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## Sample print advertisement

### Selling Logs from Your Property



**March 11–12, Auburn, WA**

**Topics include:**

- Getting fair value for your logs
- Inventory and appraisal
- Excise taxes and current use taxation
- Portable sawmilling
- Types of sales
- Minimizing liability
- Selecting a logger
- Product mixes
- Cost share assistance

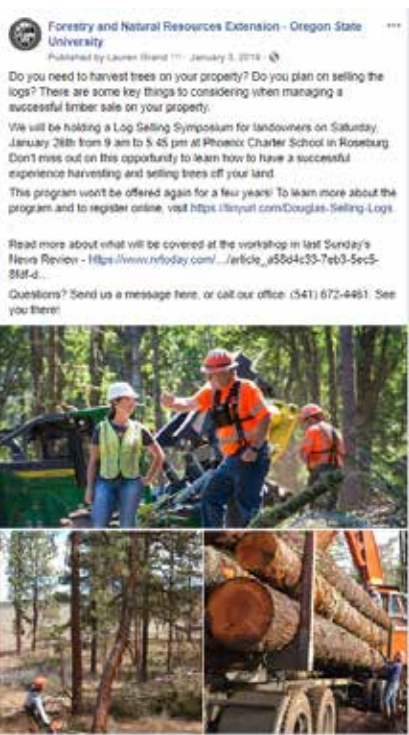
**Cost:** \$23/person or \$33/couple before March 3 (\$30/\$40 thereafter)

**What's included**

- Classroom sessions and panel discussions
- Field trip (transportation provided)
- Dinner on Friday and lunch on Saturday

**Information and registration:** 206 263 1128 or [kelsey.ketcheson@wsu.edu](mailto:kelsey.ketcheson@wsu.edu)  
[forestry.wsu.edu/nps/events/timbersymposium/](http://forestry.wsu.edu/nps/events/timbersymposium/)

## Facebook post




**Forestry**  
 WASHINGTON STATE UNIVERSITY  
 EXTENSION



**WESTERN  
 EXTENSION  
 RISK MANAGEMENT  
 EDUCATION**  
 United States  
 Department  
 of Agriculture    National Institute  
 of Food  
 and Agriculture

Extension programs and employment are available to all without discrimination. Evidence of noncompliance may be reported through your local Extension office.

**Selling Logs From Your Property**

**REGISTRATION FORM**

Please return registration form along with a check  
(payable to **OSU Extension**) to:

OSU Extension Forestry  
200 Warner Milline Rd, Oregon City, OR 97045

Name(s): \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_  
State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_  
E-mail: \_\_\_\_\_

How many acres of forest do you own: \_\_\_\_\_  
Would you like to receive our email newsletter? Y / N  
May we send you a follow-up survey after the class? Y / N

**COST**  
\$40/person before Oct. 15, 2018 Total: \$ \_\_\_\_\_  
\$50/person Oct. 15-26, 2018 Total: \$ \_\_\_\_\_

Cancellations must be received by Friday, Oct. 19, to be eligible for a refund.  
Accommodation requests related to a disability should be made two weeks prior to the event to Jean Bremer at 503-655-8631 or email [jean.bremer@oregonstate.edu](mailto:jean.bremer@oregonstate.edu)  
Oregon State University Extension Service prohibits discrimination in all its programs, services, activities, and materials on the basis of race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, familial/parental status, income derived from a public assistance program, political beliefs, genetic information, veteran's status, reprisal or retaliation for prior civil rights activity.

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OREGON STATE UNIVERSITY  
LANE COUNTY EXTENSION SERVICE  
996 JEFFERSON STREET  
EUGENE, OR 97402-5225



**Selling Logs From  
Your Property**

*An educational symposium  
for landowners*

**November 2-3, 2018  
Oregon City, OR**



**Oregon State  
University**



### **Selling logs is one of the most important decisions you face as a landowner.**

Landowners log their property for a number of reasons. For some, it's the culmination of decades of planning to produce a valuable crop. For others it might be the liquidation of an asset to meet a sudden financial need. Still others might be undertaking a thinning operation to improve forest health and habitat.

### **Logging is a high-stakes endeavor**

... with consequences that can last decades. This is not a time to cut corners! Timber is a valuable financial asset — YOUR asset — that took decades to produce. Don't lose out by not getting a fair deal for your logs. Don't expose yourself to unnecessary liability or be left "on the hook" for someone else's mistake. Make sure your property looks how you want it to when the job is done, and don't risk unnecessary damage to your property that could take decades to restore.

### **Speakers will include:**

Consulting foresters, experienced landowners, log buyers, loggers and representatives from the OSU Extension Service and the Oregon Department of Forestry.

### **Symposium Information**

#### **WHEN:**

5:00 - 8:30 PM Friday, Nov. 2, and  
9:00 AM - 5:30 PM Saturday, Nov. 3 (*Doors open 30 minutes prior to start time each day*)

#### **WHERE:**

Hopkins Demonstration Forest  
16750 S. Brockway Road,  
Oregon City, OR

#### **COST: (includes Friday dinner, Saturday lunch, and field trip transportation)**

\$40/person before Oct. 15, 2018  
\$50/person Oct. 15, 2017 through  
Oct. 26, 2018

#### **REGISTRATION REQUIRED**

- Registration closes on Oct. 26 – walk-in registrations will NOT be accepted
- **Register online with a credit card at** <https://tinyurl.com/sellinglogsymposium>
- Complete the form on the back and mail with a check made out to OSU Extension
- Call 503-655-8631 or email [jean.bremer@oregonstate.edu](mailto:jean.bremer@oregonstate.edu)



#### **Topics will include:**

- Types of sales and other fundamentals
- Getting fair value for your logs
- What a consulting forester can offer you
- Minimizing your liability
- Notifications and harvest regulations
- How to select a logger
- Road access and operational logistics
- Inventory and product mixes
- Harvest taxes and contracts
- What log buyers look for
- Portable sawmilling
- Log scaling

#### **Field trip includes:**

Log scaling demonstration, portable sawmill demonstration and tour of the Hopkins Demonstration Forest to see examples of harvesting, reforestation and postharvest conditions.

#### **Overnight Accommodations:**

Options include RV parking at Hopkins Demonstration Forest, RV parks nearby, or hotels in the area. For more information contact [glenn.ahrens@oregonstate.edu](mailto:glenn.ahrens@oregonstate.edu) or 503-655-8631.

#### **Program Sponsors:**

This program is made possible by a **USDA Renewable Resources Extension Act Capacity Grant** along with support from the Oregon Small Woodlands Association





# Participant confirmation letter

Thank you for registering for ***Selling Logs from Your Property: An Educational Symposium for Landowners***, on <date> at <location>. We are looking forward to seeing you!

