



Rolling Up Our Sleeves, Rolling with the Punches

It was just day four of the new fiscal year. A speaker from outside the Trail Conference came to our first-ever Hike-a-thon to give our organization an award for “extraordinary volunteer-powered public service.” Impressively, Kevin Trotta of the Global Sports Alliance spoke words that captured the Trail Conference at its best and echoed for many of us throughout a difficult year.

“It’s a great pleasure for me to be here today in the company of vibrant people, too engaged in living robust lives to be disheartened by the prevailing doom and gloom felt in some sectors,” Trotta said. He went on to describe the Trail Conference as “an organization founded on the fundamental premise that if you really want something good to happen, you roll up your sleeves and work to make it happen.”

A lot of people rolled up a lot of sleeves from October 1, 2008 through September 30, 2009.

The broad economic crisis hit the Trail Conference hard. We had to let staff members go, not fill other positions when they became vacant, impose partial and temporary furloughs on staff, and reduce benefits. They rolled up their sleeves and rolled with the punches.

So did our volunteers. When we added up the numbers at the end of the fiscal year, we saw that we had more volunteers—

1,636 individuals—actively volunteering than ever before—a more than 25% increase over two years!

Hard choices, hard work, and deep commitment from our members helped the Trail Conference weather the economic storm in 2008/2009. In fact, as our report documents, it was a year of major accomplishments. Thank you all for your financial support and hard work.

Daunting challenges lie ahead, perhaps most especially for our major land-owning partners—state, county, and municipal park agencies, whose funding is being slashed by cash-strapped governments. The Trail Conference stands ready to help by providing and coordinating volunteers to keep trails open.

Get ready to roll up your sleeves and work with us to make good things happen.



Contributed Services

1,738 miles of trails maintained and otherwise supported by 1,636 volunteers and 99 organizational members. The value of their work is estimated at \$1,177,097!

Volunteer Contributions by Committee

Committee	Work Hours	Travel Hours	Combined Value**
Administrative	3,352	575	\$96,133
Communications	608	—	14,884
Darlington Schoolhouse	866	13	21,518
Marketing/Outreach	725	88	19,902
Membership/Development	230	94	7,932
Publications*	3,512	210	91,115
Science	191	59	6,120
Technology Committee	3,394	381	92,412
Trail Builders and Maintainers	34,520	9,499	1,077,585
Conservation & Advocacy	406	86	12,044
Volunteer Committee	280	118	9,743
TOTAL	48,084	11,123	\$1,449,388

Summary: On-Trail, Off-Trail Volunteer Contributions

On-Trail Volunteer Work Hours	34,520
On-Trail Volunteer Travel Hours	9,499
On-Trail Volunteer Work Valuation	\$845,050**
Off-Trail Volunteer Work Hours	13,564
Off-Trail Volunteer Travel Hours*	1,624
Off-Trail Volunteer Work Valuation	\$332,047**
Total Volunteer Work Hours	48,084
Total Volunteer Travel Hours*	11,123
Grand Total Volunteer Hours	59,207
Total Value of Volunteer Work Hours	\$1,177,097

*Estimate based on hours in 2008.

**Value based on the \$ value of a volunteer in New Jersey (\$24.48): “the average hourly earnings of all production and nonsupervisory workers on private nonfarm payrolls (as determined by the Bureau of Labor Statistics).”



Creating Trails

New parks, new conservation easements, new partnerships, and even environmental changes (such as beaver-caused flooding) can create opportunities for new trails and trail connections. Each year the Trail Conference adds miles of trails to the vast network that can be enjoyed by the public in the New York metro region.

New trail network opened at Wonder Lake State Park (NY).

- **Partner:** Hudson Highlands State Park (OPRHP Taconics Region)
- **Project:** Design and build trails in this new state park in Putnam County. Include **first leg of the Highlands Trail east of the Hudson River.** The opening of the park and new trails was celebrated on National Trails Day, June 6, 2009.

Highlands Trail in New Jersey extended to and across the Delaware River into Pennsylvania.

- **Partners:** Musconetcong Mountain Conservancy, New Jersey DEP; Passaic, Morris, and Hunterdon County Park departments; Newark Watershed Conservation and Development Corp.; Byram Township
- The river crossing was celebrated May 16, 2009.

