

# INTO THE WOODS

NEW ENGLAND FORESTRY FOUNDATION | ANNUAL REPORT 2016

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NEW ENGLAND  
**FORESTRY**  
FOUNDATION



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FORESTRY  
FOUNDATION**

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Dear Members and Friends,

Seventy-two years of conservation has taught NEFF that land protection alone is not enough to achieve our mission; we must unite and strengthen the conservation community in New England for the greatest possible impact. Over the past year, NEFF has made strategic moves to position the organization, as well as New England, for a monumental run of conservation and sustainable forestry.

Our new brand and the success of outreach work completed this year has given us the confidence to take unprecedented strides in communicating messages to the forestry and land conservation community. We have piloted highly successful landowner outreach techniques through our MassConn program, which will now enter a new phase of connecting landowners with resources for climate-adapted forestry. Our rebranding work resulted in a fully redesigned website, a unified communications platform, and a logo that speaks to our forestry and conservation roots. This work will help us connect, inform, and collaborate with the expansive conservation community in New England.

NEFF also developed multiple tools that will help make conservation more financially feasible and attractive for a broader community. You will read about three NEFF initiatives in particular: the Pooled Timber Income Fund, a Green Timber Investment Management Organization (Green TIMO), and the Northern Maine Bid Process, all of which will be instrumental in expanding the region's ability to protect its forestland.

We continue to grow our land protection efforts throughout New England. In this report, we take a look at the year's successful projects, as well as new projects on the horizon. Working with a number of partners, we are launching the Maine Mountain Collaborative in a shared effort to protect the western mountains of Maine. Through this partnership, NEFF is poised to bring thousands of acres under permanent protection as community forests with exemplary management.

This publication begins with a window into a tight-knit community of outdoor enthusiasts brought together by one of NEFF's Community Forests, and ends with a celebration of 72 years of conservation and sustainable forestry. It is stories of community like these that continually inspire our work. We hope you enjoy this special Annual Report issue of *Into the Woods*.

Robert Perschel  
Executive Director

Front Cover: A volunteer helps open up glades for backcountry skiing on Braintree Mountain Forest. Back Cover: Sunrise from Braintree Mountain Forest. Read the story behind these images on pages 3 and 4. Photography by Charlie Reinertsen.

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Ferns by Spring Photo Contest Finalist Martine Wong

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Above: Zac Freeman organizes a group of volunteers on Braintree Mountain Forest.

# TAKING TO THE TRAILS

WRITING AND PHOTOGRAPHY BY Charlie Reinertsen

It is a crisp fall morning in Braintree, Vermont, complete with mist-shrouded valleys, crunchy leaves littering the ground, and woodsmoke curling out of chimneys. After a few introductions, greetings, and handshakes, I pile into the back of a pickup truck with a motley crew of people armed to the teeth with loppers, handsaws, and provisions. We bounce and jostle up the steep trail on New England Forestry Foundation's Braintree Mountain Forest, and after bottoming out a few times and dodging a few branches, we tumble out of the truck, ready for a day full of work and camaraderie.

Paul Kendall and Sharon Rives lead the charge, delegating tasks and setting the tone for a fun and productive day of trail work. Not only did Kendall and Rives donate Braintree Mountain

Forest to NEFF in 2013, permanently conserving 1,547 acres of working forestland, they also volunteer as Forest Stewards, taking care of the trails and organizing workdays. Today, a group of their close friends are joining them to lop, saw, and clear branches and debris to maintain the pristine trails in the forest.

As the group works, they banter back and forth, telling stories of hiking, snowshoeing, and skiing on Braintree Mountain Forest. Kendall removes a branch with his pole saw, explaining through a sideways smile that he is making room for the perfect ski turn on the edge of the trail.

We break for lunch on top of Thirty-Thirty, the tallest of four peaks on the property. The view is expansive—a pair of binoculars reveals the edge of the White Mountains in New Hampshire. After fueling up on sandwiches, mountain views, and Rives' secret stash of dark chocolate, we continue

With the sun setting below the trees and cold air settling around us, we share a common excitement for the coming snow and all the adventures that will follow.

working and follow the ridgeline to Skidoo Mountain. At the top we can hear a larger group of people farther down the slope. While we have been clearing trails, another group has been working diligently to cut and maintain backcountry ski glades.



