



DEVENS

ECO-EFFICIENCY CENTER

Helping firms protect resources

Business Plan Update - Review of First Half 2026

Devens Enterprise Commission

September 10, 2026

Six Months Progress with Business Plan

- Year One Priority: Continuity of services, staffing stability, and reliable delivery of programs
 - Year One Goal: Raise awareness, build engagement and community among target audiences
 - Year One Objective: Improve the suite of marketing tools to raise awareness and engagement
-

Operational

- ② Enable Director to focus more on strategic, fiscal endeavors
 - ✓ Reassign responsibilities to narrow focus, improve efficiency
 - ② Invest in staff members' technical expertise
 - ② Increase two part-time positions to full time
 - ✓ Expand the Board of Directors
 - ② Formalize a volunteer program
-

Corporate Volunteer Groups

Your Team Has the People. We Have the Projects. Together, We Can Get More Done.

At The Great Exchange (TGE), our mission is to prevent waste and promote community stewardship. In providing an alternative to disposal, TGE keeps useful items in circulation, conserves the resources already invested in them, and makes quality products more accessible. Through TGE, organizations, businesses, and communities can access everyday items and upgrades at an average savings of 50% off retail prices—all while helping prevent valuable resources from going to waste.

Making that happen takes a lot of work. With limited staff time and resources, there are always larger projects waiting to be tackled. **Corporate volunteer groups give us the extra hands and energy we need to get that work done.** A corporate volunteer day is an opportunity to make a tangible difference while helping The Great Exchange operate more effectively.



Your team can help us:

- Reorganize and improve storage areas
- Build and assemble furniture
- Refresh and reorganize sections of our sales floor
- Complete larger operational projects
- Improve the spaces we rely on to serve our customers, donors, and community

We make it simple to turn a team volunteer day into meaningful action. Our needs are always changing, we'll match your group with a project based on your team's size, skills, and availability. TGE staff will provide direction, materials, and support.



Material Recycling and Reuse

- 🕒 New programs for recycling of stretch films, organics
 - ✓ Participate in DEP's Bulky Item Reuse Steering Committee and C+D Waste Reduction Collaborative
 - Host events that bring teachers together to share ideas for how materials can be used
 - Increase collection, reuse of manufacturing by-products
-

Efficiency Assistance, Educational Forums

- ④ Reconnect with State, university-sponsored services
 - Case studies of program impacts, collaborations
 - ④ Increase frequency, engagement in Roundtables
 - ✓ Enhance tools that track waste diversion, cost savings, avoided greenhouse gas emissions, client engagement
-

Marketing, Outreach

- ✓ Establish new DEEC website, logo, LinkedIn
 - ✓ Publish quarterly newsletter with upcoming events and stories of program impacts
 - ✓ Distribute Annual Impact Reports
 - Provide in person presentations to target audiences
 - ⊙ Strengthen relationships with DEC, area Chambers, regional business councils, similar nonprofits
-



DEVENS

ECO-EFFICIENCY CENTER

Helping firms protect resources



Our Mission

[History](#)[Leadership Team](#)[Five Year Impact Report
Summary](#)

Helping Firms Protect Resources

[Green Team
Roundtables](#) ▸[The Great Exchange](#)[Sustainability Services](#)

Helping Firms Protect Resources

Our Mission

The Devens Eco-Efficiency Center is a 501(c)(3) entity based in Devens, MA. This nonprofit was established in 2007, and its programs serve businesses, nonprofits, schools, and municipalities throughout North Central Massachusetts. Its mission is to help enterprises operate with minimal waste and a shared stewardship of natural, material and capital resources.

To support this the Center provides:

- Resource efficiency programs focused on waste prevention;
- Sustainability Optimization Assistance;
- Educational Roundtables and Networking Events;
- Collaborative partnerships for resource and service sharing.

The Devens Eco-Efficiency Center's offerings facilitate community-based knowledge, actions and collaborations that contribute to the long-term sustainability and viability of the region. See the environmental and social impact the Center has had over the last five years in our [Five Year Impact Report Summary](#).



