Devens Eco-Efficiency Center

Helping firms protect resources.

2019 Accomplishments, Q1-3 2020 Highlights

Update for the Devens Enterprise Commission

October 8, 2020

2019 Engagement

- Benefited 241 facilities (184 in 2018)
  - Firms 38%, schools 23%, non-profits 22%, municipalities 17%
  - Entities came from 82 towns (54 in 2018)

10 Years Old!!

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

RECEIVED
AUG 6 - 2009

Date: JUL 30 2009

DEVENS ECO-EFFICIENCY CENTER INC
33 ANDREWS PKY
DEVENS, MA 01434

Employer Identification Number:
26-1187071
DLN:
17053187301049
Contact Person:
JOAN C KISER ID# 31217
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
June 30
Public Charity Status:
170(b)(1)(A)(vi)
Form 990 Required:
Yes
Effective Date of Exemption:
October 1, 2007
Contribution Deductibility:
Yes

Net PROFIT

- **Achieved first profitable fiscal year** (ending June 2019)

Educational Topics in 2019

- Active Shooter
- Doing Safety Differently
- DEP Regulatory Review
- Emergency Response
- Fire Extinguisher Use
- Hearing Conservation
- Leading Safety Indicators
- Stop the Bleed

THE GREAT EXCHANGE

- 61,447 pounds rescued, ~$254,800 saved
- Hosted 23 distribution events (4 in 2018)
- Provided savings to 216 establishments
  - 37% increase in participation
  - 73 firms, 55 schools, 50 non-profs, 38 muni depts
  - 49 donors (31 in 2018)

Facility Cleanouts

- 20 cleanouts, source of 57% of inventory

1 Daycare	281
1 TV Production	1,130
3 Business Offices	2,537
2 Manufacturing Facilities	2,624
2 Retail Stores	3,150
11 Medical Offices	25,448
TOTAL	**35,170**

TGE Developments

- Improved pricing model
  - Per pound, different rates for businesses, non-profits, increased revenues earned per sale 30%
- United Way's Day of Caring
  - Team of six volunteers for six hours
- Presentations
  - Toxic Use Reduction Institute Conference
  - State's RecyclingWorks staff
  - DEP muni assistance coordinators, town DPWs

Get Some, Give Some

- Saved 36,400 pounds from Reliant Medical
- Donated 1,200 pounds surgical supplies and medical equipment to Partners for World Health
- Gave 250 pounds of baby formula and school supplies to Project New Hope

Eco-Efficiency Center, Partners for World Health, MA DEP, Devens Enterprise Commission, and Project New Hope discuss strategies to promote reuse

Guests of Honor

- Patrons shared TGE experiences with Senator Eldridge, Representative Benson

Nashoba Valley Voice

WEATHER

News Sports Entertainment Lifestyle Obituaries Opinion

Devens eco-efficiency center's "The Greatest Exchange" lives up to its name

By M.E. JONES |
PUBLISHED: November 25, 2019 at 1:44 p.m. |

DEVENS – The Devens Eco-Efficiency Center's signature program "The Great Exchange" is all about re-purposing reusable resources, much like Devens itself, a civilian community that grew from the recycled roots of a former military base.

Operating out of two Devens locations – MassDevelopment headquarters at Andrews Parkway and next to the Eisengren Community Center on Sherman Avenue – the non-profit TGE organization, which launched in 2009, draws inventory from businesses in and around Devens and sells the items it collects back to small businesses and non-profits at bargain prices.

2020 Highlights

January - June

Educational Topics in 2020

- OSHA Case Studies
- Corporate Sustainability
- EPA's Toxic Release Inventory Program
- Safety Training Strategies
- COVID paused meetings April-August

The alternative solution for resources that commercial, industrial and service entities cannot use internally

TGE Developments

- Amanda joined the team
- Growing Facebook presence
- Selling on Facebook Marketplace
- Partnering with liquidators
- New outreach materials
- Dedicated website coming soon

Does your firm have office furniture or fixtures it no longer needs?

Are excess office or operating supplies taking up shelf space?

