

INTO THE WOODS

NEW ENGLAND FORESTRY FOUNDATION | ANNUAL REPORT 2018

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**NEW ENGLAND
FORESTRY
FOUNDATION**

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Dear Members and Friends,

More and more folks tell me they are looking for ways to make a difference in their home place. Whether in their town, their state, or New England as a whole, it seems people want to see and feel directly that they are having a positive effect on the world.

When I hear this, I tell them they have come to right place. When it comes to forest conservation, New England Forestry Foundation has a deep roster of creative programs and land protection initiatives that provide real hope for the future of our region's communities and citizens. We want to protect the New England landscape and leave it intact, healthy and working for future generations.

The Wildlands and Woodlands Vision (wildlandsandwoodlands.org) gives us the big picture—protect 90 percent of remaining New England forests and manage them well. To meet that goal, NEFF has created new tools to turn vision into reality. Just in 2018, New England Forestry Foundation:

- Published a set of clear, succinct Exemplary Forestry Standards to guide New England forest management to the highest level of sustainability.
- Worked with partners and pro-bono legal support to explore creation of an Exemplary Forestry Fund that will use investment dollars to protect forest parcels, manage them well, and secure both permanent conservation and a reasonable rate of return for investors.
- Launched a Pooled Timber Income Fund to help landowners conserve and manage their land while planning for their later years.
- Cracked the code on communicating with the 200,000 family forest landowners who own the forests of New England.
- Advanced the climate-friendly concept of constructing tall buildings out of wood. NEFF's seminal economic report about the potential for producing CLT from New England wood helped convince two manufacturers to develop production facilities in Maine.
- Committed to expanding our base of 145 community forests and entered into agreements on our first two large additions, located along the Denny's River in Downeast Maine.

In this Annual Report, you will find updates on a number of projects that are a testament to your commitment to and faith in NEFF. Your support helped NEFF experiment with new approaches to the obstacles facing sustainable forestry and forest conservation. You gave us the courage to take risks as we sought solutions to the inherent challenges of working with New England's immense base of private forest owners. NEFF still has a long way to go to secure the future of local forests, but you can begin to see the return on your investment in this report. Thank you.

Robert Perschel
Executive Director

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OUR DONORS



Whit Beals was the inaugural staff recipient of NEFF's Outstanding Service Award. Photo by Tinsley Hunsdorfer.

NEFF 2018 Awardees

At this summer's Annual Meeting, NEFF unveiled two new awards in addition to the long-running Forest Champion Award and Forest Steward Award. The Outstanding Service Award now recognizes staff and Board of Directors members who have made exceptional contributions to NEFF for 10 or more years, and Board Service Recognition now honors outgoing Board members for their dedication to NEFF.

Congratulations to this year's awardees!

FOREST CHAMPION AWARD

Henry Lord

In recognition of exemplary efforts in forest conservation at Niantic River

FOREST STEWARD AWARD

John Van Heynigen

In recognition of faithful volunteer service at Wright Memorial Forest

OUTSTANDING SERVICE AWARD

Whit Beals

Betsy Nichols

Dave Kittredge

BOARD SERVICE RECOGNITION

Ernie Foster

Dave Kittredge

Betsy Nichols

Tim Ingraham



MEET THE SUGAR MAPLE

WRITING BY Whit Beals

Most of this *Into the Woods* issue is devoted to NEFF's annual report, but as a seasonal publication, it also heralds the arrival of the region's fall foliage. Enjoy this profile of a New England tree species prominent in fall before diving in to reports of NEFF's recent accomplishments and milestones.

It's the perfect time of year to celebrate the glorious Sugar Maple! Known best for its ability to produce sweet sap that can be boiled down for maple syrup and other maple treats, the Sugar Maple (*Acer saccharum*) is also the backbone of New England's stunning fall foliage.

TIMBER

Also known as the Rock Maple, the Sugar Maple is an extremely valuable timber species, yielding products from flooring to exquisite furniture, pool cues, bowling pins, bowling alley lanes, musical instruments and baseball bats. Its wood has many desirable qualities, among them durability, hardness, stability, and the ability to bend without splitting. Historically, this made it extremely useful for flooring in mills and factories, where it held up well under years of use by heavy iron-wheeled dollies and carts.