Here are some additional details to help you get the most out of the workshop:

## PRE-WORKSHOP QUESTIONNAIRE

Please fill out this short, 5-minute survey. (See example, page 83.) <If possible, ask these questions via an online registration system.> Please let us know in advance if you have any dietary restrictions (event menu below). This questionnaire will give us some information about your experience with selling logs and what topics we should focus on. Help us make sure that the topics you are interested in learning about get showcased.

Please click here <hyperlink to online survey> to take the questionnaire. If you do not take it before the event, you will be asked to take it at the event.

## LOCATION

Everett Hall, Hopkins Demonstration Forest, 16750 S. Brockway Road, Oregon City, OR 97045

View it on a map: <https://goo.gl/maps/qXTcQzNhTLn>

Once you enter Hopkins Demonstration Forest, follow signs to the Selling Logs Workshop.

## SCHEDULE

### Friday, Nov. 2

- Doors open and dinner is served at 5 p.m.
- Program runs 5:30—8:30 p.m.

### Saturday, Nov. 3

- Doors open at 8:30 a.m.
- Program begins at 9 a.m.
- Field trip begins at 2:15 p.m.
- Program dismissed at 5:30 p.m.

## MEALS AND REFRESHMENTS

Coffee, tea and water will be available throughout the event. Light snacks will also be provided for Saturday morning and during the field trip.

### Friday dinner menu

- Baked lasagna: homemade pasta noodles (eggs, flour, oil, salt) layered with a slow-simmered red sauce made with ground beef; mozzarella, ricotta and Parmesan cheeses; baked until golden.
- Baked lasagna (vegetarian-friendly): homemade pasta noodles (eggs, flour, oil, salt) layered with a slow-simmered, meat-free red sauce; mozzarella, ricotta and Parmesan cheeses; baked until golden.
- Italian bread: homemade bread (flour, yeast, sea salt, sugar) formed into braids. Served with butter and homemade jam.
- Fall salad bowl: mixed greens tossed with cherry tomatoes, orange slices and black olives. Served with sunflower seeds. Vinegar and oil dressing on the side.
- Homemade apple pie: A double crust pie (flour, butter, salt) filled with apples and seasoned with cinnamon, nutmeg and brown sugar.
- Fresh fruit plate: assorted grapes and orange slices.
- Coffee and bottled water.

### Saturday lunch

- Homemade chili: ground beef cooked with sweet onions, peppers, tomatoes, garlic, and kidney beans. Seasoned with lime juice, cumin, sea salt, chili powder and cilantro. Served with shredded cheese and sour cream.

- Homemade chili (vegetarian): sweet onions, peppers, tomatoes, garlic and kidney beans. Seasoned with lime juice, cumin, sea salt, chili powder and cilantro. Served with shredded cheese and sour cream.
- Homemade cornbread muffins: cornmeal, eggs, milk, brown sugar, salt and soda. Served with honey and butter.
- Double chocolate Biscotti: traditional Italian twice-baked cookies made with unbleached flour, eggs, butter, baking cocoa and baking chips. Finished with a drizzle of melted chocolate.
- Fresh fruit, including clementines and apples.
- Coffee, bottled water, assorted sodas.

### **SUGGESTED ITEMS TO BRING**

- Bring your questions about selling logs from your property.
- Pen and paper to take notes with.
- Please dress for the field on Saturday, with sun and rain protection and appropriate footwear for walking in the woods. We will walk short distances on uneven terrain to get to and from our field sites.
- Water bottle or travel mug.
- Camera.
- Any medications you may need. Bees are on their way out, but not completely to rest. If you are allergic, please bring your EpiPen for the field trip.

Questions? Contact Lauren Grand, Forestry and Natural Resources Extension agent serving Lane County OR Jean Bremer, OSU Extension, Clackamas County. If you need special accommodations, contact Jean at [jean.bremer@oregonstate.edu](mailto:jean.bremer@oregonstate.edu) or 503-655-8631 at the Clackamas Extension office.

There is no refund for this program after Oct. 26, 2018. Please contact Jean at [jean.bremer@oregonstate.edu](mailto:jean.bremer@oregonstate.edu) if you need a refund prior to that date.

Oregon State University Extension Service offers educational programs, activities and materials without discrimination based on age, color, disability, familial or parental status, gender identity or expression, genetic information, marital status, national origin, political beliefs, race, religion, reprisal, sex, sexual orientation, veteran's status, or because all or a part of an individual's income is derived from any public assistance program. Oregon State University Extension Service is an AA/EOE/Veterans/Disabled.

# Pre-workshop survey

How many acres do you own? \_\_\_\_\_

Have you sold logs from your property before?  Yes  No

If yes, did you use the services of a consulting forester?  Yes  No

When are you planning your next log sale?

- Within the next year       In 1-5 years       In 6-10 years       11 years or later  
 I'm not sure if I want to sell my logs

Are you planning to use a forestry consultant for your next log sale?  Yes  No

Many properties in Oregon are passed down through the generations. How long has your family owned the property you have come here to learn about?

- We just bought it (less than one year)  
 1-5 years  
 6-10 years  
 11-20 years  
 21-50 years  
 51-100 years  
 Over 100 years

On a scale of 1 (poor) to 5 (excellent), please rate your current level of knowledge of the following topics that will be covered at the symposium.

LEVEL OF KNOWLEDGE	POOR	FAIR	GOOD	VERY GOOD	EXCELLENT
Steps to take to sell logs	1	2	3	4	5
Marketing your logs	1	2	3	4	5
Roads and access	1	2	3	4	5
Why and how to hire a forestry consultant	1	2	3	4	5
Forest operation notifications	1	2	3	4	5
Fire and selling logs	1	2	3	4	5
What log buyers are looking for	1	2	3	4	5
How to hire a logger	1	2	3	4	5
Portable sawmilling	1	2	3	4	5
Log scaling	1	2	3	4	5
Operator contracts	1	2	3	4	5
Forest income taxes	1	2	3	4	5

Are there any specific questions you'd like us to cover?

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# Exhibitor confirmation letter

Thank you for agreeing to represent your organization at OSU Extension forestry’s upcoming program, ***Selling Logs from Your Property: An Educational Symposium for Small Woodland Owners.***

We’re looking forward to a great program and are pleased that you’re part of the team. Below are all of the details you will need to prepare. Do not hesitate to contact me if you have any questions, concerns or requests regarding the symposium.

