

Selling Logs from Your Property

A Curriculum Package for Educators in the Western U.S.



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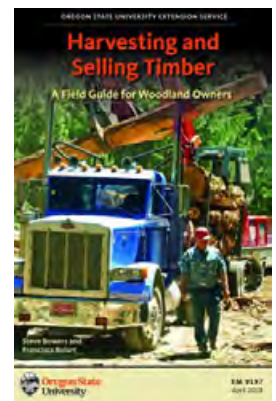
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Overview

This curriculum has been developed as a resource for Extension foresters, educators, natural resource professionals and forestry volunteers to teach participants how to successfully administer a harvesting operation on their forested property in the western United States. Participants of this training program will understand the steps to selling trees, know how to properly identify the people involved and identify the expected outcomes when the operation is complete. This training guide may be used in conjunction with *Harvesting and Selling Timber: A Field Guide for Woodland Owners*, EM 9197, catalog.extension.oregonstate.edu/em9197.



A note on stewardship

Timber harvesting is a forest management tool that can achieve several different objectives. Harvesting trees may come after decades of hard work and planning, and should not be taken lightly. While this curriculum focuses on timber harvesting, note that harvesting is just one piece of the larger framework of forest stewardship and management planning. Participants are encouraged to focus on establishing goals and objectives for their property, and developing and carrying out a plan to reach them. No matter what the ultimate goal is, a plan helps organize a property towards achieving that goal.

Background

For most forest landowners, a timber harvest occurs once or twice in a lifetime and is usually conducted to improve forest health and wildlife habitat, or to provide family income. These projects are extremely daunting and risky for those without experience. As a result, harvesting without landowner experience either:

- Does not get accomplished, leading to overstocking of forestlands. This often slows tree growth, makes forests more susceptible to disease and insect damage, and reduces wildlife habitat diversity. Or,
- Does get accomplished, but is left up to the operator, who may not always optimize the landowner's objectives.

Landowners face a myriad of risks when selling timber. For example, some may lack knowledge of the value of their logs and how to sell them into the correct markets. As a result, they might sell their timber for far less than the price they would receive if they had a better understanding of market timing and mill preferences.

Ignorance of forest practice laws may lead to legal violations. A landowner's unfamiliarity with a logging operation can lower confidence in decision-making while the job is in progress and may lead to unsatisfactory results. Additionally, landowners sometimes rely on verbal agreements rather than written contracts. Inadequate contracts and insurance leave landowners open to unnecessary liability.

To combat these issues, Kevin Zobrist, Washington State University North Puget Sound Extension Forestry professor, obtained funding from the Washington State University Western Extension Risk Management Education Center and USDA National



Photo: Francisca Belart, © Oregon State University

Landowners face risks when selling timber. This program helps to acquaint them with resources on forest practice laws and more.

Institute of Food and Agriculture to develop a program that educates private landowners on the potential risks of harvesting and how to avoid them. In 2015, Kevin Zobrist and Lauren Grand, then a Forestry Extension program coordinator at WSU, developed a two-day symposium for landowners on how to sell logs from their property while minimizing unnecessary financial and legal risk.

Since its inception in 2015, *Selling Logs from Your Property* has been replicated in Washington and Oregon, with funding provided by the Renewable Resources Extension Act, administered by the USDA National Institute for Food and Agriculture. The program has also taken on new forms to meet the needs of the local community and Extension educators. At the time of this writing, it has reached over 550 Pacific Northwest landowners.

How the curriculum is organized

This curriculum includes an instructor's guide for those leading the *Selling Logs from Your Property* program. The instructor's guide details goals, delivery methods and necessary resources. These resources can be used to support Extension programming in many formats. The curriculum also provides advertising resources, outreach materials, guest speaker communications and field trip options. The sections in the training curriculum pertain to the learning objectives in the instructor's guide and provide the necessary lesson plans for the main content to be covered in the training.

Training objectives for instructors

- Foster landowner confidence and skills in conducting a timber-harvesting operation.
- Provide landowners with necessary resources to make informed harvesting decisions that meet forest management goals and state forest practice laws.

- Connect landowners with resources that can help them get a fair market price for their logs.
- Minimize landowner risk by teaching landowners their rights and responsibilities, how to have a robust contract, and how to connect with the right professionals.
- The field trip may provide an example of a successfully completed timber sale and harvest, allowing participants to familiarize themselves with how operations work, and what a finished harvest area may look like.

Audience: Who should participate?

The primary audience for the *Selling Logs from your Property* program are woodland owners, volunteers in the Master Woodland Manager or other forestry programs, and natural resources professionals interested in learning more about selling logs and the timber-harvesting process. While the target audience is primarily inexperienced landowners, those with experience are also encouraged to attend. There are always opportunities for growth and learning in any Extension program.

Instructor's guide

Introduction

The purpose of the *Selling Logs from your Property* curriculum is to help Extension agents or other natural resource educators teach participants how to successfully and confidently administer a harvesting operation on their forested property. The instructor's guide details goals, delivery methods and necessary resources. With this guide, you should be able to successfully offer this program for landowners in your region.

Room setup

Select a space that is large enough to employ an auditorium-style room arrangement. All participants should easily view a screen and speakers at the front of the room. Ensure each participant has adequate table space and elbow room. If using round tables, limit the number of chairs with the backs oriented toward the front of the room, requiring the person seated to turn their chair in order to view the presentation and speaker.

Place a table in front of the room for the panel sessions. Ideally, this table will be elevated, such as on a stage, so the audience can remain seated and easily see the panelists during the sessions. You will need enough chairs for your largest panel, plus one for the moderator.

Set up food and beverages in the back of the room. This limits distractions as participants get up for refills.