At the Bear Mountain Trails Project, 202 volunteers helped build 334 huge stone steps, 2,531 square feet of cribbing, and 603 linear feet of trail surface, among other projects

- **Partners:** Appalachian Trail Conservancy, Palisades Interstate Park Commission, National Park Service

Bridge built in New Jersey Section of the Palisades State Park

- **Partner:** Palisades Interstate Park Commission

Work begins on new Bare Rock Trail in Sterling Forest State Park (NY)

- **Partner:** Sterling Forest State Park (OPRHP PIPC Region)

Plans completed for 1600-foot AT boardwalk over Great Swamp in Pawling, NY

- **Partners:** Appalachian Trail Conservancy, National Park Service

Our professional trail and volunteer-management expertise is leveraged into revenue-producing consultations and project contracts with public and not-for-profit agencies, including with Friends of Van Cortlandt Park in New York City (Bronx) and Closter Nature Center (New Jersey).

Maintaining Trails

Trail maintainers are the heart and soul of the Trail Conference volunteer program. We offer training and support to these individuals who visit their trail sections two or more times a year with loppers, pruners, hand saws, and paint for blazes to keep trails clear and well marked for the public.

Partners: State, County, Town, and City park departments and not-for-profit preserves in New York and New Jersey

- 1,636 volunteers and 51 clubs maintained 1,738 miles of trails in New York and New Jersey
- 14 trail crews made hundreds of work trips to control trail erosion, protect the environment, and create safe passage for hikers by building bridges, installing water bars, leveling tread-way, and constructing stone steps

- 55 chainsawyers cleared hundreds of trees from countless miles of trails after winter ice storms wreaked havoc throughout the region on trails above 700-foot elevation
- Trail Conference volunteers responded to a request from Minnewaska State Park Preserve managers for help compiling a Trails Assessment in conjunction with their master plan process

Protecting Trails through Advocacy and Conservation

Land ownership changes can affect trails. The Trail Conference works to protect existing trails and to link trails into networks by preserving targeted parcels as open space.

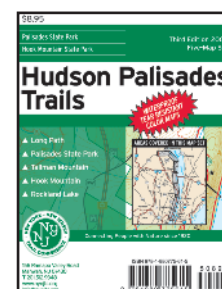
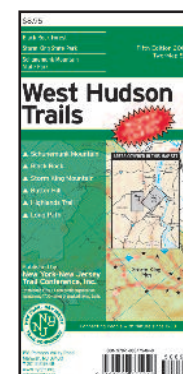
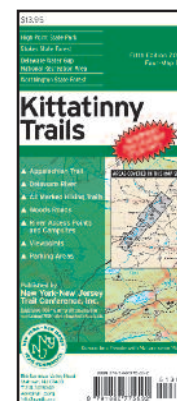
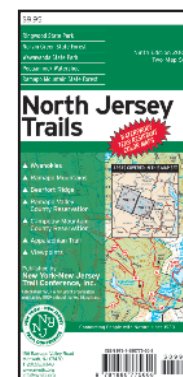
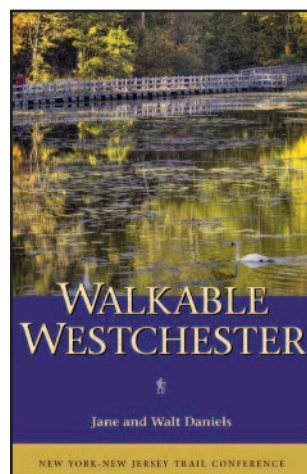
Partners include: Shawangunk Ridge Coalition, Shawangunk Ridge Biodiversity Partnership, Highlands Coalition, Friends of New York Environment, New Jersey Keep It Green