**If you haven’t already, please fill out the attached form and return to me no later than Oct. 29.** There is a lot of information below, and this form will help us ensure that you have everything you need for the symposium.

## LOCATION

Hopkins Demonstration Forest, 16750 S. Brockway Road, Oregon City, OR 97045

View it on a map: <https://goo.gl/maps/qXTcQzNhTLn>

## BOOTH SETUP

**Exhibit booths are limited to Saturday, Nov. 3.** Booth setup will begin at 7:30 a.m. When you arrive, follow the signs to the logging symposium. You may temporarily park in front of the building to load and unload your materials, but please park in the parking lot for the duration of the event. Doors to the event will open at 8:30 a.m., and this is a great time for people to walk around and chat with you while they are waiting for the presentations to begin at 9 a.m. Please have your booth set up by 8:30 a.m.

**We encourage you to stay for the event and enjoy the presentations, meals and refreshments provided.**

## BOOTH TAKE-DOWN

The field trip begins at 2:15 p.m., and you are welcome to take down your booth at that time. You are also welcome to join us on the field trip and take down your booth at 5:30 p.m. Please be sure to pick up around your booth and return any items that you may have borrowed.

## PRESENTATION SCHEDULE

Below are the estimated time allotments for each portion of the symposium. Please make note of the breaks in the schedule and make yourself available to chat with participants about your organization during those times.

### FRIDAY EVENING, NOV. 2

*You don't need your booth this day, but are welcome to join us if you like.*

Start time	Topic	Speaker
5 p.m.	Doors open and dinner served	
5:30 p.m.	Welcome	OSU Extension staff
5:40 p.m.	Timber sale fundamentals	
7 p.m.	Break	
7:15 p.m.	Inventory and marketing your timber	
7:45 p.m.	Experienced landowner panel	
8:30 p.m.	Goodnight	

### SATURDAY, NOV. 3

Start time	Topic	Speaker
7:30 a.m.	Booth setup begins	
8:30 a.m.	Setup ends; doors open	
8:50 a.m.	Welcome	OSU Extension staff
9 a.m.	Consulting forester panel	
9:45 a.m.	Forest Practices Act and FERNS notification system	
10:15 a.m.	Taxes and contracts	
11:15 a.m.	Break	
11:30 a.m.	Log buyer panel	
12:30 p.m.	Lunch	

1:15 p.m.      Logger panel  
2:15 p.m.      Field trip: log scaling  
                  Field trip: portable sawmills  
                  Field trip: logging and postharvest site conditions  
5:15 p.m.      Wrap-up  
5:30 p.m.      Adjourn

**We are excited to have you join us on Saturday, Nov. 3, for Selling Logs From Your Property at Hopkins Demonstration Forest!**

**Please print and save this letter for future reference.** In the meantime, please contact me if you have any questions or concerns.

Thank you for exhibiting at our program!

## Selling Logs from Your Property exhibitor registration

*Please fill out this form completely and return along with your photo, bio and presentation no later than <date> to <name> at <email address>.*

### CONTACT INFORMATION

Name:

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Company/organization affiliation and position title:

---

Email:

---

Office phone:

Cell phone:

---

City:

Zip:

---

Please indicate if you would like a meat or vegetarian option for lunch:     Meat     Vegetarian

We will provide you with a table and chairs to use for your display. Is there anything else you require? Power?

Additional tables?     No     Yes    *Please describe*

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How much of the symposium will you be attending?

Friday evening     Saturday morning     Field trip on Saturday afternoon

*Thank you! We look forward to having you as an exhibitor.*



# Speaker confirmation letter

Thank you for agreeing to speak at OSU Extension Forestry's upcoming program, ***Selling Logs from Your Property: An Educational Symposium for Small Woodland Owners***.

We're looking forward to a great program and are pleased that you're part of the team. Below are all of the details you will need to prepare. **If you haven't already, please fill out the attached form and return to me no later than Oct. 29.** There is a lot of information below, and this form will help us ensure that you have everything you need.

## LOCATION

Hopkins Demonstration Forest, 16750 S. Brockway Road, Oregon City, OR 97045

View it on a map: <https://goo.gl/maps/qXTcQzNhTLn>

## PRESENTATION

We will be offering copies of your presentations to the participants so they can take notes. In an attempt to avoid technical difficulties the day of the event, we ask that you **send us a copy of your presentation as early as possible, but no later than Tuesday, Oct. 30.** This will allow us to preload it to the computers and print hard copies for participants. We also suggest bringing a backup copy on a flash drive or emailing it to yourself in advance.

## PRESENTATION SCHEDULE

Below are the estimated time allotments for each portion of the symposium. Please note the time of your presentation and **arrive a minimum of 30 minutes prior** to your allotted time. This allows for fluctuations in the schedule and ensures that your presentation is ready to start on time.

### FRIDAY EVENING, NOV. 2

Start time	Topic	Speaker
5 p.m.	Doors open and dinner served	
5:30 p.m.	Welcome	OSU Extension staff
5:40 p.m.	Timber sale fundamentals	
7 p.m.	Break	
7:15 p.m.	Inventory and marketing your timber	
7:45 p.m.	Experienced landowner panel	
8:30 p.m.	Goodnight	

### SATURDAY, NOV. 3

Start time	Topic	Speaker
8:30 a.m.	Doors open	
8:50 a.m.	Welcome	OSU Extension staff
9 a.m.	Consulting forester panel	
9:45 a.m.	Forest Practices Act and FERNS notification system	
10:15 a.m.	Taxes and contracts	
11:15 a.m.	Break	
11:30 a.m.	Log buyer panel	
12:30 p.m.	Lunch	
1:15 p.m.	Logger panel	
2:15 p.m.	Field trip: log scaling	
	Field trip: portable sawmills	
	Field trip: logging and postharvest site conditions	
5:15 p.m.	Wrap-up	
5:30 p.m.	Adjourn	

## PRESENTATION TIPS

A slide presentation such as a PowerPoint is a great visual resource to help guide people through sections of your talk. However, there are a few mistakes people commonly make when developing PowerPoint presentations. Here are a few to avoid:

- Too many words on your slide: Using fewer words and more pictures increases the audience's ability to follow along with your talk. If you think you have a slide that will have a lot of words on it, consider making it into a handout. We are happy to make copies of it for you before the seminar.
- Using small type: Even on the big screen, it is difficult to see font sizes smaller than size 18. Please use larger fonts.
- Inaccessible color combinations: Color blindness affects people's ability to distinguish red, green or blue light. To avoid any confusion, use dark colors, or varying shapes and textures to highlight something important on your slide. Try to avoid the following color combinations:
  - Green and red
  - Green and brown
  - Blue and purple
  - Green and blue
  - Light green and yellow
  - Blue and grey
  - Green and grey
  - Green and black

Are you new to using PowerPoint or slideshows? If you have pictures you would like to show during your presentation but don't know how to insert them, feel free to send them to me and I will put them together into a slideshow for you. If you are more experienced but would still like some input, I'm happy to look over your presentation and offer some suggestions.