Zac Freeman, Braintree local and Vice President of Rochester Area Sports Trail Alliance (RASTA), leads the volunteer group of backcountry skiing enthusiasts. Like many RASTA members, Freeman lives to ski—when the snow flies, he is the first to make fresh tracks. His typical routine after a big snowstorm is to ski up the mountain by headlamp, and turn his skis downhill when the sun is barely above the horizon. These early mornings inspire Freeman and others to maintain and expand backcountry skiing opportunities at Braintree Mountain Forest.

Freeman works closely with NEFF, the forester on the property, and Kendall to ensure that the glade work fits within the woodland’s management plan. Since 2013, RASTA volunteers have cleared trails and glades, built and maintained a parking area and trail kiosk, and renovated the Bell Gates Cabin at the base of the glades. Volunteers will help clear glades on Twin Peaks in October 2016, opening up a new skiing area in the forest. Their work demonstrates

that forestry and backcountry skiing form a natural partnership. Because of this, Braintree Mountain Forest has been heralded as a model for backcountry skiing in New England.

When we reach Freeman’s group at the Bell Gates Cabin, they have finished work for the day and are celebrating with bowls of chili and a crackling bonfire. We join them for the celebration and swap stories about the day’s work. With the sun setting below the trees and cold air settling around us, we share a common excitement for the coming snow and all the adventures that will follow. 🍃

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Join Rochester Area Sports Trail Alliance (RASTA) for a weekend of glade work at Braintree Mountain Forest! Volunteers will help clear new glades on Twin Peaks’ north-facing slope on October 22nd and 23rd, 9 am to 3 pm. Earn your turns and RSVP to Zac Freeman: [zac@jsfreeman.com](mailto:zac@jsfreeman.com)



## NEFF Forest Stewards 2016

**TOTAL VOLUNTEERS: 88**

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Tamara Burke  
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Ethan Gilmour  
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Ellen Maloney  
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Claire Walton  
Eve Waterfall

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Michael Corron  
John Covey  
Mary Devaney  
Warren Dimmick  
Rick Findlay



# FINANCIAL PROFILE

FY16: Fortifying for Impact

In fiscal year 2016, NEFF made strategic investments to strengthen its ability to lead the region in forest conservation and sustainable management.

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NEFF completed a new marketing and communications platform in FY16 with the goal of creating fresh, unified content to more effectively engage and inspire the New England conservation community. The results of this initiative include a new logo; new print and collateral materials such as letterhead, folders, hats, mugs and t-shirts; brand guidelines; and a newly designed website, [newenglandforestry.org](http://newenglandforestry.org). These investments contributed to an increase in Conservation and Education expenses from FY15 to FY16.

This fiscal year also saw a significant investment in the research and

development of a comprehensive suite of conservation finance tools. With the rollout of these innovative financing options (see page 8), NEFF will be positioned to empower more landowners and land trusts to accelerate conservation throughout New England.

NEFF successfully completed its first-ever sale of carbon credits on its Hersey Mountain Forest in FY16. In addition, timber sales on NEFF's Community Forests more than doubled due to unfavorable harvesting conditions in previous years that led to the delay of scheduled harvests. New initiatives, most notably the Build It With Wood campaign, helped

bring in new contributors and new grants from FY15 to FY16. Due to poor market conditions, gains on market investment are down from FY15 to FY16.

While revenue from Land Contributions is significantly down from FY15, it is typical for land acquisition projects, which can take years to complete, to ebb and flow. We are proud to announce the completion of four important land conservation projects in FY16, and we are looking ahead to a few major land conservation projects on the horizon (see pages 9-10). 

## FY15 & FY16 Consolidated Results

May 1, 2014–April 30, 2016

Revenue	FYE April 30, 2015	FYE April 30, 2016*
Contributions and Grants	1,179,941	1,580,670
Land Contributions (Net)	1,661,286	673,436
Timber Sales	220,248	501,042
Carbon Sales	-	606,265
Gain on Sale of Land/Buildings	37,697	-
Investment Income	185,224	187,103
Gain on Sale of Conservation Easement	147,807	-
Net Realized and Unrealized Gains on Investments	297,723	199
Other Income	13,501	34,495
<b>Total Revenue</b>	<b>3,743,428</b>	<b>3,583,210</b>

