



GIIRS Ratings provide investors with rigorous, comprehensive, and comparable ratings of a company's social and environmental impact

Company Description

Ecotrust Forest Management is a private forestland investment management organization that was formed in 2004 to pioneer an integrative approach to forestland investing that generates long term value for both investors and society.

Our Mission

Our mission is to transform forestland management in the region via a management approach that generates competitive financial returns for investors, facilitates positive environmental outcomes and supports job creation in rural communities.

Company Profile Information

Company	Ecotrust Forest Management
Market	Developed
Sector	Service
Revenue Range	Not Disclosed
Size by employees	1-9
GIIRS Rating Date	02/22/2016
Validation Status	Reviewed Rating
Year	2016

Impact Business Models (IBM) Rating

PLATINUM

The Impact Business Model Rating recognizes business models that are specifically designed to solve social or environmental problems through company products or services, target customers, value chain, ownership, or operations.

Impact Operations Rating



The Impact Operations Rating evaluates the impact of the business in how it operates. This is sometimes referred to as ESG or Environmental, Social, and Governance practices.

Overall Rating Summary

	IBM Rating	Operations Rating
	PLATINUM	★★★★★
Customers	N/A	
Community	PLATINUM	★★★★★
Environment	PLATINUM	★★★
Workers	N/A	★★★★★
Governance	GOLD	★★★★★

Overall Score

152

A company's overall score and GIIRS Rating are representations of their performance on the B Impact Assessment. For more details on the company's score, see B Impact Report on page 3.

Company is a Certified B Corporation? ☐ yes

Companies that earn an overall score of at least 80 on the assessment are eligible to become a Certified B Corp.

Learn more at www.bcorporation.net



Company

Ecotrust Forest Management

GIIRS Ratings provide investors with rigorous, comprehensive, and comparable ratings of a company's social and environmental impact

Overall Impact Business Models Medal

PLATINUM

Why did the company earn this Impact Models Rating?

EFM uses FSC principles in the management of forested land. The company also works with small scale suppliers and is majority-owned by a non-profit organization.

Impact Business Models Earned

Impact Area	Impact Business Model
Community	Supply Chain - Community Practices
	Charitable Giving - Community Practices
Environment	Land/wildlife conservation - Environmental Products & Services
Governance	Mission-Lock Governance Structure

The Overall IBM Medal represents the sum of points earned based on the company's business models. Most businesses will have no IBM points, so any medal achieved in this section is indicative of exemplary performance. Note that a company can achieve a high overall medal either through strong performance on one or multiple business models.

Impact Area Descriptions

Metrics in the B Impact Assessment are divided into the five impact areas below. The weight given to a particular impact area in the company's overall score depends on the company's market, sector, size and business model. It is possible to attain a high score without needing to excel in all areas.

**Community**

These questions cover the company's impact on external community stakeholders, including suppliers, distributors, the local economy and community, as well as the company's diversity, job creation, civic engagement and charitable giving practices and performance

**Customers**

Questions tailored for a company which has made creating a product or service that generates positive impact on its customers core to its business.

**Environment**

This Impact Area focuses on indirect and direct environmental impact of the company and its operations. It covers both practices employed to reduce environmental harm as well as to generate positive impact on ecosystems

**Workers**

This Impact Area focuses on how the company treats its workers through its compensation practices, benefits, training, worker ownership, and work environment.

**Governance**

This Impact Area focuses on issues related to a company's mission, stakeholder engagement, governance structure, controls, and overall transparency.



Company

Ecotrust Forest Management

GIIRS Ratings provide investors with rigorous, comprehensive, and comparable ratings of a company's social and environmental impact

B Impact Report

A company's overall score and GIIRS Rating are representations of their performance on the same set of standards, the B Impact Assessment. Below is the breakdown of the company's overall score based on its responses to the Assessment. Note: In some cases the goal scores may not add up exactly to the overall score. The difference is a result of how the B Impact Assessment distributes not applicable questions in scoring.