We are excited to have you join us for on Friday, Nov. 2, and/or Saturday, Nov. 3, for the Selling Logs from Your Property workshop at Hopkins Demonstration Forest!

Please save and print this letter for future reference. I will send out an additional event reminder via email one week before the event. In the meantime, if you have any questions or concerns please contact me.

Thank you for presenting at our program!

# Presentation descriptions

Email speakers these descriptions along with the speaker presentation confirmation letter and registration form.

Please take a moment to read over these descriptions of the presentations offered at Selling Logs from Your Property. If you would like to make any additions or changes to your presentation description, please make note of that in the attached speaker registration form. After reviewing your presentation description, take a moment to glance over the other speakers' topics. If you are concerned that your presentation's content may overlap another speaker's, please contact me for clarification.

## **Timber sale fundamentals**

This presentation will provide an overview of the steps involved in a timber sale, the importance of outlining goals and objectives, considerations in hiring a logging contractor, where to find a log buyer, roads and access to your trees, and types of sales to consider (stumpage, etc.).

## **Inventory and marketing your timber**

This presentation will cover the importance of performing a forest inventory, tips for understanding the market and market timing, how to identify what products you have, and who the potential buyers are (mill, brokers, loggers).

## **Experienced landowner panel**

This panel will answer questions from the audience, covering items such as experience in planning, setting up, and completing a timber sale; tips to share; and lessons learned.

## **What can a consulting forester do for you?**

This panel will take questions from the audience covering items such as the role of a consulting forester, what benefits a consulting forester can offer and how consulting foresters work with the other players involved in timber harvest.

## **The Forest Practices Act and fire considerations during the operation**

Landowners are required to notify the state forester if they plan to harvest trees or use power driven machinery on their property. This presentation explains what your responsibilities are as a landowner to follow the Forest Practices Act. We'll cover stream protection, maintaining your roads, reforestation, and protecting threatened and endangered species as they relate to selling your trees. This presentation will also cover what you need to know about the fire protection laws as they relate to harvesting — including when operations should cease — and how to reduce your fire risk after the harvest.

## **Finding and working with a log buyer: what log buyers look for in Douglas-fir, hemlock-fir, cedar, hardwoods and poles**

This panel will take questions from the audience covering items such as the role of the log buyer during a timber sale, how to find the right log buyer, purchase orders and bidding. Log buyers representing each product or species can discuss what features they look for in standing trees and the dimensions of lumber they purchase.

## **Finding the right logger for you**

This panel will take questions from the audience covering items such as tools and tips for finding the right logger for you, questions you should ask, contract components and identifying logger credentials.

## **Harvest taxes and contracts**

This presentation will cover some of the essential items that should be included in contracts with your service providers. We'll also discuss the types of forest taxes a landowner might pay after a timber harvest.

## **Scaling**

This presentation will allow participants to learn about why logs are scaled and what type of lumber defects might cause deductions in the length or diameter of logs at the mill.

## **Is portable sawmilling for you?**

This field-based presentation will provide participants with an understanding of the benefits of portable sawmilling, appropriate log choices for a portable mill and what products can be made using a portable mill. This presentation will end with a portable sawmill demonstration.

# Selling Logs from Your Property speaker registration

Please fill out this form completely and return along with your photo, bio and presentation no later than <date> to <name> at <email address>.

## CONTACT INFORMATION

Name:

---

Company/organization affiliation and position title:

---

Email:

---

Office phone:

Cell phone:

---

City:

Zip:

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Please indicate if you would like a meat or vegetarian option for lunch:  Meat  Vegetarian

Photo: Please email a head shot of yourself to <email address>

Bio: Please write a short (two- to four-sentence) autobiography, including relevant professional and personal experience.

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## PRESENTATION INFORMATION

Presentation title:

---

Does the presentation description provided in the email accurately describe your talk?  Yes  No  
If not, what would you like it to say?

---

Will you be using a PowerPoint presentation?  Yes  No

If yes, do you need help putting pictures into a slideshow or developing your presentation? If yes, please include all photos/material in your reply email with this form.  Yes  No

Are there any handouts that you'd like for us to print and distribute for you?  Yes  No  
If yes, please send them to <name> by <date>.

How much of the symposium will you be attending?

All day  Part of the day  I will only be attending for my presentation

*Thank you for speaking! Don't forget to send your photo, bio and presentation by <date>. On <date> I will send you an email reminder about the event. If you have any questions, don't hesitate to contact <name> at <phone number> or <email address>.*

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# Panelist confirmation letter

Thank you for agreeing to speak at OSU Extension Forestry's upcoming program, ***Selling Logs from Your Property: An Educational Symposium for Small Woodland Owners.***

We're looking forward to a great program and are pleased that you're part of the team. Below are all of the details you will need to prepare. **If you haven't already, please fill out the attached form and return it no later than Oct. 29.** There is a lot of information below, and this form will help us ensure that you have everything you need.

## LOCATION

Hopkins Demonstration Forest, 16750 S. Brockway Road, Oregon City, OR 97045

View it on a map: <https://goo.gl/maps/qXTcQzNhTLn>

## HANDOUTS

If you would like to provide any handouts to the group, we will be happy to print them for you. Please **send us a copy of your handouts as early as possible, but no later than Tuesday, Oct. 30.** This will allow us to print hard copies and put them in folders for the participants.

## SCHEDULE

Below are the estimated time allotments for each portion of the symposium. Please note the time of your panel and **arrive a minimum of 30 minutes prior** to your allotted time. This allows for fluctuations in the schedule and ensures that you are able to meet with your fellow panelists beforehand. This will help ensure a smooth discussion in front of the audience.

