

INTO THE WOODS

NEW ENGLAND FORESTRY FOUNDATION | ANNUAL REPORT 2017

Annual Report

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Many thanks to **Monadnock Paper Mills** of Bennington, NH for their support in this endeavor.

Dear Members and Friends,

Forests and forest management are well-recognized as critical components of strategies to avoid climate change. Climate scientists now tell us that if we want to limit warming to a safe level we should not exceed average global warming of 1.5 degrees Celsius (about 2.7 degrees Fahrenheit). In order to meet that goal, society not only needs to reduce emissions to nearly zero, but also needs to find ways to actually remove carbon from the atmosphere. This is called negative emissions, and many scientists and engineers now are looking for ways to pump carbon out of the atmosphere and store it.

Here's the good news – exemplary forestry, when combined with building with wood, can pump and store carbon on a large scale. Trees have been pumping carbon dioxide out of the atmosphere and storing it in their wood for hundreds of millions of years. We can store that carbon longer and on a large scale by constructing buildings with wood. In our Build It With Wood program we often cite a paper published by Yale Professor Chad Oliver and colleagues that indicates we could eliminate or offset up to 31% of global carbon emissions by building more with wood. Here is how such an offset may be possible:

First, forestry practices, when implemented in an exemplary manner, utilize two basic principles to accelerate the forest's natural ability to pump carbon out of the atmosphere. 1. Foresters use their skills to harness the growth potential of the site to produce more wood. 2. Trees die naturally all the time. Foresters predict their demise, harvest them and turn them into useful products before they die, decay and release their carbon to the atmosphere.

Second, turning the harvested trees into engineered wood products like cross laminated timber allows us to build tall urban buildings out of wood. This eliminates the vast amount of carbon that would have entered the atmosphere from the manufacturing of concrete and steel. Additionally, this approach stores the carbon originally sequestered in forests in the structure of buildings for decades or centuries.

Since the entire built infrastructure of the island of Manhattan is replicated globally every 35 days, there is huge potential to offset emissions and store carbon in urban buildings over the next 50 years. Of course, this only makes sense if the harvests are sustainable and protect the ecological values of the forest. That is where exemplary forestry enters the picture. A landmark 50 year computer modeling study by Harvard and the Smithsonian demonstrated that if we can increase the practice of exemplary forestry we could protect ecological values, keep carbon stored in the forest and produce twice as much wood. Yes, that's right – twice as much. The more we manage, the more we harvest, the more wood available for wooden buildings, the more we mitigate climate change. This is a virtuous cycle that the most ardent environmentalist can get behind. The Harvard/Smithsonian study is evidence that Professor Oliver's estimate of a 31% reduction of carbon emissions might be attainable without disruption our way of life – if we practice exemplary forestry and build out of wood.

These exciting possibilities to help mitigate climate change bring New England family forest landowners right into the center of the global climate debate. We know that the 177,000 private landowners in New England want to do their part to protect the climate – and NEFF is working hard to create the pathway for their success.

Robert Perschel
Executive Director

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Save the Date!

Black Friday. Cyber Monday.

#GIVINGTUESDAY™

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FINANCIAL PROFILE

New England Forestry Foundation continued its strong financial performance in Fiscal Year 2017. Total assets increased by more than \$1.1 million or 3.1%, reflecting a combination of continued land donations and acquisitions, and gain on investments.

Approximately two-thirds of NEFF's total assets are held in the form of our 144 community forests. The forests are valued when they are acquired by the organization and then carried forward at that value. Unlike many land conservation groups, NEFF's land holdings actively support NEFF's conservation and education mission via timber harvests that demonstrate for other landowners NEFF's vision for exemplary forestry. In Fiscal Year 2017, timber harvests produced \$415,990 of revenue to the organization.

Fiscal Year 2017 showed lower revenue relative to Fiscal Year 2016 primarily due to a one time carbon sale that occurred in 2016 but will not recur for some time. Carbon sales are a new area of revenue available to forest landowners and reflect the valuable role of forests in preventing damaging climate change. In Fiscal Year 2016 NEFF derived approximately \$606,265 from a carbon sale on our largest community forest – the Hersey Mountain Community Forest, much of which is protected as forever wild land that cannot be harvested. The carbon sale allowed this property to still contribute to NEFF's financial stability. The proceeds were added to NEFF's investments and will help support future conservation efforts.