The Devens Eco-Efficiency Center (DEEC) is a 501(c)(3) nonprofit that has been serving the community since 2007 with continuous fiscal support from the Devens Enterprise Commission. The Center provides resource efficiency programs focused on waste prevention, sustainability optimization assistance, educational roundtables and networking, and collaborative partnerships for resource and service sharing. These offerings facilitate community-based knowledge, actions and collaborations that contribute to the long-term sustainability and viability of the region.

In 2025 the DEEC formalized a Three-Year Business Plan that outlines goals and objectives for the years 2026-2028 in the areas of operations, marketing and outreach strategies, and program expansions. The plan also defines various environmental, economic and social metrics that will be tracked to ensure the organization continues to grow and deliver more value to the community. A new logo and website (www.thedeecc.com) were also created at this time to enhance the organization's image.

The Green Team Roundtable Forum was launched in June 2025, building on the success of the Environmental, Health and Safety Roundtable the DEEC hosted pre-COVID. Meetings focused on Rewilding Corporate Landscapes for Biodiversity, Strategies to Reduce and Redirect Waste Streams, and Waste Diversion Services provided local businesses with information and services that can help them strengthen the sustainability of their operations. In addition to the educational value, this forum provides community members with an opportunity to network and explore ways to collaborate. The DEEC also restarted its site visits to learn about the sustainability practices and challenges of local businesses and to offer assistance with their prioritized goals.

The Great Exchange (TGE), DEEC's showcase program, prevents waste by recovering and rehoming resources no longer needed by manufacturers, retailers, offices, schools, corporate movers and other entities. Each year the program facilitates the reuse of tons of items worth hundreds of thousands of dollars, otherwise destined to be trashed. New and like-new furniture items, operating supplies, classroom resources and creative materials are made available to nonprofits, schools, municipal departments, and small businesses with discounts of 35-70% to allow them to invest more of their funds in their important community services. Since its launch in 2007 the inventory has expanded to include over 600 different types of resources. Hundreds of organizations rely on TGE as a source of high-quality everyday supplies, needed items, and unique materials at reduced prices.

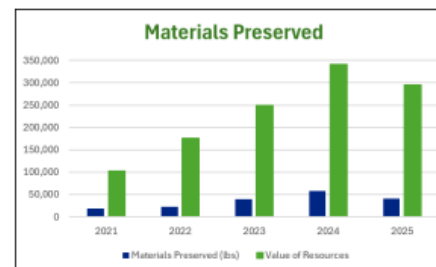


Items ready to donate from Electric Hydrogen



TGE had a stellar year in 2024, when it recovered 57,535 pounds of resources worth close to \$342,000 from 66 sources. This included 812 furniture pieces, 121 fixtures and 1,327 boxes of supplies. Additionally, the program drew its largest audience, with shoppers coming from 98 different communities across the State. The program also extended its reach through its eBay for Charity account, facilitating the reuse of items across 23 US states and Puerto Rico, and internationally to Israel and New Zealand. The annual number of shopping trips increased by over 220% from 2020 to 2025, from 257 to 823 visits; sales revenues earned during this timeframe grew an impressive 576%, influenced by the increase in furniture sales.

Members of the Devens Fire and Devens DPW pack a trailer of furniture purchased at TGE for the new Public Safety building.



The Great Exchange experienced significant growth over the past five years.



TGE benefits from valuable partnerships with other organizations committed to preventing waste. Excess resources to be rehomed are exchanged with Habitat for Humanity/RcStore and Wachusett Earth Day to increase their appeal with specific audiences. TGE is also very fortunate to be able to partner with Spry Moving to rehome abandoned office furniture that is in like new condition.

During the past five years TGE benefited from the support of volunteer teams from Veranova and Main Street Bank, students from Francis W. Parker Charter Essential School, and participants in United Way's Day of Caring. These collaborations provide valuable assistance with incoming inventory and help the DEEC build community relationships.