### FRIDAY EVENING, NOV. 2

Start time	Topic	Speaker
5 p.m.	Doors open and dinner served	
5:30 p.m.	Welcome	OSU Extension staff
5:40 p.m.	Timber sale fundamentals	
7 p.m.	Break	
7:15 p.m.	Inventory and marketing your timber	
7:45 p.m.	Experienced landowner panel	
8:30 p.m.	Goodnight	

### SATURDAY, NOV. 3

Start time	Topic	Speaker(s)
8:30 a.m.	Doors open	
8:50 a.m.	Welcome	OSU Extension staff
9 a.m.	Consulting forester panel	
9:45 a.m.	Forest Practices Act and FERNS notification system	
10:15 a.m.	Taxes and contracts	
11:15 a.m.	Break	
11:30 a.m.	Log buyer panel	
12:30 p.m.	Lunch	
1:15 p.m.	Logger panel	
2:15 p.m.	Field trip: log scaling	
	Field trip: portable sawmills	
	Field trip: logging and postharvest site conditions	
5:15 p.m.	Wrap-up	
5:30 p.m.	Adjourn	

**Please save and print this letter for future reference.** I will send out an additional event reminder via email one week before the event. In the meantime, if you have any questions or concerns, please contact <event organizer>.

Thank you for speaking at our program!

# Selling Logs from Your Property panelist registration

Please fill out this form completely and return along with your photo, bio and presentation no later than <date> to <name> at <email address>.

## Contact information

Name:

---

Company/organization affiliation and position title, OR, name of your small woodland property

---

Email:

---

Office phone:

Cell phone:

---

City:

Zip:

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Please indicate if you would like a meat or vegetarian option for lunch:  Meat  Vegetarian

Photo: Please email a head shot of yourself to <email address> to be used in our symposium booklet.

Bio: Please write a short (two- to four-sentence) autobiography, including relevant professional and personal experience.

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## Presentation information

Are there any handouts that you'd like for us to print and distribute for you?  Yes  No

If yes, please send them to <name> by <date>.

How much of the symposium will you be attending?

All day  Part of the day  I will only be attending for my presentation

*Thank you for speaking! Don't forget to send your photo, bio and presentation by <date>. On <date> I will send you an email reminder about the event. If you have any questions, don't hesitate to contact <name> at <phone number> or <email address>*





## Knowyourforest.org

### Welcome to Your Website

In Oregon, more than 140,000 family forest landowners care for over 4.3 million acres of forestland – over 40% of Oregon’s private forestland and about 14% of Oregon’s total forestland. Your combined 2016 timber harvest was 507 million board feet, or about 13% of the state’s timber harvest.

This website is a tool for the small forest landowners of Oregon. It was created by the Partnership for Forestry Education, a collaboration of state, federal and private organizations. We hope this website is your gateway to the educational opportunities that will help you really Know Your Forest.

### Assistance Map

We’ve designed an interactive map that helps you find the assistance you need quickly, based on where your forestland is located. It’s a cinch. Just find your county from the alphabetical list, click it, and we list the many agencies, organizations and support groups helpful in your area.

### Learning Library

Looking for practical information about managing your forestland? You’ve come to the right place. We’ve put together an extensive library of resources to help you reach your goals.

The list below is a good place to start. Select the topic you want to learn about and explore a variety of resources.

- PUBLICATIONS AND GUIDES
- VIDEOS
- PRESENTATIONS
- RESOURCES LINKS



## Selling Logs From Your Property An Educational Symposium for Landowners

January 26, 2019  
Roseburg, Oregon



Oregon State University  
Extension Service

### Oregon State University Forestry & Natural Resources Extension

#### LOCAL OSU EXTENSION FORESTRY HOST

**Alicia Christiansen**, Douglas County  
alicia.christiansen@oregonstate.edu | 541-672-4461

#### PROGRAM COORDINATORS

**Lauren Grand**, Lane County forestry agent  
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#### PROGRAM SPONSORS

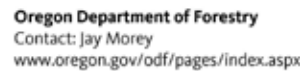
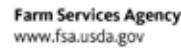
Funding for this project was provided in part by a USDA NIFA Renewable Resources Extension Act Grant and the Oregon Small Woodlands Association.

#### THANK YOU!



#### EXHIBITORS

Please take time to visit each of the exhibitors at the event. Chat with the representatives to learn more about the organization/agency and how they assist landowners.



## LOGGER PANEL

*This panel will take questions from the audience covering items such as tools and tips for finding the right logger for you, questions you should ask, contract components and identifying logger credentials.*



**Panelist 1:** Terry Mann  
**Company:** L&L Inc. / Operations Manager  
**Email:** \_\_\_\_\_  
**Phone:** \_\_\_\_\_

**Biography:** Terry is a cut-to-length logger and started working in the woods during the summer at the age of 12. After college he went to work for his parents' company, L&L Inc., and has worked with them full time since 2005. Terry was born and raised in Western Montana, where his family's company was based until 2011, when they moved the whole family and operation to Oregon. Terry was very involved in the Montana Logging Association and was an active member of their Accredited Logging Professional program during his time there. Terry currently serves on the board of directors of the Oregon Logging Conference. He is also the founder and executive director of Fellowship of Christian Loggers. Terry currently resides in Sutherlin, Oregon, with his wife, Amy, and their three children.



**Panelist 2:** Doug Schlatter  
**Company:** Doug Schlatter Contracting Inc.  
**Email:** \_\_\_\_\_  
**Phone:** \_\_\_\_\_

**Biography:** Doug has been working in the timber industry for 47 years. He is experienced as a forester, reforestation contractor and logger.



**Panelist 3:** Juan Yraguen  
**Company:** Basco Logging Inc.  
**Email:** \_\_\_\_\_  
**Phone:** \_\_\_\_\_

**Biography:** Juan has been working in the forestry industry for over 35 years. He has a bachelor's degree in business from Oregon State University and is a small woodland owner himself. Juan is President of Basco Logging, and works with three to five small woodland owners every year. Basco Logging customizes small woodland owner contracts to suit customer needs.

## WELCOME TO THE SELLING LOGS FROM YOUR PROPERTY SYMPOSIUM

**Selling logs is one of the most important decisions you face as a landowner.** Landowners log their property for a number of reasons. For some, it's the culmination of decades of planning and hard work to produce a valuable crop. For others, it might be the liquidation of an asset to meet a sudden financial need. Still others might be undertaking a thinning operation to improve forest health and habitat.

Whatever your reason or goal, selling logs is a high-stakes endeavor, and mistakes can be costly – this is not a time to cut corners! Timber is a valuable financial asset – YOUR asset – which took decades to produce. Don't lose out by not getting a fair deal for your logs.

Make sure your property looks how you want it to when the job is done and don't risk unnecessary damage to your property that could take decades to restore.

*Oregon State University Extension Service prohibits discrimination in all its programs, services, activities and materials on the basis of race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, familial/parental status, income derived from a public assistance program, political beliefs, genetic information, veteran's status, reprisal or retaliation for prior civil rights activity. (Not all prohibited bases apply to all programs.)*



## Oregon Forest Industry Directory

The directory facilitates the establishment of *business connections* between the broad array of interests in Oregon's forestry sector.

