his brother, Sam, (Samuel A. C. Stevens) on a mission of discovery to Mt. Sunapee. Lake Solitude had been rumored to be a bottom-less lake, and when our dad was in his teens, he and Uncle Sam provisioned themselves with a long rope and a rubber dinghy to find out its depth. They hiked the mountain, made it to the shore of the lake, inflated the raft and set off to the middle. Once positioned, they began lowering their long rope in hopes they had enough. As it turned out they discovered that the lake was not bottomless, but only twenty feet deep!

Our dad spent a lot of time with us kids exploring the outdoors – whether it was on Mt. Kearsarge, Cricienti’s Bog (Mom’s, Nancy L. (Johnson) Stevens, favorite place), or walks in the woods to see the log piles left from the ’38 Hurricane. Through these many adventures our dad and mom instilled in us kids the sense of nature’s beauty. We in turn have worked hard to show our own kids these wonders. Thanks to Dad, Molly’s Trail will be one of those places where our kids can see the best nature has to offer. Love from your children, Sam, DD (Amelia), Edmund and Bill.

*Sam Stevens, eldest son of Bob Stevens (along with his siblings and their families), has spent time on Lake Sunapee every year since he can remember. When not enjoying the Lake Sunapee area, Sam enjoys sports, coaching soccer and hikes in the Bedford, MA woods with his children.*



**In honor of his grandfather, William R. Cordingley,** and to protect the critical watershed, King Hill Brook, Bob Stevens and his family made a gift of land, including the Molly Charles Trail, to The Ausbon Sargent Land Preservation Trust. It was the intent of the Stevens family to invite the public to experience the beauty and history that brought, in Bob Stevens’ own words, “so much summer joy and pleasure to subsequent generations of the Cordingley family.” Robert D. Stevens, PhD, died on July 10, 2014 at the age of 86.



**Members of the Acorn Society present at the Ausbon Sargent Annual Meeting in October, 2014**



Photo by Sandy DeLaat

front, L-R, Debbie Stanley and Laurie DiClerico;  
back, L-R, Joe DiClerico, Doug Lyon and John Garvey.

***If you have already named the Ausbon Sargent Land Preservation Trust in your estate plan and would like to become a member of the Acorn Society, please let us know. If you would like more information, feel free to call the Ausbon Sargent office at 603-526-6555 or email [dstanley@ausbonsargent.org](mailto:dstanley@ausbonsargent.org). Members who prefer not to be recognized can remain anonymous.***

***The individuals listed below have either made a bequest or notified us that they have provided for Ausbon Sargent in their estate plans.***

- Mr. and Mrs. James D. Abbott\*
  - Anonymous (4)
  - Rich and Heidi Anderson
  - Theodore S. Bacon, Jr.\*
  - Ann C. Bemis\*
  - Catherine Bogardus\*
  - Roland P. Carreker\*
  - Rick Cole
  - Naia L. Conrad\*
  - Chris and Janice Cundey
  - Tim and Lorraine Davis
  - Joe and Laurie DiClerico
  - John and Maggie Ford
  - Cotton M. Cleveland and John B. Garvey
  - Gerard and Jane Gold
  - David and Martha Karrick
  - Doug Lyon
  - Andrew J. McDonald\*
  - Dave and Bev Payne
  - John and Sage Scott
  - John and Nancy Denny Solodar
  - Virginia Anthony Soule\*
  - Peter and Debbie Stanley
- \*denotes deceased

## Thank You for Thinking of Us, Naia

by Peggy Hutter

**The Ausbon Sargent Acorn Society** recognizes people who choose to leave a bequest to the land trust from their estate after they have hiked on to greener pastures. With the flux of our economy, many who might like to do more are wary of compromising their own financial security to make a donation now. A good alternative is to leave some of their estate to Ausbon Sargent, as Past Board Chairman for Ausbon Sargent, John Garvey, coined “when you’re not using it anymore . . .”

Some make their bequests known to Ausbon Sargent and we have the opportunity to say thank-you in advance. A few have kept their intentions very quiet and we only realize their generosity once we’ve lost that opportunity to thank them personally.

**Naia Conrad**, who passed away in June of 2014, was an example of the latter. For forty-two years Naia lived in S. Sutton and worked for many years as a paraprofessional in the Special Education Department in the Kearsarge School District. Naia was an avid hiker and bicyclist, she was an active member of the women’s singing group, the Songweavers, and Naia volunteered at the Upper Valley Humane Society. Unbeknownst to her family, Naia made sure that she remembered in her estate some of the organizations that she believed in.

Regarding Naia’s interest in the Ausbon Sargent Land Preservation Trust, her daughter said, “I don’t know. I remember that she told us the story of Ausbon Sargent, the older man who worked for Colby-Sawyer and protected the property (the town common) in New London. I think she just admired him for what he did.”

To Naia Conrad’s family, we at Ausbon Sargent would like you to know that we admire your mother and grandmother for what she has done. Even after she’s gone, she’s taking care of the next generation.



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*Deborah Stanley, Executive Director*  
*Peggy Hutter, Communications Coordinator*  
*Andy Deegan, Land Protection Specialist - Stewardship Manager*  
*Sue Ellen Andrews, Operations Manager*  
*Laurie DiClerico, Development Associate*  
*Nancy Kipp Smith, Administrative Assistant*

*Special Thanks to all of our guest authors.*

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## Won't you become a Member?

Won't you join us and become part of the living legacy created through land conservation?  
You can find out more about us on our website at: [www.ausbonsargent.org](http://www.ausbonsargent.org)

Please make checks payable to: **Ausbon Sargent** and mail to: **P.O. Box 2040, New London, NH 03257-2040**  
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