Can production waste be reused by firms or in creative activities?

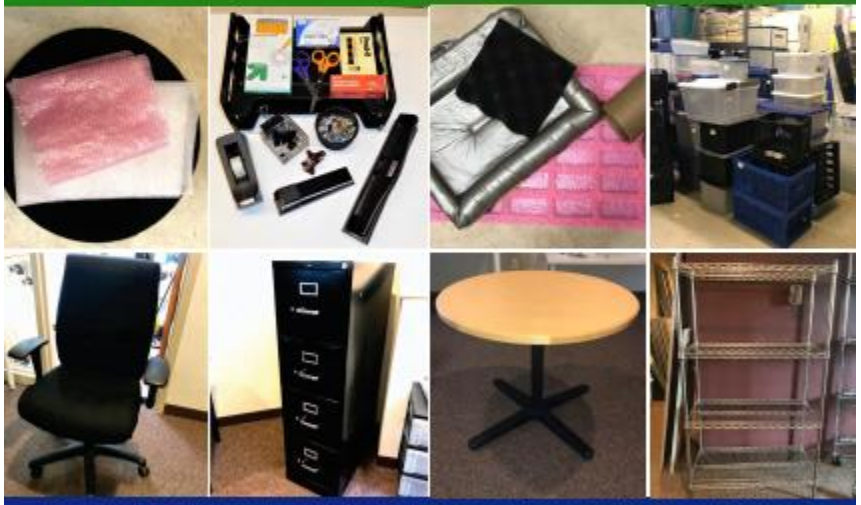
The Great Exchange
Repurpose Resources

The alternative solution for valuable resources that can not be used internally

An award winning program of the non-profit Devens Eco-Efficiency Center

WHAT WE DO

- Facilitate the reuse of uneeded items to preserve resources
- Provide savings to municipal depts, not-for-profits, schools
- Help donors regain storage space, avoid disposal costs



This outreach is funded in part by a grant from the Massachusetts Department of Environmental Protection

Let's Partner to Prevent Waste

donaneely@ecostardevens.com
amandalansing@ecostardevens.com
/TheGreatExchangeDevens
www.tinyurl.com/TGEDevens

33 Andrews Parkway, Devens, MA | 100 Sherman Avenue, Devens, MA

Schools, Municipalities, Non-profits, Community Organizations & Small Businesses

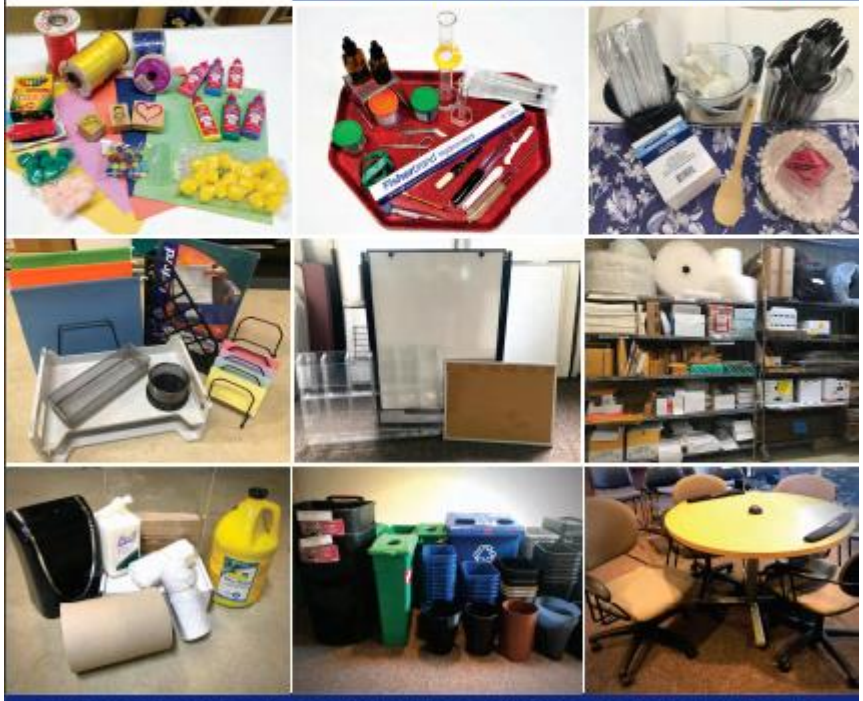
Save 40 - 60% on Supplies, Furniture

The Great Exchange
Repurpose Resources

Open for Shopping by Appointment
Wednesday - Friday 9am - 4pm

Cash, credit and checks are accepted. Curbside available.