<http://www.orforestdirectory.com/>



The directory serves a number of purposes, including:

- Helping *woodland owners* find contact information for log buyers, nontimber forest product buyers, and forestry consultants and contractors.
- Assisting the primary manufacturing industry (*sawmills, plywood mills, log home builders, and chipping contractors*) to find sources of logs and buyers for their products.
- Helping secondary/value-added firms (*moulding, millwork, furniture and cabinet makers*) find sources of lumber, panel products and other raw materials.
- Enabling *entrepreneurs and architects* to find the suppliers and partners they need to commercialize a product or project.
- Providing the *general public* with information on local producers of custom cabinets, rustic furniture, boughs for wreaths and much more.



**Panelist 2:** Ryan Bronson  
**Company:** C&D Lumber Company  
**Email:** \_\_\_\_\_  
**Phone:** \_\_\_\_\_

**Biography:** Ryan is the Assistant Timber Manager at C&D Lumber Company. Last May, he relocated to Roseburg from Myrtle Point, where he was a logging administrator with Lone Rock Timber Management Company, for his current position with C&D Lumber. His responsibilities include log purchasing, log yard management and contract administration. In addition to working in the forest industry, Ryan and his wife are also small woodland owners, with 10 acres of timberland in Coos County and 40 acres in Klamath County, providing them with plenty of opportunities to stay active in forestry.



**Panelist 3:** John Blodgett  
**Company:** Douglas County Forest Products  
**Email:** \_\_\_\_\_  
**Phone:** \_\_\_\_\_

**Biography:** John has worked for the past 13 years as a log buyer with Douglas County Forest Products. His duties include timber sale management and appraisal, land development, government timber sale contract administration and bioproducts sales. He also serves on the Executive Board of the Douglas Timber Operators. Prior to Douglas County Forest Products, he earned a finance degree in business from Portland State University. John particularly values the unique relationship that sawmills enjoy with small landowners. He enjoys the outdoors and spending time with his wife and three children.



**Panelist 4:** Buck Williams  
**Company:** McFarland Cascade  
**Email:** \_\_\_\_\_  
**Phone:** \_\_\_\_\_

**Biography:** Buck has been a log buyer and forester for McFarland Cascade for almost seven years. Before that, he was a forester at the Wilbur pole yard for Weyerhaeuser for 15 years. He worked as a log scaler for 12 years with Yamhill and Southern Oregon log scaling bureaus. Over the years, he has also worked for several logging companies.



## HARVEST TAXES & CONTRACTS

This presentation will cover some of the essential items that should be included in contracts with your service providers. The types of forest taxes a landowner might pay after a timber harvest will also be discussed.



**Presenter:** Tammy Cushing  
**Company:** OSU Extension Service  
**Position:** Starker Chair of Private & Family Forestry, Extension Forest Business Specialist  
**Email:** tamara.cushing@oregonstate.edu  
**Phone:** 541-737-8246

**Biography:** Tammy is the OSU Extension forest business specialist. She has a bachelor's degree in forestry, a master's in forest economics, a master's of taxation, and a Ph.D. in forest finance. Her Extension work focuses on teaching landowners and professionals about the tax implications of forest operations. Tammy previously worked at a forestry consulting firm, the University of Kentucky, and Clemson University.

## LOG BUYER PANEL

This panel will take questions from the audience covering items such as the role of the log buyer during a timber sale, finding the right log buyer, purchase orders and bidding. Log buyers representing each product/species can discuss what features they look for in standing trees and the dimensions of lumber they purchase.



**Moderator:** Jake Wilson  
**Company:** Roseburg Forest Products  
**Email:** jacobw@rfpc.com  
**Phone:** 541-679-3311

**Biography:** Jake graduated from Oregon State University in 2009 with a bachelor's degree in forest management. He has been buying logs for Roseburg Forest Products for the past year. Jake handles the day-to-day procurement of all purchase logs for the Dillard, Riddle and Coquille facilities. Prior to log buying, Jake was a forester, timber sale appraiser and logging administrator for Seneca Jones Timber Company.



**Panelist 1:** Tim Tracy  
**Company:** Northwest Hardwoods  
**Email:** tim.tracy@nwhardwoods.com  
**Phone:** 541-231-4758

**Biography:** Tim graduated from Oregon State University with a bachelor's degree in forest engineering. His professional experience includes working as a forester for ODF and as a log buyer for Northwest Hardwoods. He is a member of the Society of American Foresters.

## EXHIBITORS

Please take time to visit each of the exhibitors at the event. Chat with the representatives to learn more about the organization or agency and how they assist landowners.



**Oregon Small Woodlands Association**  
**Contact:** Tami Jo Braz  
[www.oswa.org](http://www.oswa.org)

**Oregon Forest Resources Institute**  
**Contact:** Julie Woodward  
[www.oregonforests.org](http://www.oregonforests.org)



**Oregon Tree Farm System**  
**Contact:** Jeremy Felty  
[www.otfs.org](http://www.otfs.org)

**OSU Extension: Women Owning Woodlands Network**  
**Contact:** Tiffany Hopkins  
[extensionweb.forestry.oregonstate.edu/WOWNet](http://extensionweb.forestry.oregonstate.edu/WOWNet)

**OSU Extension: Master Woodland Manager**  
**Contact:** Tiffany Hopkins  
[extensionweb.forestry.oregonstate.edu/mwm](http://extensionweb.forestry.oregonstate.edu/mwm)



## Selling Logs From Your Property

An Educational Symposium for Landowners

### AGENDA

- 8:30 AM Doors open
- 9:00 AM Welcome
- 9:10 AM Timber sale fundamentals
  - Francisca Belart, OSU Extension
- 10:25 AM Break
- 10:40 AM Marketing your timber
  - Gordon Culbertson, Forest2Market
- 11:00 AM Experienced landowner panel
  - Evan Barnes
  - Greg Fox
  - Bill Ocumpaugh
- 11:45 AM Lunch
  - Sawmill demonstration
    - Session 1—11:50AM—12:10PM
    - Session 2—12:30—12:50 PM •
  - Exhibitors
  - Log scaling - 12:30—1:00 PM

## CONSULTING FORESTER PANEL

This panel will take questions from the audience covering items such as the role of a consulting forester, what benefits a consulting forester can offer, and how consulting foresters work with the other players involved in timber harvest.