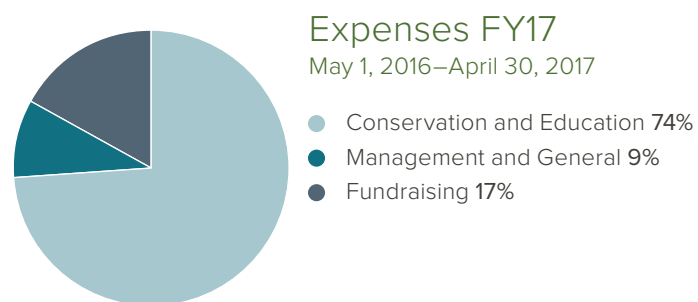
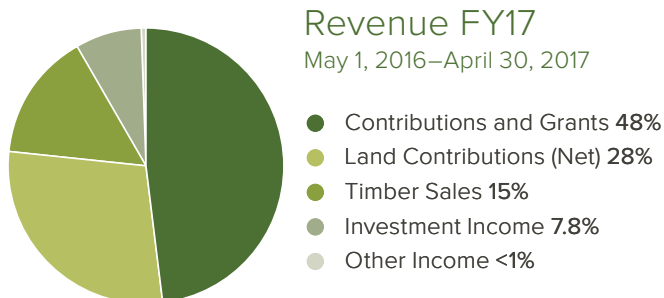
NEFF aims to increase the amount of conserved forest in New England, and the organization does not ever sell forestland for development, but we do accept donations of already developed properties to help advance conservation of New England's forests. In fiscal year 2016 NEFF sold a home in New Hampshire, which had been donated to the organization as unrestricted real property by the Carye family in fiscal year 2015 with the express wish that the property be sold and the proceeds used to advance conservation. The property was recorded at its fair market value of \$750,000 as determined by an independent appraisal and after an extended period of marketing sold for \$510,000 plus expenses, which resulted in a recorded loss on the sale of real estate of \$273,550. In fiscal year 2017 there were no losses on sale of real estate.

Overall expenses were up by 6.3%, which included NEFF's first membership campaign in many years, an effort which yielded more than a 20% increase in total membership in the organization. 🌿

FY16 & FY17 Consolidated Results

	AUDITED	PRELIMINARY
Revenue	FYE April 30, 2016	FYE April 30, 2017*
Contributions and Grants	1,480,671	1,331,905
Land Contributions (Net)	418,736	795,000
Timber Sales	528,423	415,990
Real Property Contribution	254,700	-
Carbon Sales	606,265	-
Investment Income	187,103	218,311
Other Income	7,114	10,377
Total Revenue	3,483,012	2,771,582
Expenses	FYE April 30, 2016	FYE April 30, 2017*
Conservation and Education	1,802,323	1,883,262
Management and General	202,016	234,293
Fundraising	391,971	429,867
Total Expenses	2,396,310	2,547,422
Gains/Losses	FYE April 30, 2016	FYE April 30, 2017*
Unrealized Gain(Loss) on Available-For-Sale Real Estate	50,625	-
Impairment Due to Conservation Easements	-47,600	-
Loss on Sale of Real Estate	-273,500	-
Net Realized and Unrealized Gain(Loss) on Investments	(373,002)	893,428
Loss on Sale of Land	-	-
Total Gain/Losses	(646,552)	893,428
TOTAL NET ASSETS	35,858,504	36,976,092

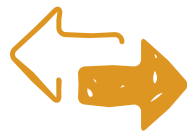
*At the time of printing, FY 2017 numbers were preliminary pending audit completion. Audited numbers are available upon request. Total Net Assets includes Fixed Assets of \$27,855,763 and consist primarily of NEFF Community Forests.