Expenses	FYE April 30, 2015	FYE April 30, 2016*
Conservation and Education	1,562,040	2,528,755
Management and General	215,123	297,718
Fundraising	362,307	392,068
<b>Total Expenses</b>	<b>2,139,470</b>	<b>3,218,541</b>

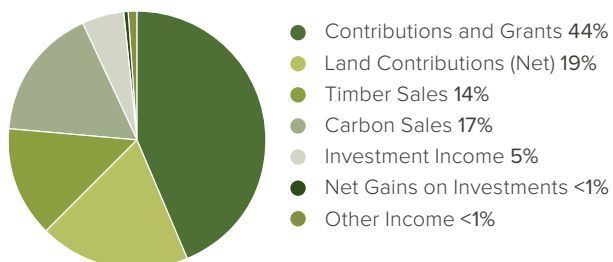
  

TOTAL NET ASSETS	35,515,330	35,879,999
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\*At the time of printing, FY 2016 numbers were preliminary pending audit completion. Audited numbers are available upon request. Total Net Assets includes Fixed Assets of \$25,792,312 and consist primarily of NEFF's Community Forests.

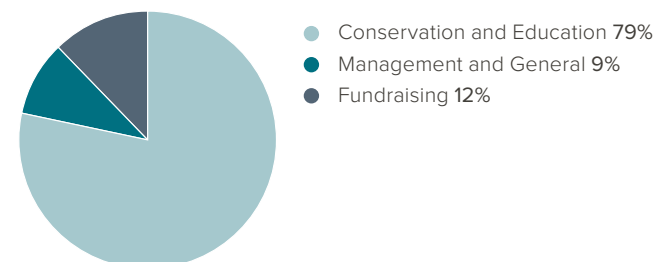
### Revenue FY16

May 1, 2015–April 30, 2016



### Expenses FY16

May 1, 2015–April 30, 2016





# NEFF INITIATIVES

New England Forestry Foundation's initiatives use innovative strategies to advance conservation and forestry throughout New England. With help and support from landowners, supporters, and partner organizations, these new approaches and tools will accelerate the pace of conservation and highlight the value of forests to New England communities.



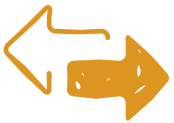
## Landowner Outreach in the MassConn Woods

Together with American Forest Foundation, Norcross Wildlife Sanctuary, the MassConn Sustainable Forest Partnership, and the Northern Institute of Applied Climate Science, NEFF is connecting both foresters and landowners to resources on climate-adapted forestry. With its large swaths of forest and mosaic of farms and rural communities, the MassConn Woods is recognized as a vital north-south corridor for wildlife movement. Funded by the Wildlife Conservation Society, the goal of this initiative is to connect landowners with trained foresters who can advise them about management practices—tailored to their goals and site conditions—that will help keep their woods healthy and resilient amid a changing climate.

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To learn more about these efforts, contact Lisa Hayden at [lhayden@newenglandforestry.org](mailto:lhayden@newenglandforestry.org).





## Innovative Conservation Financing

This year, NEFF is developing three major innovative conservation financing tools to devise new opportunities for the community to support conservation in New England and unlock new sources of capital. The first is a new planned giving vehicle and land protection tool—the **Pooled Timber Income Fund**—a variation of the well-established pooled income fund. Landowners will donate forestlands to NEFF, and the timber rights on those lands to the Fund, and receive lifetime income from the high-quality sustainable management of that timber as well as immediate tax benefits. This new tool will help support NEFF’s conservation efforts far into the future, and will provide a new opportunity for smaller New England landowners to contribute to conserving thousands of acres of forestland.

NEFF is also exploring the creation of a **Green Timber Investment Management Organization (Green TIMO)**. Individuals and groups will invest capital in the Green TIMO, with the expectation that those

funds will be managed to conserve forestland, manage it to exemplary standards, and preserve their initial investment. The Green TIMO will make conservation a more feasible option in the largest unfragmented forest east of the Mississippi—the High Peaks region of western Maine.

Finally, the **Northern Maine Bid Process** seeks to reverse the cost structure of typical conservation transactions and thereby protect more land for less money. Rather than having conservation interests compete for access to land against for-profit or development interests, NEFF aims to have landowners bid for access to a pool of capital tied to specific desired forest conservation practices. This program will work to improve wildlife habitat and expand the use of exemplary forestry in Maine.