**Panelist 1:** Rick Barnes  
**Company:** Barnes & Associates Inc./president  
**Email:**  
**Phone:**

**Biography:** Rick has a bachelor's in forest management, a master's degree in business administration, and is a Certified Forester. He is President of Barnes & Associates Inc., a company he founded in 1992. Today Barnes & Associates employs 10 foresters and four support staff who perform GIS support, log accounting and various administrative duties. Their client base includes small woodland owners, institutional investors, the forest products industry and public entities. They provide a full range of forestry services including land management planning, timber cruising and appraisals, timber harvest layout and administration, reforestation, and other natural resource projects.



**Panelist 2:** Matt Fehrenbacher  
**Company:** Trout Mountain Forestry/forester  
**Email:**  
**Phone:**

**Biography:** For over 20 years, Matt has been working in the woods of the Pacific Northwest managing forestlands for a broad range of objectives. Since joining Trout Mountain Forestry in 2011, he has served a diverse client base, including family forest owners, municipalities, and non-profit organizations. Matt is a member of the Association of Consulting Foresters and is SAF Certified.



**Panelist 3:** Javier Goirigolzarri  
**Company:** Resource Management Services, LLC/owner  
**Email:**  
**Phone:**

**Biography:** Javier moved to Douglas County in 1990 and started Resource Management Services in 2002. Prior to that he worked for manufacturing companies in Eastern Oregon. His experience with cruising, appraising and purchasing timber, managing timberland, and supervising logging, road construction, and reforestation contracts gave him the broad exposure required of a consultant. He attended Oregon State University where he earned a bachelor's degree in forest management and an MBA.

## IS PORTABLE SAWMILLING FOR YOU?

*This field-based presentation will provide participants with an understanding of the benefits of portable sawmilling, appropriate log choices for a portable mill, and what products can be made using a portable mill.*



**Presenter:** Harvey Saul  
**Company:** Backwoods Custom Milling  
**Position:** Owner/Operator  
**Email:**  
**Phone:**

**Biography:** Harvey studied forestry for two years at Oregon State University. He worked for 16 years at a local high-speed production sawmill doing every job from cleanup to supervisor. He started Backwoods Custom Milling 13 years ago and now has five portable sawmills throughout the state of Oregon.

## FOREST PRACTICES ACT & FERNS NOTIFICATION SYSTEM

*Landowners are required to notify the State Forester if they plan to harvest trees or use power driven machinery on their property. This presentation will discuss the FERNS online notification system and your responsibilities as a landowner to follow the Forest Practices Act. This presentation will also cover what you need to know about the fire protection laws as they relate to harvesting.*



**Presenter:** Jay Morey  
**Company:** Oregon Department of Forestry  
**Position:** Stewardship Forester  
**Email:**  
**Phone:**

**Biography:** Stewardship forester with ODF for past 5+ years, 10 years prior as forester for ODF in State Forests Management, bachelor's degree in forest management from Washington State University.



**Presenter:** Kyle Reed  
**Company:** Douglas Forest Protective Association  
**Position:** Fire Prevention & Public Information Officer  
**Email:**  
**Phone:**

**Biography:** Kyle began his fire career in 2003 with the Douglas Forest Protective Association and just completed his 16th fire season. Kyle started on one of DFPA's youth hand crews before working his way up the ranks as an engine operator, forest officer, and to his current position as DFPA's fire prevention and public information officer.

## AGENDA

- 1:00 PM Consulting Forester Panel
- ♦ Rick Barnes – Barnes & Associates, Inc.
  - ♦ Matt Fehrenbacher – Trout Mountain Forestry
  - ♦ Javier Golrigolzarri – Resource Management Services, LLC
- 1:45 PM FOREST PRACTICES ACT, FERNS NOTIFICATION SYSTEM AND FIRE CONSIDERATIONS
- ♦ Jay Morey – Oregon Dept. of Forestry
  - ♦ Kyle Reed – Douglas Forest Protective Association
- 2:25 PM TAXES & CONTRACTS
- ♦ TAMMY CUSHING, OSU EXTENSION
- 3:25 PM BREAK
- 3:40 PM LOG BUYER PANEL
- ♦ John Blodgett – Douglas County Forest Products
  - ♦ Ryan Bronson – C&D Lumber Co.
  - ♦ Tim Tracy – Northwest Hardwoods, Inc.
  - ♦ Buck Williams – McFarland Cascade
  - ♦ Jake Wilson (moderator) – Roseburg Forest Products
- 4:35 PM LOGGER PANEL
- ♦ TERRY MANN—L&L LOGGING
  - ♦ DOUG SCHLATTER—DUG SCHLATTER CONTRACTING, INC.
  - ♦ JUAN YRAGUEN—BASCO LOGGING INC.
- 5:30 PM WRAP-UP
- 5:45 PM ADJOURN

## Speaker & Panelist Information

### TIMBER SALE FUNDAMENTALS

*This presentation will provide an overview of the steps involved in a timber sale, the importance of outlining goals and objectives, considerations in hiring a logging contractor, where to find a log buyer, roads and access to your trees, and types of sales to consider.*



**Presenter:** Francisca Belart  
**Company:** Oregon State University Extension  
**Position:** Assistant Professor & Timber Harvesting Specialist  
**Email:**  
**Phone:**

**Biography:** Before starting her doctoral studies, Francisca worked as a planning engineer for a large forest company in Chile. As an Extension specialist, she teaches harvesting systems, timber sale management and forest roads to small woodland owners around Oregon. She is currently working with OR-OSHA developing a guide for safe cable logging anchoring dedicated to the forestry workforce. Her research interests relate to logging safety and impacts of new harvesting systems in the workforce and water resources.

### INVENTORY & MARKETING YOUR TIMBER

*This presentation will cover the importance of performing a forest inventory, tips for understanding the market and market timing, how to identify what products you have, and who the potential buyers are (mill, brokers, loggers).*



**Presenter:** Gordon Culbertson  
**Company:** Forest2Market  
**Position:** Director of International Development  
**Email:**  
**Phone:**

**Biography:** At Forest2Market, Gordon performs analysis of North American and global forest industry operations and wood markets. A lifelong resident of Lane County, he has over 40 years of experience in harvesting, log procurement and management of forestry operations. Gordon and his wife, Gail, live in Waltevville, Oregon. Together they own Whitewater Forests LLC, managing small woodlands certified by the American Tree Farm system.