NEFF INITIATIVES

New England Forestry Foundation's initiatives provide a vital complement to our forest protection and demonstration work. These programs aim to develop new tools and approaches to conserve forest land more swiftly, provide incentives to encourage and enable sustainable forestry, and enable your financial contributions to the organization to do even more to conserve New England's forests.



Pooled Timber Income Fund

The Pooled Timber Income Fund provides a new way for individuals who own forest land to improve management of their forests, obtain both near term tax advantages and annual returns from the forest they have owned, and ensure the permanent conservation of their forest land. While this initiative is modeled on the Pooled Income Funds that are widely used by universities, churches and other charities, NEFF's Pooled Timber Income Fund is the first such entity in the country to focus on sustainable management of forest land. NEFF's unique sustainable forestry mission and corresponding expertise have allowed us to develop the fund, and we expect the tool will have broad applicability in the conservation world.



Landowner Outreach in the MassConn Woods

In collaboration with the MassConn Sustainable Forest Partnership and American Forest Foundation, NEFF has created a living laboratory to document and promote the best ways to communicate with forest landowners. Current outreach is engaging owners to learn about the effects of climate change on local woodlands and how to advance management and conservation on their own lands. Stay tuned for a summary of results in future issues of *Into the Woods*.



Build It With Wood

Build It With Wood is an initiative by New England Forestry Foundation and partners to increase the amount of wood used in long lasting wood products, particularly in construction of buildings. With support from the USDA Forest Service's Wood Innovations Grant Program and the Grantham Foundation for the Protection of the Environment, NEFF has conducted a year-long study of the potential of wood from New England forests to be used in new, fire-safe engineered wood products, such as cross-laminated timber (CLT) for New England construction markets. The study found an abundant supply of suitable materials, and indicated that a New England mill could be competitive in providing CLT products to New York and Boston area markets. Creating one or two mills and increasing the use of CLT in mid-rise construction would support sustainable high-quality timber management in rural areas, create rural jobs, help lower housing and commercial space costs in urban areas, and could play a role in reducing the extent of global climate change. NEFF rolled out the study in April at the University of Massachusetts and the University of Maine, and is now playing a central role in encouraging those investments.



Exemplary Forest Fund

NEFF is working with partners from the Maine Mountain Collaborative to develop an Exemplary Forestry Fund, which will seek to purchase degraded timber lands and restore them to productivity using NEFF's newly articulated principals of exemplary forestry. The Fund is currently in a research and development phase.



Bid Process

With funding from the USDA's Natural Resources Conservation Service, NEFF is developing a bid process as a tool to obtain improved conservation practices for 10 to 30 years across large tracts of northern Maine. The Bid Process will allow conservation dollars to stretch farther than traditional acquisition models, and allow for refinements of forestry goals over the next thirty years as scientific understanding of our forests and their many services to societal advances.

2017 Awardees

2017 FOREST CHAMPION AWARD:
Tanya and Dave Tellman of Bethlehem, NH

Each year, New England Forestry Foundation recognizes individuals who exemplify excellence in their dedication to forest conservation and sustainable forest management. At our annual meeting in June, the board and staff were pleased to present Tanya and Dave Tellman with our annual Forest Champion Award for their lifetime commitment to the land and forest management.

In 1969 Tanya and Dave purchased their first piece of land and since then have assembled more than 800 contiguous acres in Bethlehem and Whitefield, NH which they began actively managing in 1990. In 2016 they donated a conservation easement on their Pine Knob Tree Farm to NEFF. Additionally, in 2014, the Tellmans donated 66 acres to NEFF to connect two abutting NEFF properties – the Hemenway and Veraar Forests in Columbia, NH.

Their passion for forestry, for wildlife, and for working in the woods is an inspiration.












2017 FOREST STEWARD OF THE YEAR:
Herbert Gramm for Bradley-Draper Memorial Forest in Jaffrey, NH

The Bradley-Draper Memorial Forest is a 113-acre community forest which protects more than 3,000 feet of shoreline on Gilmore Pond, a popular swimming and hiking spot for locals. Herb has served as NEFF's volunteer Forest Steward for the property since 2010. Use of two shoreline areas – Sandy Beach and Rocky Beach – has increased dramatically over the last 15 years, and he has worked tirelessly to keep the area safe and clean. Herb also organized other lake residents to help empty the trash barrels.