- 129-acre Shawangunk Ridge Trail parcel protected by Orange County as park land when a Trail Conference volunteer flags the property, a conservation target, in a tax auction
- Worked with a coalition to advance ATV regulatory legislation in New Jersey so as to protect trails and open space from destructive impacts of off-road vehicles
- Participated in Catskill Park State Land Master Plan
- Developed and submitted viewshed analysis of proposed Susquehanna-Roseland Route B power line, which would cross the Delaware Water Gap NRA and Highlands area of northern New Jersey
- Submitted DEIS comments on several large proposed developments that would impact the route or viewshed of the Shawangunk Ridge Trail
- Supported budgets for state parks and land acquisition in New York and New Jersey
- Completed fourth and last year of Invasive Species on Parklands project with Rutgers University, supported by USDA

Promoting Trails and Hiking

A brand-new book led the Trail Conference's publishing program to a banner year in FY09. Our conversion to digital map-making technology enables us to more easily make changes and update our maps more frequently, improving their usefulness to the public. Five of our map sets were issued in revised editions in FY09, and one was published in a completely new edition.

- Launched our new website in March; in September 2009, it attracts 40,000 unique visitors per month
- Published our newest book, *Walkable Westchester*
- Published a completely new Kittatinny Trails map set
- Published a revised twelfth edition of Harriman Trails map set
- Published a revised fourth edition of Sterling Forest Trails map
- Published a revised ninth edition of North Jersey Trails map set
- Published revised fifth edition of the West Hudson Trails map set
- Published revised third edition of the Hudson Palisades Trails map set
- Conducted our first-ever Hike-a-thon on October 4, 2008



Darlington Schoolhouse

This historic building in Mahwah, NJ, will become the new headquarters for the Trail Conference after restoration and renovation and support from important partners.



Partners: Mahwah Township, Bergen County Preservation Trust, New Jersey Green Acres, Morris Land Conservancy, New Jersey Historic Trust

- Architects are hired: Colgan Perry Lawler Aurell Associates (CPLA).
- Trail Conference board of directors approves going ahead with phase one (stabilization of the exterior) of a three-phase plan
- Funding for phase 1 is awarded by Bergen County Preservation Trust and New Jersey Historic Trust
- Applications are made for state, county, and town permits to start project
- NJ Historic Trust announces grant of \$750,000 to take project beyond Phase 1



Condensed Financial Statements 2008-2009

Assets	Year ended 9/30/09
Cash & Investments	\$ 474,727
Receivables	391,320
Prepaid Insurance	7,072
Current Assets	873,119
Trail Land & Easements	1,819,421
Darlington Schoolhouse	517,076
Other Assets	34,446
TOTAL ASSETS	\$ 3,244,062
Liabilities and Net Assets	
Payables and Accrued Expenses	102,740
Unsecured Loan	216,000
Other Liabilities	38,881
Total Liabilities	357,621
Net Assets	2,886,441
TOTAL LIABILITIES AND NET ASSETS	\$ 3,244,062
Statement of Activities	
Membership Dues	\$ 215,453
Grants & Contributions	1,005,341
Sales, Maps & Books	261,896
Contract Income	250,012
Investment Income	9,208
Net Investment Gains (Losses)	(10,533)
Total Revenue & Investment Results	\$ 1,731,377
Expenses	
Program Services	1,148,014
Management and General	120,945
Fundraising and Membership	244,226
Total Expenses	1,513,185
CHANGE IN NET ASSETS	\$ 218,192

Treasurer's Report

Submitted by Jim Gregoire, Treasurer

Results for our fiscal year ended September 30, 2009 have now been audited and an unqualified audit opinion has been issued.

Total revenues for the year were \$1,731,377 consisting principally of membership dues and contributions, \$1,220,794; map and book sales, \$261,896; and income from various trail building contracts, \$250,012. This revenue is approximately \$600,000 lower than the previous year primarily due to the absence of gains on land sales.

Our expenses for the year totaled \$1,513,185, approximately the same as in the prior fiscal year. Of this amount \$1,148,014 are program-related expenses, including \$240,142 for trail building and maintenance. Management and general expenses of \$120,945 were down approximately \$100,000 from the prior year, resulting from staff and other cost reductions implemented in response to the economic downturn.