WILDLIFE HABITAT

Red, Gray, and Flying Squirrels feed on Sugar Maple seeds, buds, twigs, and leaves, and both they and many species of cavity-nesting songbirds utilize hollows in the trunks. Moose, White-tailed Deer, and Snowshoe Hares browse the leaves and twigs. The foliage harbors numerous species of insects, which provide forage for songbirds.

The Sugar Maple's most interesting avian interaction, however, is with the aptly named Yellow-Bellied Sapsucker, a woodpecker species that drills small holes in rings around Sugar Maples and some other trees. The sapsucker then feeds on both the sap that wells up from these holes, and on insects attracted to that sap. Much like people who produce maple syrup, it targets Sugar Maples for the high sugar concentration in the species' sap.





SIZE AND AGE

Exceptional individual trees can grow to

HEIGHTS OF **150'**

but most range from 80-100 feet.

Typical mature trees have trunks of

1-2' DIAMETER
at chest height

When healthy, the Sugar Maple can live to be over

400 YEARS OLD

GROWTH CONDITIONS

In the forest, Sugar Maples grow best on rich, well-drained soils that are relatively low in acidity. They often form nearly pure stands known as "sugar bushes" when tapped for syrup. Sometimes syrup producers will remove other species from a stand to increase maple sap production. They are patient trees and regenerate well even when hemmed in by a closed forest canopy; as a shade-tolerant species, they simply wait for opportunities like gaps created by storm damage, and then grow rapidly to fill the void.



Charlie Reinertsen

LEAVES AND FALL FOLIAGE

As temperatures cool and days shorten each fall, the Sugar Maple's leaves change in color to warm hues ranging from yellow to bright orange and deep red. The bright colors we associate with fall actually exist in the leaves for the whole summer, but their dominant green-tinted chlorophyll breaks down in cooler weather to reveal the other hues present in the leaves.

SEEDS

Sugar Maples' abundant winged seeds, called samaras, fall from the trees in autumn. The wings allow seeds to spin many feet from their parent tree when there is a good breeze, which also helps shake the seeds loose from the tree.

Fun Fact: Every National Basketball Association franchise has a court made with Sugar Maple flooring.



FINANCIAL PROFILE

NEFF conservation staff members explore a Downeast property, photo by Lauren Owens Lambert.

In fiscal year 2018, New England Forestry Foundation added program staff to advance our Build It With Wood and Pooled Timber Income Fund initiatives, as well as to enhance land conservation efforts and improve stewardship of NEFF Community Forests. Expenses increased by 17% from fiscal year 2017, and mainly stem from these staff additions.

The staff costs were absorbed by a balance sheet that remains strong, and our investment in a top-notch team is already showing results. Build It With Wood and the Pooled Timber Income Fund have both gained momentum this year (see pages 7-8), and our conservation staff members are hard at work on Downeast Woods and Wildlife, a 3,200-acre land protection project based in the wilds of Downeast Maine. The Downeast properties will be among the largest owned by NEFF.

NEFF had total revenues of \$3.1 million and total expenses of \$2.7 million in fiscal year 2018, which resulted in a

\$400,000 increase in net assets. A number of factors contributed to this performance, including the notable sale of a conservation easement on two of NEFF's forests. Our timber sales totaled \$521,000, which is an increase of 25% over the prior year, when poor weather conditions delayed scheduled harvests.