Over the past five years TGE has donated materials to several area nonprofits, including over 100 boxes of new dinnerware, more than 400 sets of sheets, and 500 like new microwaves and dorm fridges to Household Goods and Fresh Start, entities that support individuals and families in need. TGE also had the unique opportunity to send 80 new jerry cans to help transport potable water and cases of pads of paper to support a new school in Bikie, Republic of Congo. It also further expanded its value internationally with a donation of over 8,000 pounds of medical equipment and supplies provided to Partners for World Health and \$4,400 worth of medical supplies and furniture items to Build Health International for a hospital being built in Sierra Leone.



Over the past five years TGE benefited from numerous forms of publicity, including a full-page article in the Worcester Business Journal, a story in Nashoba Valley Voice and related area newspapers and a feature in MA Dept. of Environmental Protection's (DEP) RecycleSmart newsletter. Most exciting was a full-page article and video that was published in 15 of the USA Today Network's online and print newspapers that have distribution across the State. TGE also had its television debut with a visit from CBS/Channel 4 WBZ's This Morning show and a segment on WCVB Channel 5's Chronicle. TGE also built its online presence with a new website (www.tgedevens.com) with searchable inventory pictures and its Facebook page exceeded 2,000 followers.

TGE is now well recognized for its ability to prevent waste and preserve the value of resources. The DEP invited TGE to be a member of two committees brought together to address challenges related to reducing construction and demolition waste and driving reuse of large bulky items. Over the past five years staff members have given presentations at various events focused on waste prevention, including the MassRecycle Campus Collaborative Virtual Fair and DEP's Reuse Showcase and Bulky Items Reuse webinars. They also spoke to a delegation from South Korea, students from Yale University, and the members of nonprofits MassRecycle and RecyclingWorks. Rounding out audiences, staff also hosted a table at DEC's annual Earth Day events where they encouraged kids to create crafts out of repurposed materials.



2025 Annual Report

WASTE PREVENTION

The Great Exchange is a nonprofit program that prevents corporate waste while creating significant cost savings for public and charitable entities by facilitating the reuse of new/like-new institutional surplus furniture, operating supplies, classroom resources and creative items with discounts of 35-70%.



- Repurposed resources worth an estimated \$294,268 from 73 sources.
- Recovered 364 furniture pieces, 828 fixtures, 882 boxes of supplies, over 20 tons.
- Collected items from offices, schools, manufacturers, retailers, corporate movers.
- Joined MA DEP-led initiatives to reduce C+D waste and drive reuse of bulky items.



Thank You To Our Sponsors!



33 Andrews Pkwy, Devens, MA



2025 Annual Report

COMMUNITY IMPACT

The Great Exchange is a nonprofit marketplace with high-quality, rescued resources where organizations can shop for needed items, everyday supplies and unique materials at heavily reduced prices, allowing them to invest more of their funds in their core mission.



- Saved shoppers, donors, donation recipients an estimated \$232,053.
- Benefited 407 entities, in 89 different communities across 4 states.
- Donated more than \$75,000 worth of furniture, medical resources, and facilities supplies to seven nonprofits, including a new hospital being built in Sierra Leone.
- Welcomed volunteers from Main Street Bank, United Way of North Central Mass.



Follow Us Online!

<https://tgedevens.com>

2026



WASTE PREVENTED JANUARY-JUNE

18,952 lbs.

Resources Recovered



31

Sources

892

Furniture/Fixtures



235

Boxes of Supplies

\$153,018

Estimated Value Preserved

2026



COMMUNITY IMPACT JANUARY-JUNE

\$199,585

Savings Provided



194

Organizations Helped

387

Shopping Trips



59

Communities Benefitted

Earth Month is the perfect time to learn more about programs and opportunities that can help your organization strengthen its sustainability and reduce operating costs.



It's hard to believe that The Great Exchange will celebrate its 20th anniversary next year! Our staff is proud of the difference we and our partners make every day. Read our [Annual Report](#) that provides highlights of the program's waste prevention and community impact in 2025.