Herb officially retired this year from his active Steward role, but he has continued to act as NEFF's eyes and ears in the neighborhood. We are very grateful for all of his hands-on efforts over the past seven years and we were delighted to present him with the 2017 Forest Steward of the Year award at our June annual meeting.

CONSERVATION REPORT

Completed Projects: May 1, 2016–April 30, 2017

Property Name	Location	# of Acres	Type	Date
New Ipswich Town Forest	New Ipswich, NH	179	 Conservation Easement	May 19, 2016
Tellman Easement	Bentleighem, NH	800	 Conservation Easement	December 9, 2016
Huntress Family Forest	Oxford, ME	75	 Community Forest	December 16, 2016
Smith Conservation Easement <i>(Addition)</i>	Ossipee, NH	100	 Conservation Easement	December 19, 2016
Summer-Mack Peace Woodland	Topsham, VT	76	 Community Forest	December 19, 2016
Niantic River Headwaters	East Lyme, CT	170	 Community Forest	January 6, 2017
James Crandall Preserve <i>(Addition to Clarke Robinson C. Forest)</i>	Washington, NH	26	 Community Forest	January 31, 2017
Pedersen Tract <i>(Addition to Whitten Woods)</i>	Ashland, NH	82	 Community Forest	March 6, 2017
Poland Town Forest II	Poland, ME	101	 Conservation Easement	March 21, 2017
Whitten Woods	Ashland, NH	495	 Community Forest	April 10, 2017
Lucky Dog Forest <i>(Addition)</i>	Conway, MA	33	 Community Forest	April 13, 2017

In NEFF's 2017 fiscal year, the land protection team worked with landowners to conserve 2,137 acres of forest in New England, a seven-fold increase over the 2016 fiscal year. The 2017 acreage comprises eleven conservation easement and community forest projects across Connecticut, Massachusetts, New Hampshire, Vermont and Maine.

Project Highlights


Jim and Elaine Crandall donated 26 acres in Washington, New Hampshire as a significant addition to the Clarke Robinson Forest. The James Crandall Preserve improves recreational and forest management access to the larger property. The project's success depended on NEFF's and Jim's continuity of purpose, reflecting 8 years of collaborative work to complete the transaction.

The town of Poland, Maine, donated a conservation easement over an additional section of the Poland Town Forest. Former NEFF forester Fred Huntress, now retired, initiated conversations with the town to

donate the easement so as to ensure permanent protection of the land from development. This action has set an example for other towns. For example, the town of New Ipswich, NH has donated an easement over its Town Forest to NEFF, and Milford, New Hampshire is in the process of a 686-acre easement donation to NEFF.

Gioia and Peter Bravmann have worked with NEFF to create the Lucky Dog Forest in Conway, Massachusetts, through a combination of donations and bargain sales. This year, the Bravmanns donated an additional 33 acres to NEFF, bringing NEFF's fee ownership of Lucky Dog Forest to around 368 acres. The land abuts the Commonwealth of

Massachusetts's Flagg Mountain Wildlife Management Area and Buckland State Forest. The state purchased an additional 90 acres from the Bravmanns to expand the Flagg Mountain property, and also purchased a conservation restriction on the entirety of NEFF's Lucky Dog Forest, creating a contiguous, permanently protected forest block of approximately 600 acres.

The Lucky Dog and Crandall projects both contribute to one of NEFF's priorities of increasing the size of existing community forests. The Town of Poland easement also contributes to expanding forest protection across the region, building on existing forest protection there as well. 

OUR DONORS

MAY 1, 2016–APRIL 30, 2017

Generous support from the individuals and organizations listed below has allowed us to continue and expand our efforts to conserve the forest landscape and the environmental, social, and the economic benefits it supports. While we have listed gifts of \$100 or more, we want you to know that every gift is important to us and helps us fulfill our mission.

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We have made every effort to accurately list those who have made contributions. We apologize for any errors or omissions and hope you will notify us of them.

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