	Company Score	Market Benchmark (Median)
Overall Score	152	91

B Impact Report: Operations

	Market	Developed	
Impact Area	Goal	Score	Market Benchmark (Median)
Community	Suppliers & Distributors	7.5	2.7
	Local Involvement	14.0	5.1
	Diversity	8.1	3.0
	Job Creation	1.6	1.8
	Civic Engagement & Giving	7.3	4.0
	Sum	38.5	16.6
Environment	Land, Office, Plant	9.0	3.2
	Inputs	3.8	1.8
	Outputs	1.1	1.1
	Transportation, Distribution & Suppliers	0.0	2.6
	Sum	13.9	8.7
Governance	Mission & Engagement	3.1	1.0
	Governance	3.8	1.2
	Anti-Corruption	0.0	1.1
	Transparency	4.0	2.4
	Sum	10.9	5.7
Workers	Compensation & Wages	6.0	4.6
	Worker Benefits	11.6	4.3
	Training & Education	0.0	0.8
	Worker Ownership	1.3	2.7
	Management & Worker Communication	6.8	2.6
	Human Rights & Labor Policy	0.0	0.3
	Job Flexibility/Corporate Culture	0.0	1.4
	Occupational Health & Safety	0.0	0.8
	Sum	25.7	17.5

B Impact Report: Impact Business Models

	Market	Developed
Impact Area	Goal	Score
Community	Supply Chain - Community Practices	1.1
	Charitable Giving - Community Practices	25.9
Environment	Land/wildlife conservation - Environmental Products & Services	28.6
Governance	Mission-Lock Governance Structure	7.5

Disclosure Questionnaire

As part of the GIIRS rating process, the company filled out a disclosure questionnaire regarding fines, litigation, and issues typically covered in a negative screen. To learn more about that process, click here. The company did not indicate it had any disclosure items on the questionnaire. To view the company's responses to each disclosure item, please log in to B Analytics.

GIIRS Ratings are the gold standard for impact measurement in impact investing. They are rigorous, comprehensive, and comparable ratings of a company or a fund's social and environmental impact.

Methodology

The GIIRS Rating is powered by the B Impact Assessment. It measures the overall impact of a business on all of its stakeholders.

The B Impact Assessment has been accessed by over: **40,000** users in **57** countries in **176** industries.

B Impact Assessment Structure

Impact Business Models

Specific models designed to create social and/or environmental impact through a company's products or services, target customers, value chain, ownership or operations.

Operations

Impactful practices, policies and achievements related to a company's:

- Governance structure
- Workers
- Community
- Environmental footprint

Disclosure Questionnaire

Unweighted disclosures to investors of potentially sensitive issues

Each company receives an overall score and two ratings; one for its impact models and one for its operations.

What is an Impact Model Rating?

The Impact Model Rating recognizes business models that are specifically designed to solve social or environmental problems through company products or services, target customers, value chain, ownership, or operations.

Models Rating	Overall	Community	Environment	Workers	Governance	Customers
BRONZE	0 to 22.8	0 to 10.7	0 to 11.3	0 to 10.4	0 to 2.5	0 to 14.3
SILVER	22.9 to 33.9	10.8 to 19.9	11.4 to 15	10.5 to 23	2.6 to 6.3	14.4 to 27.8
GOLD	34 to 48.2	20 to 28.8	15.1 to 26.7	23.1 to 28.1	6.4 to 7.5	27.9 to 43.4
PLATINUM	49+	28.9+	26.8+	28.2+	7.6+	43.5+

What is an Impact Operations Rating?

The Impact Operations Rating evaluates the impact of the business in how it operates. This is sometimes referred to "ESG" (or Environmental, Social and Governance) practices.

Operations Rating	Overall Score	By Impact Area	Community	Environment	Workers	Governance
Rated	0 to 57.7	★	0 to 15.5	0 to 5.8	0 to 18.1	0 to 5
		★★	15.6 to 19.6	5.9 to 8.2	18.2 to 22.1	5.1 to 6.5
★★★★	57.8 to 64.6	★★★★	19.7 to 23.4	8.3 to 11	22.2 to 25.6	6.6 to 8
★★★★★	64.7 to 72.8	★★★★★	23.5 to 28.4	11.1 to 14.8	25.7 to 29.5	8.1 to 10
★★★★★★	73+	★★★★★★	28.5+	14.9+	29.6+	10+