### EXPERIENCED LANDOWNER PANEL

*This panel will answer questions from the audience, covering items such as experience in planning, setting up, and completing a timber sale; tips to share; and lessons learned.*



**Panelist 1:** Evan Barnes  
**Property:** Branch, Roseburg  
**Biography:** Evan purchased 160 acres of timberland in Northern California in 1975. In 2006, he and his wife, Lorreen, purchased 80 acres west of Roseburg and moved to Douglas County. Evan has actively engaged in all facets of timber management for over 40 years. He is a board member of the Douglas County chapter of the Oregon Small Woodlands Association. He also serves as the Southwest Oregon Land Representative on the Committee for Family Forestlands, President of Board of Directors for Douglas Electric Cooperative, and the General Manager of the Lookingglass Olalla Water Control District.



**Panelist 2:** Greg Fox  
**Property:** Fox Tree Farm, Roseburg  
**Biography:** Greg was employed by the Southern Oregon Log Scaling Bureau for five years as a production log scaler in the early 1970s. He spent 42 years as a log buyer for various companies including 12 years with Glide Lumber Company and 22 years with Roseburg Forest Products. Greg and his wife are owners of a 571-acre tree farm west of Sutherlin on Tyee Mountain, which they have managed since 1990. Greg served on the board of directors for the Douglas Small Woodlands Association for 12 years.



**Panelist 3:** Bill Ocumpaugh  
**Property:** Lost Armadillo, Inc., Oakland  
**Biography:** Bill was born and raised on the place where he currently lives. He worked as a professional agronomist for 33 years before inheriting forest and pasture land about 15 years ago. He served on the board of the Douglas Small Woodlands Association for about five years. Bill's forest had 50-year-old trees, and he has been doing small clearcut logging each year. Bill has logged with a small dozer, hired fallers, arranged for log contracts, hired self-loaders, and assisted with yarding and other operations. Bill has also done two different logging operations using a small yarder, where the logger took care of everything.

# Participant evaluation: How did we do?

**LOCATION:**

**DATE:**

This optional feedback form will help us assess the impacts of our programs and make improvements for the future. Your input is appreciated! Help us to understand which presentations worked well and where there are opportunities for improvement. Please circle your rating of the following topics and presentations:

TOPIC	EXCELLENT	GOOD	FAIR	POOR	UNABLE TO ATTEND
<b>Timber sale fundamentals</b> (speaker)	4	3	2	1	0

Comments:

<b>Marketing timber</b> (speaker)	4	3	2	1	0
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Comments:

<b>Experienced landowner panel</b> (speakers)	4	3	2	1	0
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Comments:

<b>Consulting forester panel</b> (speakers)	4	3	2	1	0
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Comments:

<b>Forest Practices laws</b> (speaker)	4	3	2	1	0
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Comments:

<b>Fire and harvesting</b> (speaker)	4	3	2	1	0
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Comments:

<b>Taxes and contracts</b> (speaker)	4	3	2	1	0
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Comments:

<b>Log buyer panel</b> (speakers)	4	3	2	1	0
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Comments:

<b>Logger panel</b> (speakers)	4	3	2	1	0
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Comments:

**Additional comments on presentations:**

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## FIELD TRIP SESSIONS

TOPIC	EXCELLENT	GOOD	FAIR	POOR	UNABLE TO ATTEND
<b>Log scaling</b> (speaker)	4	3	2	1	0
<i>Comments:</i>					

<b>Harvest tour</b> (speaker)	4	3	2	1	0
<i>Comments:</i>					

<b>Portable milling</b> (speaker)	4	3	2	1	0
<i>Comments:</i>					

OVERALL	EXCELLENT	VERY GOOD	GOOD	FAIR	POOR
Please rate your overall field trip experience:	5	4	3	2	1
Please rate your overall symposium experience:	5	4	3	2	1
<i>Comments:</i>					

**On a scale of 1 (poor) to 5 (excellent), please rate your current level of knowledge of the following topics AFTER attending the symposium.**

LEVEL OF KNOWLEDGE	EXCELLENT	VERY GOOD	GOOD	FAIR	POOR
Steps to take to sell logs	5	4	3	2	1
Marketing your logs	5	4	3	2	1
Roads and access	5	4	3	2	1
Why and how to hire a forestry consultant	5	4	3	2	1
Forest operation notifications	5	4	3	2	1
Fire and selling logs	5	4	3	2	1
What log buyers are looking for	5	4	3	2	1
How to hire a logger	5	4	3	2	1
Portable sawmilling	5	4	3	2	1
Log scaling	5	4	3	2	1
Operator contracts	5	4	3	2	1
Forest income taxes	5	4	3	2	1

**Please answer the following questions about your experience.**

Did you learn anything new at this symposium?  Yes  No

Did this symposium:

- Make you more likely to sell logs
- Make you less likely to sell logs
- Not change the likelihood of whether or not you will sell logs

*Comments:*

Did this symposium provide the information you were looking for?  Yes  No



# Selling Logs from Your Property one-year follow-up questionnaire

<LOCATION>, <DATE OF SYMPOSIUM>

**1. Do you own or manage forestland?**

Yes       No *If no, please skip to Question 13.*

**2. How many acres of forestland do you own or help manage? \_\_\_\_\_**

**3. Have you sold any timber from your property since attending the symposium a year ago?**

Yes       No *If no, please skip to Question 13.*

**4. Would you still have conducted this sale had you NOT attended the symposium?**

Definitely yes       Probably not  
 Probably yes       Definitely not

*Comments:*

**5. Approximately how much NET revenue did you generate from the sale? A rough estimation is fine.**

\$ \_\_\_\_\_

**6. Did you use the services of a consulting forester?  Yes  No**

**7. Did you have a written contract between you and the logging operator?  Yes  No  Not sure**

**8. Did the knowledge you gained from the symposium change the way you handled the log sale compared to if you had not attended the symposium?**

Yes  No

*If yes, please explain:*

**9. Do you feel that the knowledge you gained from the symposium increased the net revenue you earned from the sale?**

Yes  No

*If yes, please explain:*

**10. Did the workshop increase your confidence in conducting the sale?**

Yes  No

*If yes, please explain:*

**11. Did the workshop help you avoid adverse outcomes (such as damage, economic loss, liability, regulatory violations, etc.)?**

Yes  No

*If yes, please explain:*

**12. Are there other ways the symposium helped you conduct the sale? Please explain:**

**13. Do you have future plans to sell timber from your property?**

Yes  No *If no, please skip to Question 15.*

**14. Has attending the symposium helped you with any of these plans?**

Yes  No

*Please explain your answer:*

**15. Have you shared anything you learned at the symposium with anyone else?**

Yes. *If yes, how many people?* \_\_\_\_\_

No

**16. Any other comments about the symposium? Are there other ways that you have benefited from attending the symposium?**

**17. What are your forest stewardship education needs? What topics are of interest to you?**

THANK YOU!