NEFF ended the fiscal year with total assets that exceeded \$38 million for the second consecutive year and net assets of \$37.3 million. Of those net assets, \$27.4 million are fixed and consist primarily of NEFF Community Forests. 🌱



Lauren Owens Lambert

FY17 & FY18 Consolidated Results

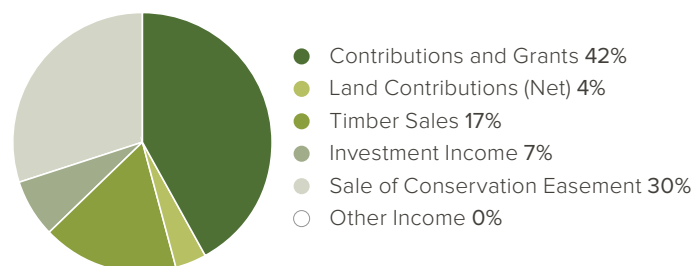
Sources of Revenue	AUDITED	PRELIMINARY
	FYE April 30, 2017	FYE April 30, 2018*
Contributions	704,306	854,330
Grants	627,599	467,723
Land Contributions (Net)	765,000	132,400
Timber Sales	420,205	521,422
Investment Income	218,311	216,537
Sale of Conservation Easement	-	945,000
Other Income	6,162	9,818
Total Revenue	\$2,741,583	\$3,147,230

Expenses		
Conservation and Education	1,684,019	1,922,533
Management and General	215,312	323,185
Fundraising	429,687	493,048
Total Expenses	\$2,329,018	\$2,738,766

Gains/Losses		
Impairment Due to Conservation Easements	(187,976)	-
Net Realized and Unrealized Gain(Loss) on Investments	893,251	775,211
Loss on Sale of Land	(254)	-
Total Gain/Losses	\$705,021	\$775,211

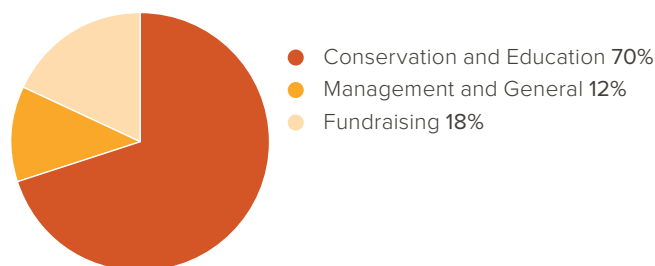
Revenue FY18

May 1, 2017–April 30, 2018



Expenses FY18

May 1, 2017–April 30, 2018



TOTAL NET ASSETS	\$36,976,091	\$37,350,206*
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*Total Net Assets include Fixed Assets of \$27,418,564 that consist primarily of NEFF Community Forests. Of the Total Net Assets, \$22.8K are unrestricted. At the time of printing, FY 2018 numbers were preliminary pending audit completion. Audited numbers are available upon request.



NEFF INITIATIVES

BUILD IT WITH WOOD'S BIG YEAR

WRITING BY Nicole St. Clair Knobloch, Build It With Wood Project Leader

Last year, NEFF commissioned an analysis on the potential for a mill to produce cross-laminated timber (CLT) from New England wood. The work showed that CLT could be a viable regional forest product and building material, so we got to work on next steps: Develop a regional supply chain and get buildings built.

We knew NEFF and our Build It With Wood initiative could make a strong environmental and economic case for building taller wood buildings in New England, and we were also determined to start developing a local mass timber supply chain and to engage interested developers, contractors, and architects. The results to date are spectacularly encouraging.

Just this spring, two companies announced plans to open CLT plants in Maine. A third entrepreneur has chosen a site in rural Massachusetts and is actively seeking investors. As I write, the budget bill making its way through the Massachusetts legislature contains \$3 million for investment in such a plant. The State of Maine invested a similar amount to attract its CLT plants earlier this year. Clearly, our next step—develop a regional supply chain—is well underway.

We're making progress with the construction of new wood buildings too, as design teams and contractors are showing interest in moving toward mass timber. As the costs of steel and concrete continue to rise, we're encouraging exercises in how to price a structure that uses mass timber in their place. NEFF is also working to connect developers and contractors with a shared interest in mass timber, and to develop policies or financial incentives that might make carbon-sequestering buildings a reality in our metro areas.

It seems that each week brings news of an exciting new partnership, including with MIT architect John Klein, whose Spring Studio in the Master's of Architecture program brought students and faculty together with MassPort to develop mass-timber affordable housing designs for Boston's piers.