Curious how The Great Exchange got its start? Check out this 2-minute video to hear Executive Director Dona Neely and Program Manager Amanda Lansing describe how it started and what it has to offer.



Does your operation generate waste that has reuse potential? TGE can help repurpose manufacturing by-products for their intended or creative uses. Pallet-sized corrugated cardboard gaylords? Small plastic or wood parts? Other unique items for STEM activities? Reach out!



Did you know The Great Exchange is hosted by the [Devens Eco-Efficiency Center](#), a 501(c)(3) nonprofit that helps enterprises operate with minimal waste and a shared stewardship of natural, material and capital resources? Our next newsletter will highlight its programs and how your facility can benefit from them.

Upcoming Events



[TGE Special Hours May 2](#)

Shop The Great Exchange **Saturday May 2, 10am-1pm** for our last Saturday hours until October! Please use the rear entrance.

Join us for the Devens/Shirley yard sale from **8am-1pm** in front of the 33 Andrews Building. This is the one day of the year our inventory is open to the general public.

[Check Out Our Inventory >](#)



[Support Bulky Item Reuse](#)

The DEP will host its inaugural meeting of the Bulky Item Reuse Work Group on **Thursday May 7, 10:00am-11:15am**.



Upcoming Events



The DEEC and DEC are currently conducting site visits to local businesses to learn about local green goals and to help with challenges.

Contact donaneely@tgedevens.com or neilangus@devensec.com to share your firm's story.



[Save the Date, Green Team Roundtable: Sustainability Goals, Challenges](#)

Thursday, Sept. 17, 8:00-9:30a
Join colleagues in a conversation about formalizing sustainability goals, building engagement and tackling challenges.

RSVP to dawnbabcock@devensec.com.



[Devens Farmer's Market](#)

Starting 6/16: Every other Tuesday 11:30 – 1:30, corner of Elm and Jackson. Select fresh fruits and veggies from Dick's Market Gardens or pick up a pre-ordered large bag of locally grown produce. Contact bethsudemyer@devensec.com to learn more.

To learn about CSA options contact dmglunenburg@gmail.com or 978-340-5781

Community Partnerships



TGE is seeking cardboard shipping boxes of all sizes, gaylords (large industrial containers) suitable for reuse and manufacturing by-products that have creative potential.

Share leads with amandalansing@tgedevens.com.



Call for Volunteers: The DEC and the Oxbow National Wildlife Refuge are coordinating summer volunteer days. This is a great opportunity to spend team-building time outdoors enhancing nature.

Social Media

- ✓ Continue to grow impact of TGE's Facebook page
 - 🕒 Use analytics tools to understand impact of campaigns
 - ✓ Broaden marketing activities with regular blog posts
 - ✓ Build traffic and interactions on LinkedIn
 - ✓ Post, publicize video that features interviews with TGE staff members and customers
-



Impact in Action



NEWS

TGE Partners with Winchester Public Schools to Preserve Classroom Resources

September 3, 2026

In keeping with The Great Exchange's (TGE) mission to promote community stewardship and prevent waste, TGE recently partnered with Lynch Elementary at Parkhurst School in Winchester, MA, to preserve the...



NEWS

Stretch Your School's Budget: How Fitchburg Educators Saved Big with TGE

July 13, 2026

When Fitchburg Public Schools needed furniture and fixtures for their new summer program, they found an easy way to slash costs by shopping at The Great Exchange (TGE). By purchasing...

[READ MORE →](#)



COMMUNITY

Turning Reuse into STEM Success in Schools

June 18, 2026

Littleton Public School educators recently made their annual excursion to The Great Exchange to shop for materials for their 5th annual District-Wide STEM Challenge. Over 1,200 students from PreK to...