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To learn more about NEFF’s suite of conservation finance programs, contact Kasey Currier at [kcurrier@newenglandforestry.org](mailto:kcurrier@newenglandforestry.org).



## Build It With Wood: Maximizing the Benefits of Our Forests

NEFF’s Build It With Wood campaign began in early 2015 and aims to increase the use of wood in long-lasting construction, which will revolutionize U.S. construction practices, help mitigate climate change, enhance sustainable forest management, create new jobs and businesses in New England, and improve regional construction costs and quality. Build It With Wood makes critical connections between cities, forests, forestry, construction, and conservation and rounds out NEFF’s suite of initiatives that advocate for the conservation of forests for future generations.





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Learn more at [builditwithwood.org](http://builditwithwood.org) or contact Emily Kingston at [ekingston@newenglandforestry.org](mailto:ekingston@newenglandforestry.org).

# CONSERVATION REPORT

## Completed Projects

May 1, 2015–April 30, 2016

Property Name	Location	# of Acres	Type	Date
Kieve-Wavus Education, Inc.	Jefferson, ME	48	 Conservation Easement	June 2015
Sudbury Valley Trustees	Boylston, MA	46	 Conservation Restriction	June 2015
Donaldson Family Partnership	Palmer, MA	97	 Conservation Restriction	October 2015
The Cate Community Forest	Alton, NH	138	 Community Forest	January 2016

## Active Project Highlights

NEFF's land protection team is pursuing many potential conservation projects, from western Maine to coastal Connecticut. With the ongoing help of dedicated staff, Board members, partners, and supporters, NEFF will continue conserving New England's forests for future generations.


Through the Headwaters of the Niantic River Project, NEFF is working to conserve nearly 200 acres in East Lyme, Connecticut. The forestland is part of a larger 2,000-acre forest block crucial to water quality in the region.

In Ashland, New Hampshire, NEFF is working with Squam Lakes Conservation Society (SLCS) to conserve almost 500 acres of forestland known as Whitten Woods. The property offers pristine hiking trails and stunning views of Squam Lake.

In western Maine, NEFF is teaming up with The Nature Conservancy, The Trust for Public Land, Forest Society of Maine, the Appalachian Mountain Club, and others to form the Maine Mountain Collaborative, a coalition working to protect one of the

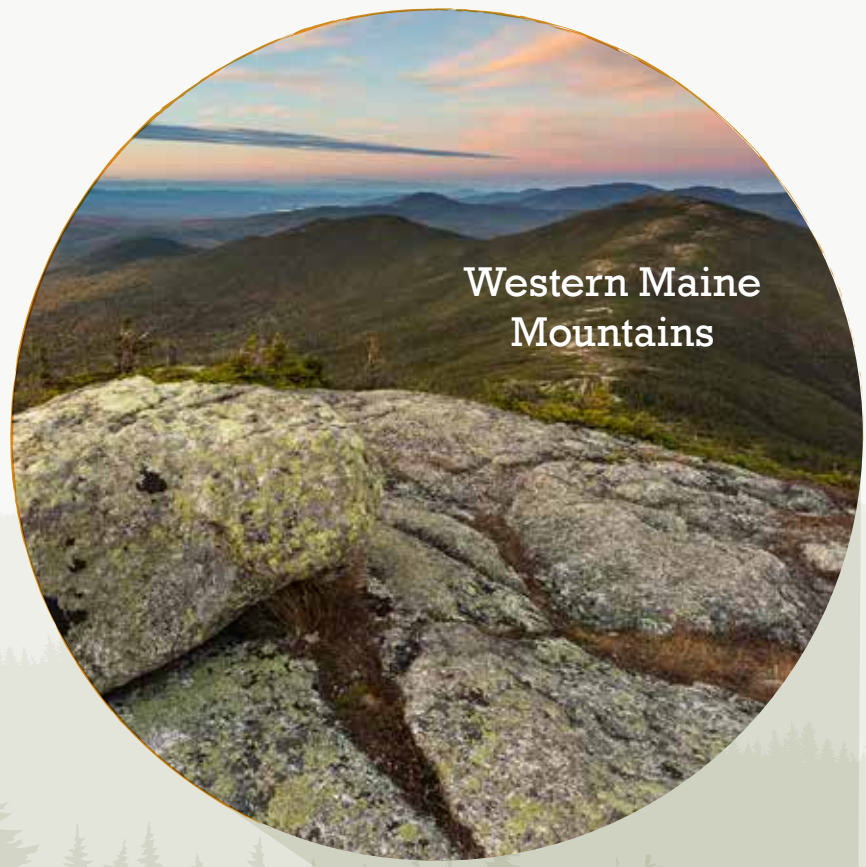
world's most intact temperate forests in western Maine. This expansive, mountainous ecosystem serves as a critical wildlife corridor. NEFF is currently exploring projects totaling nearly 8,000 acres in this region.