At the same time, NEFF is keeping an eye on how these projects can truly help mitigate climate change. Our modelers in Maine are conducting a Life Cycle Analysis of the carbon sequestration potential of a mass timber building, focusing—as no one else has done—on the in-forest impacts of harvesting for CLT and other mass timber products. Our intention is to develop industry standards that will maximize forest health and the carbon benefits provided by the forests utilized in manufacturing these new products.

NEFF intends to bring mass timber on a mass scale to New England, and to do it in a way that serves as a model for the rest of the country and the world.

New England Forestry Foundation's initiatives continue to drive forward innovation in conservation and sustainable forestry.



Pollux Chung



Western Maine Mountains

Over the last fiscal year, NEFF has progressed substantially on two projects that aim to introduce innovative new approaches to large-scale land conservation in Western Maine.

In partnership with the Maine Mountain Collaborative, NEFF is developing the Exemplary Forestry Initiative, which seeks to bring large sections of Maine's forestland under long-term exemplary management. The initiative will include a for-profit investment fund that will be used to acquire large tracts of forestland in the Western Maine region. Lands owned by the fund will be managed in accord with Exemplary Forestry management standards now in publication. This past year NEFF completed modelling of how this management performs ecologically and financially at the landscape scale.

In addition, NEFF is leading a program within the Maine Mountain Collaboration for Fish and Wildlife RCPP, where landowners are provided technical assistance and financial reimbursement to develop NRCS restoration plans and implement cost-share conservation practices focused on enhancing, maintaining, and creating improved wildlife habitat in Western Maine. A crucial advancement relating to this project involved the development of a landscape level resource inventory that measures wildlife forest habitat conditions in Western Maine. This work represents the first ever landscape scale assessment of habitat needs combined with specific prescriptions for forestry practices to close identified gaps. 🌿



MassConn Landowner Outreach

In 2017, NEFF and partner organizations American Forest Foundation and the MassConn Sustainable Forest Partnership celebrated the completion of a two-year joint initiative funded by a Wildlife Conservation Society grant. This innovative outreach effort connected MassConn landowners with trained foresters who advised them about how to keep their woods healthy and resilient in a changing climate.

Over these two years, 41 owners met with a forester, and 18 owners—with a total 1,982 acres between them—received forest management plans or support for management practices. Dozens also toured sustainable timber harvests to learn about wildlife-friendly practices with climate in mind.

With support from project partners, NEFF has now received a three-year Forest Service grant to build on this success.

Learn more about these efforts at newenglandforestry.org/learn/initiatives



Pooled Timber Income Fund

After years of research, brainstorming and meticulous planning, NEFF's unique Pooled Timber Income Fund is officially up and running. This charitable giving option offers landowners the opportunity to permanently protect their forests while receiving lifetime income and tax benefits, and also expands the use of Exemplary Forestry practices and opens up more forests for the public to enjoy.






Learn more about these efforts at newenglandforestry.org/support/ptif



A stream running through NEFF’s new Marc and Roberta Glass Community Forest. Photo by Chris Pryor.

Completed Projects

May 1, 2017–April 30, 2018

Property Name	Location	# of Acres	Type	Date
Marc and Roberta Glass Community Forest	Westhampton, MA	82	 Community Forest	July 19, 2017
Heart of Poland	Poland, ME	101	 Conservation Easement	August 10, 2017
Maple Lane Farm	Whitefield, NH	180	 Conservation Easement	December 27, 2017
Dame II	Gilford, NH	58	 Conservation Easement	December 27, 2017
Anne S. Carey Memorial Woodland	Rowe, MA	90	 Community Forest	December 28, 2017

New England Forestry Foundation’s land conservation team works to make sure each land acquisition has an outsized impact. Conserving individual parcels of forestland makes a difference, but land conservation has a greater impact when newly protected parcels connect to other conserved land and to important natural features like waterways and wildlife habitat.

This year’s completed conservation projects all further NEFF’s work to stitch together just such a network of permanently protected forests. The new Community Forests are linked to rivers and critical ecosystems, and the conservation easements share a neat common thread—they are all the second easement granted to NEFF by their respective owners, and so each is in easy reach of other protected land.