[READ MORE →](#)

Value Delivered

Environmental Metrics	2025	1H 2026
Pounds of material diverted via new recycling programs	0	0
Pounds of material diverted via reuse initiatives	40,561	18,952
GHG emissions avoided from material reuse	59 MTCO2e	33 MTCO2e
Economic Metrics	2025	1H 2026
Number of businesses assisted with sustainability initiatives	1	2
Number of businesses benefiting from educational forums	21	14
Number of organizations achieving savings from TGE	329	194
Savings for TGE shoppers, donors, donation recipients	\$232,053	\$199,585
Value of resources diverted from landfill, incinerator	\$294,668	\$153,018
Social Metrics	2025	1H 2026
Number of educational/networking events DEEC hosted	2	1
Number of sustainability-focused forums DEEC participated in	15	4
Number of shopping trips made to TGE	824	387
Number of nonprofits donated inventory to	7	2

Diversifying, Building Funding Sources

✔ Sponsorships

- ❑ DEC, MassDevelopment, Businesses, shared savings

✔ Grants

- ❑ Databases, update target list, community foundation relations

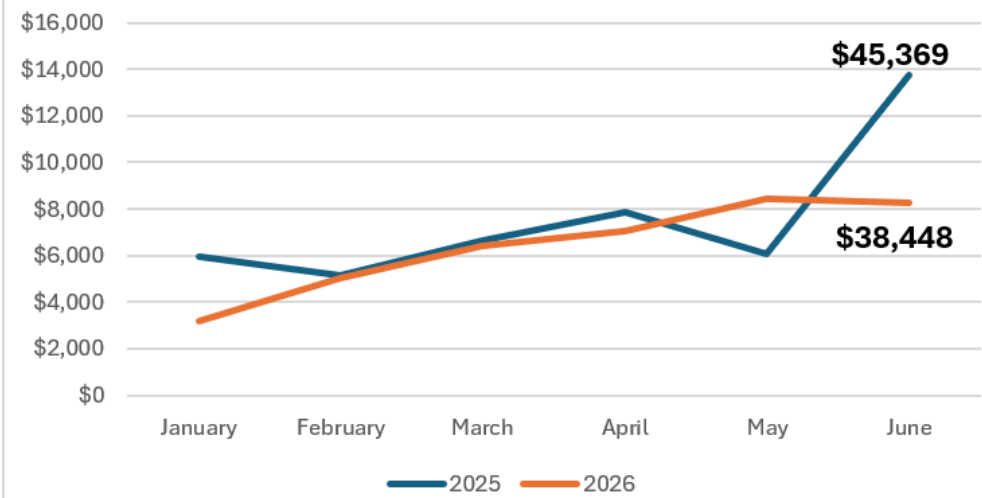
✔ Government Funding

- ❑ DEP Waste Reduction grants, pilot program
-

Increasing Revenue Streams

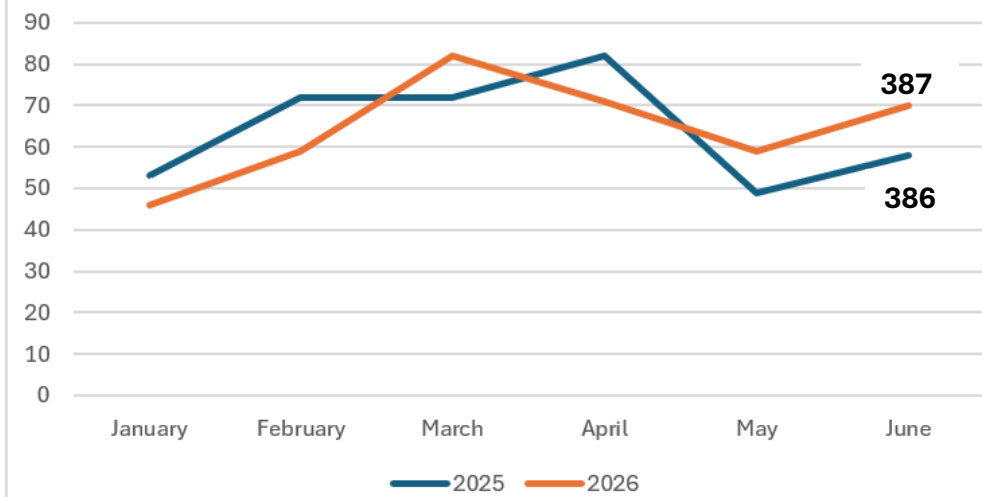
- ⌚ Pass credit card processing fees on to customers
 - ✓ Drive increase in shopping trips with improved marketing
 - Streamline pricing strategies to include standard discounts with scheduled price decreases for furniture
 - ✓ Increase use of eBay and Facebook Marketplace
-