An award winning program of the non-profit Devens Eco-Efficiency Center



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33 Andrews Parkway, Devens, MA | 100 Sherman Avenue, Devens, MA

COVID Impacts

- Closed March – August
- Comparing Jan-Sept 2019 / 2020
  - Collections 17%, visitors 14%, revenues 43%
- Donated safety supplies to MEPA, school supplies to Shirley and Lowell, meal distribution bags to Ayer, Fitchburg, Lowell

New Normal

- Accessible 3 days/week
- Improved use of space
- Working with liquidators
- More Facebook activity
  - TheGreatExchangeDevens
- New outreach materials
- Dedicated website soon

Income Overview

- Final installment of DEP grant
- Sponsorship from MassDevelopment
- Payroll Protection Program $30,000, loan
- Grant from Freedoms Way National Heritage Foundation $700 for website

Income Earned

Calendar Year	2017	2018	2019
MassDevelopment	$0	$2,500	$2,000
Educational Forums	$320	$435	$210
Memberships	$8,450	$7,130	$6,700
The Great Exchange	$5,200	$16,437	$34,808
DEP Grant	$0	$29,844	$6,038
Total Income	**$13,650**	**$53,411**	**$49,756**

COVID Income Impact

9 Month Revenue Comparison		
	Jan-Sept 2019	Jan-Sept 2020
Memberships	$5,500	$1,600
Programs	$90	$180
TGE	$25,397	$12,896
TOTAL	$30,987	$14,676
PPP Loan		$30,000
TOTAL	$30,987	$44,676

Budget Overview

DEVENS ECO-EFFICIENCY CENTER BUDGETS				
ACTUAL FY 7/2019 - 6/2020			**DRAFT Forecasted FY 7/2020 - 6/2021**	
DEC Investment Carried	**$70,519**		**DEC Investment Carried**	**$63,882**
INCOME			**INCOME**	
DEC	$100,000		DEC	$100,000
Grants (DEP)	17,195		DEP grant (last invoice)	6,423
The Great Exchange	27,363	1	The Great Exchange	17,655
Membership, Education	4,956		Education	1,000
Sponsorships, Misc	2,073		Sponsorships	3,000
			New Grants	700
TOTAL INCOME	**$151,587**		**TOTAL INCOME**	**$128,778**
EXPENSES			**EXPENSES**	
Salaries, payroll taxes, IRA	$143,349	2	Salaries, payroll taxes, IRA	$149,878
Auditor, Accountant, Payroll	2,747		Auditor, Accountant, Payroll	3,500
Health Insurance	1,908		Health Insurance	2,200
D+O Insur., Work Comp, Van	3,000		D+O Insur., Work Comp, Var	2,900
Prof. Development, Travel	85		Prof. Development, Travel	250
Marketing, website, TGE	1,418		Marketing, website, TGE	2,000
Miscellaneous	32		Miscellaneous	1,200
Ed, Waste Reduction Progs	5,685		Ed, Waste Reduction Progs	1,000
TOTAL EXPENSES	**$158,224**		**TOTAL EXPENSES**	**$162,928**
NET INCOME (LOSS)	**($6,637)**		**NET INCOME (LOSS)**	**($34,150)**
Payroll Protection Program	$30,100			
Surplus Carried	**$63,882**		**Surplus Carried**	**$29,732**

Enjoy a Tour

www.tinyurl.com/TGEVideoTour

Questions, comments and suggestions are invited

DEVENS
ENTERPRISE • COMMISSION

Thank you for your continued support