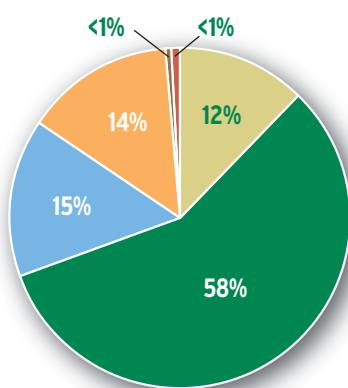
Our net surplus (a.k.a. "change in net assets") for the year

was \$218,192, bringing total net assets of the organization to \$2,886,441 at year-end. Major components of this are trail lands and easements of \$1,819,421, cash and investments of \$474,727, and near-term receivables of \$391,320. We have also capitalized \$517,076 of invested costs of the Darlington Schoolhouse construction project. Total liabilities of \$357,621 include an unsecured loan of \$216,000 used to purchase land currently owned.

Although the audited statements reflect a significant net surplus, this was the result of booking as income several hundred thousand dollars of revenue in 2009 even though it will not actually be received until fiscal 2010. On a cash basis, the Trail Conference showed an excess of expenses over income of about \$122,000 and this net loss is in many respects a more meaningful picture of our financial status than the audited surplus.

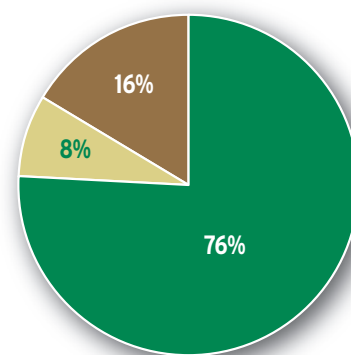
FY 2009 Revenues

- Membership Dues
- Grants & Contributions
- Sales of Maps & Books
- Contract Income
- Investment Income
- Net Investment Gains (Losses)



FY 2009 Expenses

- Program Services
- Management and General
- Fundraising and Membership



Board of Directors FY2009

- Chair**
Robert Boysen
- Vice Chair**
Chris Connolly
- Treasurer**
Mac Highet, Jim Gregoire
- Secretary**
Daniel Chazin
- Directors**
Henry Atterbury
Ellen Cronan
Jane Daniels
Bill Gannett
Matt Garamone
Josie Gray
Ann Gruhn
Gaylord Holmes
Peter Kennard
Hans Khimm
Seth McKee
Edward Saiff
Mary Smart
Daniel Van Engel

Committee Chairs FY2009

- NON-TRAILS**
- Conservation**
Seth McKee
- Membership & Development**
Mary Smart, John Gunzler
- Administrative**
Mac Highet
- Technology**
Walt Daniels, Ann Gruhn
- Publications**
Daniel Chazin
- Nominating**
George Becker
- Volunteer**
Daniel Van Engel
- Strategic Planning**
Mac Highet
- Darlington Steering Committee**
Edward Saiff

- TRAILS**
- Trails Council Chair**
Jane Daniels
- Trails Chairs**
- AT Dutchess/Putnam**
James Haggett
- AT New Jersey**
Gene Giordano
- AT Orange/Rockland**
G. Gail Neffinger
- West Jersey**
J. Bruce Thomson
- Catskills**
Elie Bijou, Howard France
- Highlands Trail North**
Gary Haugland
- Highlands Trail West**
Brenda Holzinger
- Long Path North**
Clarence Putnam
- Long Path South**
Jakob Franke
- West Hudson North**
James Gebhard

- West Hudson South**
John Mack
- Metro Trails**
Joseph Gindoff, Lizbeth Gonzalez
- North Jersey**
John Moran
- Central Jersey**
Estelle Anderson, Robert Jonas
- East Hudson**
Josie Gray
- Staff Positions FY2009**
- Executive Director**
Edward Goodell
- Deputy Executive Director**
Josh Howard
- Conservation Director**
Bill O'Hearn
- New Jersey Regional Representative**
Brenda Holzinger
- NY West Hudson Regional Representative**
Larry Wheelock

- NY East Hudson Regional Representative**
Christie Ferguson
- Cartographer**
Jeremy Apgar
- Volunteer & Information Manager**
Catherine Gemmill
- Fulfillment Coordinator**
Gary Willick
- Membership Program Manager**
Hedy Abad
- Communications Consultant**
Georgette Weir
- Graphic Design Consultant**
Lou Leonardis