Project Highlights

MARC AND ROBERTA GLASS COMMUNITY FOREST

Marc Glass donated an 82-acre woodlot that he has owned since 1972. The property is protected by a conservation easement (technically referred to as a conservation restriction in Massachusetts), in this case held by the Hilltown Land Trust, a subsidiary of The Trustees of Reservations. It is home to a mix of forest types, including a few acres dominated by Sugar Maples, the tree species highlighted on page 3 of this issue. Langdon Brook bounds the property to the east, and the North Branch Manhan River bounds it to the west.

THE HEART OF POLAND

A new easement granted to NEFF by the town of Poland, Maine, provides double protection for a conservation area owned by the town since 2015. True to its name, it sits at the core of Poland's town center. Nearly three miles of trails traverse the property, and its unique features include vernal pools, small caves and a dramatic ledge. The forest is well-stocked thanks to decades of excellent management by town forester Fred Huntress, a past and long-serving NEFF forester.

The Heart of Poland is part of an impressive—and growing—local conservation network. Not only does NEFF's Bragdon Hill Community Forest lie nearby, but NEFF also holds an easement over the 230-acre Poland Town Forest, and Poland has now voted to protect two additional Town Forest areas with NEFF conservation easements.

MAPLE LANE FARM

David and Tanya Tellman donated a conservation easement to NEFF to protect more than 180 acres of forest and farmland; this newly protected land abuts the 792-acre Pine Knob Forest easement, which the Tellmans granted to NEFF just the year before. The property is located along a designated Scenic Town Road and is within view of several prominent peaks in the nearby White Mountain National Forest.

DAME II

Barry Dame granted NEFF a conservation easement to protect his 58-acre woodlot and fields, located across the road from a 14-acre easement he granted NEFF in 2007. The land has been in Barry's family since 1863. It is in a quickly developing section of Gilford near Lake Winnepesaukee, which means Barry's foresight will protect woods that otherwise might be cleared and developed.

ANNE S. CAREY MEMORIAL WOODLAND

The Riggan-Katz family provided a bargain sale of this Rowe forestland to NEFF at half of the appraised value. Bargain sales make acquisitions more affordable and leverage NEFF supporters' donations to the organization, while also providing the landowner with some charitable tax benefits. The forest has been under active management for many years, and most of it is designated as "critical natural landscape" in Massachusetts. NEFF's Harriet Carpenter Read Forest lies a short distance to the south, which means this new forest is not only near other protected land, but land that is also being managed sustainably with NEFF's exemplary forestry standards. 🌿

NEFF Forest Stewards 2018

Forest Stewards volunteer their time to help care for NEFF's Community Forests. Their efforts include monitoring conditions and usage, maintaining trails, and sharing information with local communities about their nearby Community Forest's history and conservation. Thanks to this year's Forest Stewards for their hard work!

TOTAL VOLUNTEERS: 80

TOTAL VOLUNTEER HOURS: 1,200

CONNECTICUT

Charlie Bradley
Penny Foisey
Tim Irwin
Russell Wilmot

MAINE

Lynne Cayting
Steve Fernald
Frank Froburg
Steven Goodspeed
Garry Hinkley
Neal Larrabee
Scott Moore
DeeDee Reardon
Jeff Reardon
Ron Richards
Dave White
Stanley "Paige" Zeigler

MASSACHUSETTS

Don Campbell
Melissa Campbell
Charlie Case
Michael Corron
John Covey
Mary Devaney
Warren Dimmick
Rick Findlay
Clifford Grimm
Josh Hasenfus
Tom LaPointe
Chris Long
Forest Lyford
Don McAvoy
Lynn McAvoy
Rick McNeil
Peter Morrison
Rick Muehlke
Matt Natti
Laurie Neely
Ray Neely
John Payne
Susan Phillips
Brian Reardon