Sales January - June Comparison

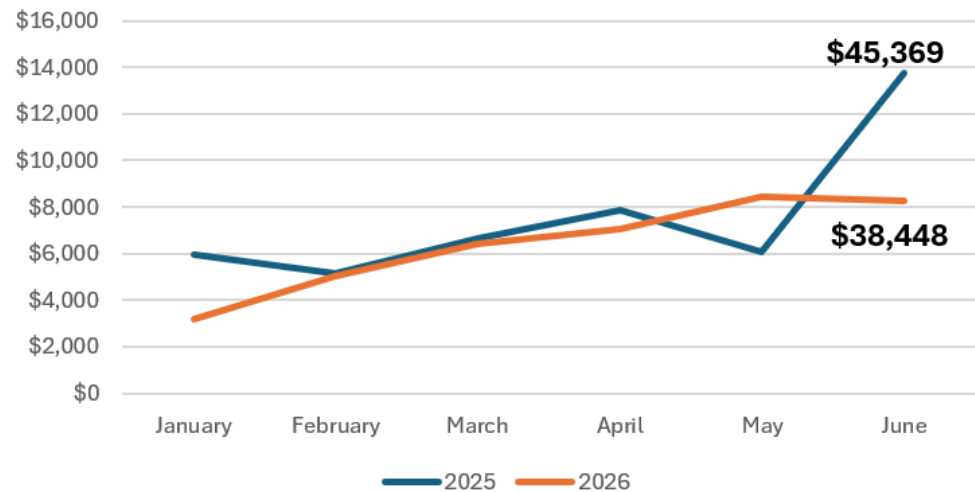


\$56,862

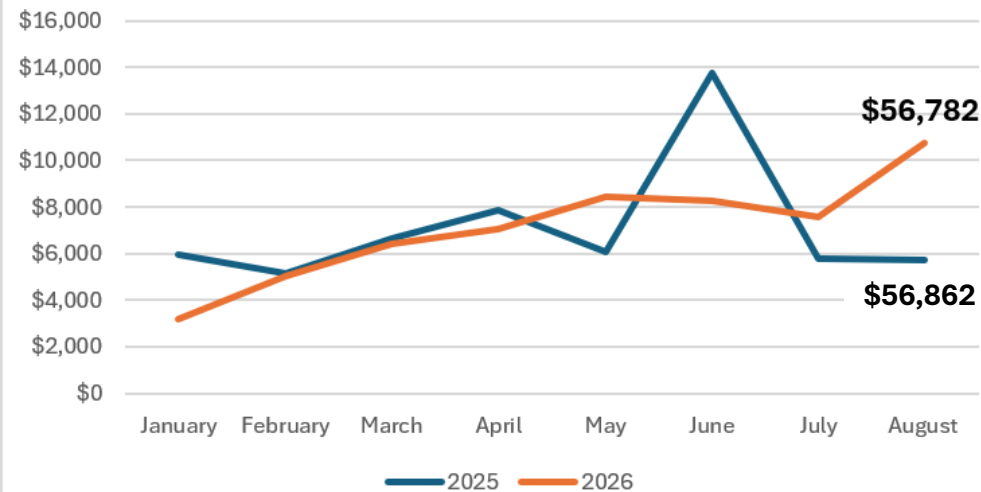
Shopping Trips January - June Comparison