Historically, private landowners have played a critical role in our land conservation efforts. NEFF is working with landowners from Union, Connecticut to Topsham, Vermont, helping them to reach forestland conservation and management goals.

With multiple potential projects on the table and the ongoing commitment of our supporters and donors, NEFF is gearing up for an inspiring year of forest conservation. 







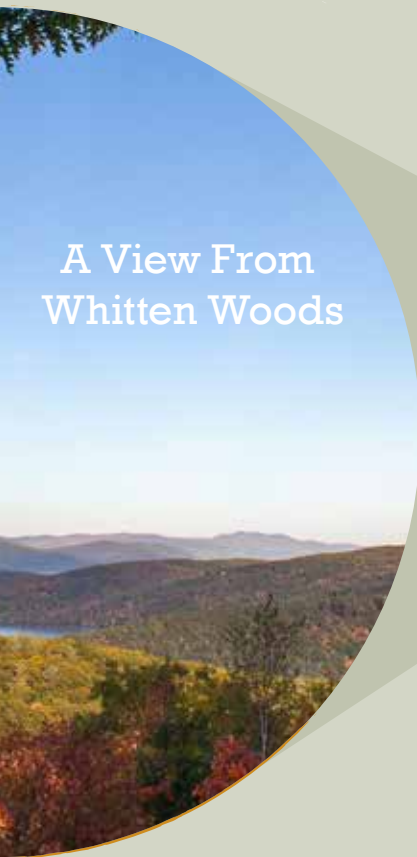
**Western Maine Mountains**

1.14+

Million Acres of Conservation Easements

140+

Community Forests comprising 27,000 acres



**A View From Whitten Woods**



# GATHERING A COMMUNITY

Celebrating 72 Years of Conservation

WRITING AND PHOTOGRAPHY BY Charlie Reinertsen



On June 4th, 2016, over 75 NEFF supporters, Board members, and community members from around New England gathered at NEFF's Prouty Woods headquarters in Littleton, Massachusetts to celebrate 72 years of conservation and forestry.

Bob Perschel, NEFF's Executive Director, and Philip DeNormandie, NEFF's Board President, kicked off the Annual Meeting with a brief introduction to NEFF's mission and initiatives. Three speakers followed the introduction: a presentation on innovations in wood technology from Dr. Peggi Clousten of UMass Architecture and Design school, an overview of Mass Audubon's Foresters for the Birds Program from the program's coordinator, Jeff Ritterson, and a discussion on the role of forest management in keeping water supplies clean and healthy from Herm Eck, the Quabbin Reservoir's Chief Forester. Following the presentations, Perschel announced NEFF's 2016 award recipients.

Active management, the close connection of landowners to their land, making the forest into a highly valued resource... these factors will provide the motivation necessary to conserve New England's forests.

"Each year, we think about an individual or group that has really made a fantastic contribution to forestry in New England," Perschel explained. "This year, we selected the Wildlands and Woodlands Team as the Forest Champion of the Year." David Foster, leader of the Wildlands and Woodlands team, attended the picnic and received the award on behalf of his colleagues.



“As a group of scientists working at Harvard forest,” Foster explained, “we noticed that sometime around 1970, for the first time in over 150 years, New England was starting to lose its forests. By the time we published our paper five years ago, we could document that every state in New England was losing forests to active development.”

The Wildlands and Woodlands Team published a vision for New England’s forests in 2012, calling for the conservation of 30 million acres of forest by 2060. “Everything that we have heard today reinforces the Wildlands and Woodlands vision.” Foster explained, “Active management, the close connection of landowners to their land, making the forest into a highly valued resource for water production, for habitat, for personal enjoyment, and for income and resources—all of these factors will provide the motivation necessary to conserve New England’s forests. It is with great honor that I receive this reward on the behalf of the Wildlands and Woodlands Team.”

Perschel concluded the presentations by announcing the Forest Steward of the Year.