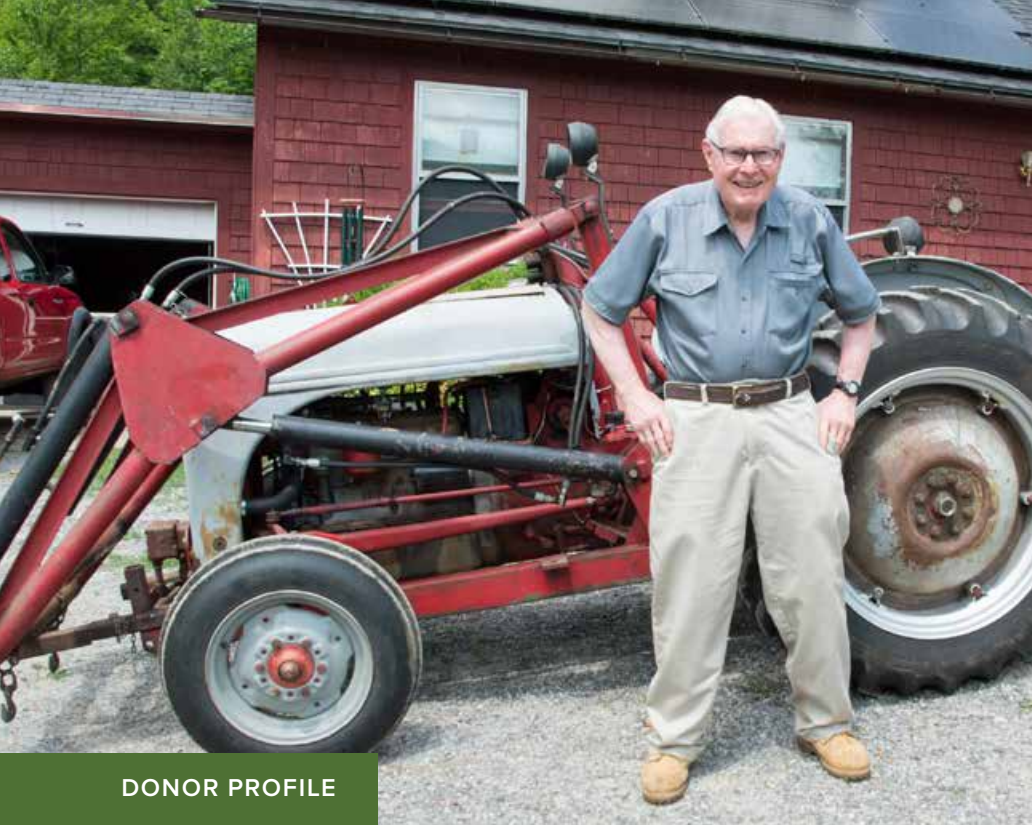
David Reardon
Ellen O'Connor Reich
Lily Reich
Andrew Sammarco
Scott Shumway
Ken Sydow
John van Heynigen
John Walsh

NEW HAMPSHIRE

Rob Augart
Steve Barlow
Steve Bradley
Jim Colthart
Jackie Colthart
Barry Fougere
Tom Harvey
Bob Marshall
Michael McMurray
Peter Moloney
David Myotte
Al Rollins
Bob Silva
Frank Stevens
Jim Sullivan
Martha Twombly
Al Vachon
Dave Warren

VERMONT

Reed Anthony
Peter Burke
Tamara Burke
John Ezell
Ethan Gilmour
Jerry Frederickson
Ray Johnson
Paul Kendall
Cyndy Kozara
Rick LaDue
Ellen Maloney
Sharon Rives
Claire Walton
Eve Waterfall



Tinsley Hunsdorfer

DONOR PROFILE

ONE OF NEFF'S LONGEST-RUNNING DONORS LOOKS TO THE FUTURE

WRITING BY Tinsley Hunsdorfer

One day in the mid-1970s, Ben Pratt had a conversation with J. Milton “Milt” Attridge, a NEFF forester and fellow resident of Antrim, NH, that helped spark a now decades-long commitment to conservation.

“Milt had a genuine feeling for the environment, and was concerned about the impact civilization was having on forests,” said Pratt. “I was very impressed with his opinions about responsible forestry and what he had to say about the New England Forestry Foundation.”

Attridge joined NEFF’s staff in 1946, two years after the organization’s founding, and served as chief forester from 1954-1967. He helped NEFF build and train a team of consulting foresters who practiced sustainable forest management at a time when few were concerned about working forests’ long-term health.