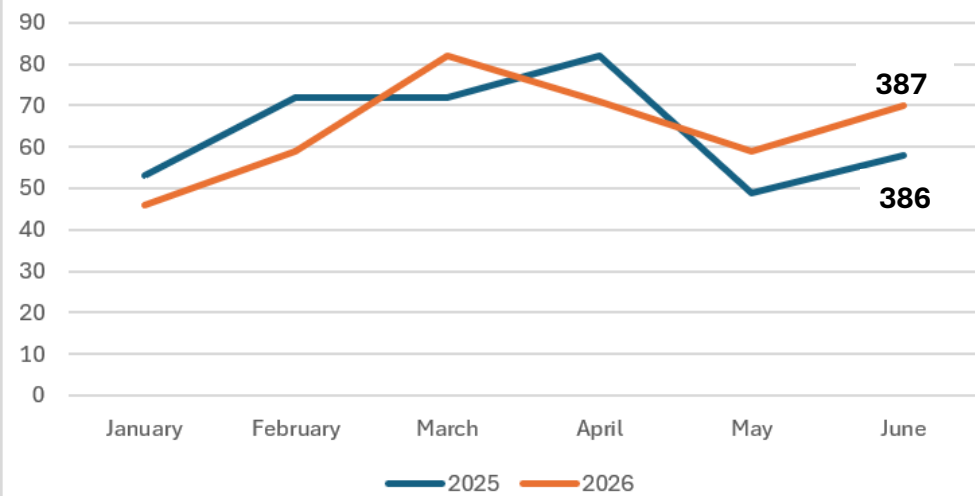
Sales January - June Comparison



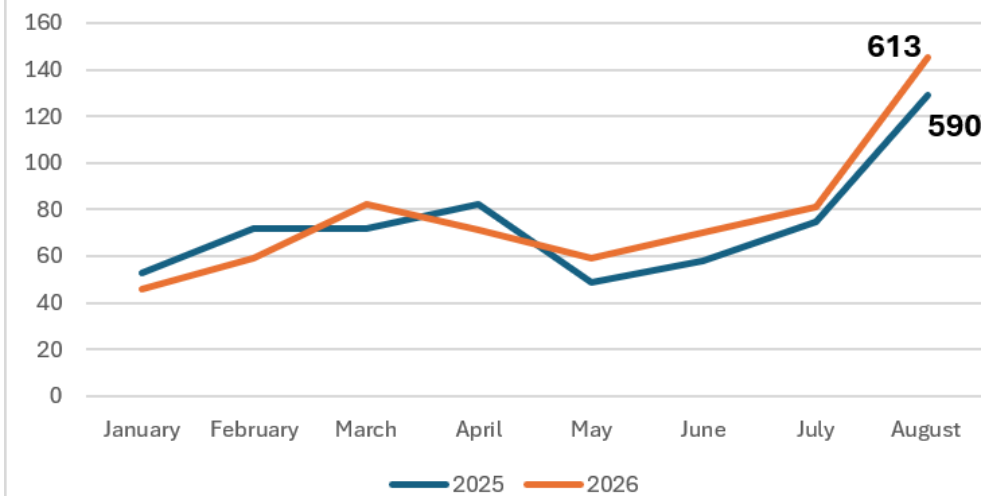
Sales January - August Comparison



Shopping Trips January - June Comparison



Shopping Trips January - August Comparison



Fiscal Forecast

Forecasted Income	2026 Forecast	6 Months 2026	8 Months 2026
DEC Sponsorship	\$150,000	\$150,000	\$150,000
DEC Special	\$ 80,590	\$ 80,590	\$ 80,590
Sponsorships	\$ 8,000	\$ 5,000	\$ 5,000
Grants	\$ 10,000	\$ 0	\$ 0
TGE Revenues	\$ 82,625	\$ 38,448	\$ 56,782
Education, Assistance	\$ 0	\$ 0	\$ 0
Memberships	\$ 0	\$ 0	\$ 0
Total Income	\$331,215	\$274,038	\$292,372

**Questions, comments
welcomed**



***Thank you for your
continued support***