“We have nearly 150 Community Forests throughout New England, and on many of our forests, we have volunteers who act as stewards and look after our forests.” Perschel explained, “Collectively, our stewards donate several hundred hours of their time each year, and we have a yearly Forest Steward Award to honor their work and commitment.”

This year NEFF presented the award to Al Vachon of Nottingham, New Hampshire. Vachon has been volunteering as a Forest Steward on NEFF’s General Bartlett Memorial Forest since 2004, and upon receiving the award, shared a few thoughts about his experience as a steward.

“Through the Forest Stewards Program, I’ve learned to watch for things that are detrimental to a forest, such as invasive plants and insects” Vachon said. “I have met fellow stewards from all over New England who share my interest and enjoyment of the forest.

I am proud to be associated with the caring, quality organization that NEFF is, and I am honored to be recognized as Forest Steward of the Year.”

Following the presentations and a picnic lunch, Chris Pryor, NEFF’s Director of Forest Stewardship, gave tours of engineered wood buildings constructed by Harvard School of Design students on NEFF’s Prouty Woods. The project seeks to connect the forestry industry with the architecture and building sectors by finding ways to use local tree species in engineered wood products. Learn more about the small wood buildings on Prouty Woods and the team of students who built them by visiting NEFF’s blog, or check out NEFF’s Summer 2016 issue of *Into the Woods*.

The celebration concluded with hikes through Prouty Woods and paddling on Long Lake. NEFF’s Annual Meeting was once again a rewarding celebration of all of the hard work and dedication of staff, volunteers, Board members, and donors who continue to make it possible to achieve NEFF’s mission. 🌿

**"NEFF has taught me the importance of land conservation, forest management, and what is required to keep a forest healthy."**

**– AL VACHON, NEFF FOREST STEWARD OF THE YEAR**



# OUR DONORS

MAY 1, 2015–APRIL 30, 2016

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.

## Harris Reynolds Society

### \$25,000 OR MORE

Anonymous (4)  
Mr. Robert W. Ackerman  
Elmina B. Sewall Foundation  
Geoffrey C. Hughes Foundation  
Mr. Timothy A. Ingraham  
Ittleson Foundation  
Lennox Foundation  
Maine Community Foundation — NEFF  
Conservation Easement Monitoring Fund  
Maine Timberlands Charitable Trust  
Ruth D. Lord Charitable Trust  
The Grantham Foundation for the  
Protection of the Environment  
Todhah Hill Foundation  
US Fish and Wildlife Service

### \$10,000 – \$24,999

Anonymous (2)  
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Duke Family Fund of the Greater Lowell  
Community Foundation  
Julie and Bayard Henry  
Nion Robert Thieriot Foundation  
Overhills Foundation  
Porpoise Fund\*  
The Frederick and Margaret L.  
Weyerhaeuser Foundation  
The Wapack Foundation  
Weld Foundation  
William P. Wharton Trust

### \$5,000 – \$9,999

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Robert and Shirley French

Jonathan and Judy Keyes  
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New England Forestry Foundation Fund  
at The Boston Foundation  
Morgan Palmer Charitable Fund at  
The Boston Foundation  
The Stifler Family Foundation

### \$2,000 – \$4,999

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Mrs. Joan Ingraham in honor of  
Tim Ingraham  
Mr. Sydney Lea and Ms. Robin Barone  
Mr. Robert Liberman  
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Cynthia and Dick Perkins and  
the Perkins Family Trust  
Sabbathday Lake Shaker Village  
Conservation Easement Fund of  
the Maine Community Foundation  
Dr. Mary W. Schley  
Sedgwick Family Charitable Trust  
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### \$1,000 – \$1,999

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Mr. Joseph D. Brain  
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Ms. Cynthia W. Wood  
Anne and Robert Perschel  
Mr. and Mrs. Robert S. Reynolds in memory  
of Clinton and Elizabeth Reynolds  
Thomas and Jackie Stone  
Ruth Kennedy Sudduth Fund at the Fidelity  
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Mr. Douglas J. DeAngelis  
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Your support is important to us, and we make every effort to accurately list those who have made contributions. We occasionally make mistakes, and we apologize that the \$250–499 category was accidentally omitted from the printed version of this Annual Report. We have corrected it here, and we deeply appreciate the support of every donor to New England Forestry Foundation.





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