Attridge’s explanation of NEFF’s work and mission left a mark on Pratt. He went on to make his first gift to NEFF in 1977, and has donated every year since.

While a shared interest in conservation was part of what brought Pratt and Attridge together over the many years they knew each other, Attridge also worked as the consulting forester for Pratt’s 110-acre woodlot.

The property is located in the rolling hills of southwest New Hampshire’s Monadnock Region, which Pratt characterizes as, “fairly wild country.” It was purchased by Pratt’s father-in-law in 1942 and then passed on to the next generation in the 1970s.

“Milt made the original forestry plan for the property and it’s still the foundation of the plan we use today,” said Pratt. “Ralph Little, my father-in-law, and I agreed that this land should

stay a well-managed forest, but I was concerned about what would happen to it when I’m gone.”

When a neighbor explained why they had chosen to put their 47-acre property under a conservation easement with the Society for the Protection of New Hampshire Forests, Pratt knew he had found his answer to ensuring permanent protection for his forestland.

In 2002, Pratt contributed an easement to that organization that includes his entire property except the area around his house. In 2005, another neighbor followed suit and gave the Harris Center a 49-acre easement on their adjacent property.

“My property is now quite unique,” Pratt said. “It’s part of this larger area of adjacent conserved land and I’m using solar energy to power the whole household.”

Pratt’s impressive conservation work isn’t limited to his property. He is also a champion of renewable energy projects, supports many environmental organizations, and keeps abreast of innovative ways to address climate change, including the use of sustainable cross-laminated timber in place of steel and concrete.

“Climate change is very worrying,” Pratt said. “I have six great grandchildren, and I’m more than concerned about what their generation is going to have to deal with.”

This concern for the future is part of what makes Pratt such an effective conservationist and forest owner. He keeps an eye on long-term impacts and prioritizes the overall health of the natural world—and he’s doing all he can to make a better future for his youngest family members. It’s an honor to count him as a NEFF supporter. 🌱

OUR DONORS

MAY 1, 2017–APRIL 30, 2018

Harris Reynolds Society

\$25,000 OR MORE

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American Forest Foundation
Dr. George Appell
Geoffrey C. Hughes Foundation
Mr. Timothy A. Ingraham
Lennox Foundation
Lookout Foundation
Mr. Henry Lord
Maine Community Foundation-NEFF
Conservation Easement
Monitoring Fund
Jim and Betsy Nichols
Helen Norton
Project Native
The Grantham Foundation for the
Protection of the Environment
The Whitehead Foundation, Inc.
USDA Forest Service

\$10,000 – \$24,999

Anonymous
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Duke Family Fund of the Greater
Lowell Community Foundation
Frederick and Margaret L.
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Julie and Bayard Henry
Overhills Foundation
Porpoise Fund*

\$5,000 – \$9,999

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Fund at The Boston Foundation
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Smoke Rise Foundation, Inc.
The Morgan Palmer Foundation
The Stifler Family Foundation
Town of Poland, Maine
Virginia S. Warner Foundation
at Bessemer Trust

\$2,000 – \$4,999

Mr. Whitney A. Beals and Pam Esty
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Fund at Schwab Charitable
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French, and Emily French Breakey
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The Betterment Fund
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Weld Foundation

\$1,000 – \$1,999

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Amey Moot
Mrs. Chester Peirce
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Russell Farm and Forest
Conservation Foundation
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Mr. and Mrs. Thomas Stone
Hooker and Jane Talcott
Mr. and Mrs. W. Nicholas Thorndike
William Howard Flowers, Jr. Foundation, Inc.

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 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.

If you have included NEFF in your estate plans, please let us know so we can thank you now!

\$500 – \$999

Anonymous (3)
Mr. and Mrs. Reed Anthony
Ms. Janet Baker
Beard Family Charitable Trust
Samuel Bell Family
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Bob & Mary Ann Norris Fund at Berkshire
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Moir Shanahan and Michael Friendly
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Mr. and Mrs. Richard Thornton
Mr. and Mrs. Jonathan Webb

\$250 – \$499

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