If exhibitors are present, set up square or rectangle tables on the outer edge of the room. Space the tables far enough apart so a chair can fit in between or behind tables, so exhibitors who choose to stay for the program can sit comfortably yet out of the way.



Photo: Alicia Christiansen, © Oregon State University

If using round tables, position chairs so they face the front of the room.

Total time needed

The total time needed to run this program will differ depending on the format. Generally, you will need one to three days to offer the full program, with specific time requirements for each component varying. For more information, see sample agendas, page 9.

Equipment and materials

Each participant should receive:

- A folder containing all relevant handouts and resources, including printouts of all presentations, an agenda and pencil. (Suggested materials are included in each chapter of this curriculum.)

The host should also supply:

- Refreshments for breaks. Consider providing a meal if appropriate.
- Buses or vans to field tour locations (if needed).
- Personal protective equipment if touring in a forest, a harvest site or mill (including hardhats, ear protection and high-visibility vests in addition to any other requirements set by the operator or mill).

Delivery method

- Presentations from local experts.
- Panelist discussions with local landowners and relevant professionals.
- Field tour of post-harvest site conditions (optional).
- Portable sawmill demonstration (optional).



Photo: Lauren Grand, © Oregon State University

Set up long tables for exhibitors to display their information.

- Log-scaling discussion and demonstration (optional).
- Harvesting equipment discussion and demonstration (optional).
- Mill tour and discussion (optional)

Course outline and learning objectives

At the end of the *Selling Logs from your Property* program, participants will have gained knowledge to successfully and confidently administer a timber harvesting operation on their forested property. Each presentation, panel and field-tour component targets a different aspect of the timber-harvesting and log-selling process. Outlined below are the sections covered in the program and the learning objectives for those sections.

Timber sales fundamentals

Participants will understand the steps involved in a timber sale; considerations for economic viability; roads and access; and types of sales to consider.

Local forest markets

Timber marketing: Participants will understand the importance of performing a forest cruise prior to harvest; get tips for understanding the market and market timing; learn how to identify what products they have; and understand how to evaluate stumpage versus log sales.

Log buyer panel: Participants will understand the role of a log buyer during a timber sale, how to find the right log buyer, what a purchase order includes and the bidding process.

Working with professionals

Consulting forester panel: Participants will understand the role of a consulting forester, including the services a consulting forester may offer and how the forester works with others involved in a timber harvest.

Working with loggers: Participants will understand the role of a logger and how a logger works with the other players involved in a timber sale, including what questions to ask when hiring a logger, contract components and how to identify a logger's credentials.

Forest practice laws

Participants will learn to identify whether their state has laws or best management practices to protect forest resources; understand those requirements; identify who is able to help them; and determine if a permit or notification is required to administer a harvest.

Taxes and contracts

Participants will understand the essential items to include in contracts with service providers, common contract issues, the different tax liabilities of a landowner after a timber harvest, and the available tax incentives.

Experienced landowner panel

Participants will hear perspectives from landowners who have administered timber harvest operations, including information on planning, setting up and completing a timber sale, as well as tips and lessons learned.

Field trip options

Log-scaling demonstration: Participants will understand how logs are scaled and what type of lumber defects cause net volume deductions at the mill.

Portable sawmill demonstration: Participants will understand portable sawmilling benefits, appropriate log choices for a portable mill, the best way to mill a log, and products that can be made using a portable mill.

Postharvest site conditions field tour: Participants will see an on-the-ground example of what the land and forest looks like immediately after a timber harvest, and discuss how differences in operation, types of sale, time of year, roads and other factors contribute to the way a stand looks after a harvest.

Harvesting and roads demonstration: Participants will understand the different types of equipment and harvesting systems available to cut timber in their area.

Mill tour: Participants will understand how logs are processed at a sawmill and what specific products are provided.

Consider the needs of your local landowners when selecting topics to include in the program. For some areas, it may be appropriate to offer additional topics, such as silviculture and forest inventory. Although topics such as these are not covered in this curriculum, they can be easily added. This program is designed to adapt to the educational needs of your local landowners.

Behavior objectives

The primary behavior objectives for landowners after attending a *Selling Logs from your Property* program include the ability to:

- Administer a successful timber harvest operation and timber sale on their forested property where their goals and objectives are met or exceeded.
- Select the appropriate harvest method to meet personal goals and objectives.

Sample agendas

Your agenda will vary based on how many days your program spans. Below are examples for an evening, a half-day, a one-day event with no field component, a one-day event with a field component, and a two-day event with a field component. You may also incorporate short evening seminars on any of the sections covered in this curriculum (such as a standalone program on taxes, a log buyer forum or a portable sawmill demonstration). Adjust your agenda based on local needs.

Evening-only without a field component

5 p.m.	Welcome
5:10 p.m.	Timber sale fundamentals presentation
6:10 p.m.	Break
6:25 p.m.	Consulting forester panel
7:10 p.m.	Forest practice laws
7:40 p.m.	Wrap-up and evaluations
8 p.m.	Dismiss

Half-day without a field component

9 a.m.	Welcome
9:10 a.m.	Timber sale fundamentals presentation
10 a.m.	Consulting forester panel
10:45 a.m.	Break
11 a.m.	Forest practice laws
11:20 a.m.	Taxes presentation
12 p.m.	Log buyer panel
12:45	Wrap-up and evaluation
1 p.m.	Dismiss

One day without a field component

9 a.m.	Welcome
9:10 a.m.	Timber sale fundamentals presentation
10:25 a.m.	Break
10:40 a.m.	Local forest markets
11 a.m.	Experienced landowner panel
11:45 a.m.	Lunch and portable sawmilling discussion/demonstrations
12 p.m.	Lunchtime portable sawmill discussion demonstration 1
12:30 p.m.	Lunchtime portable sawmill discussion/demonstration 2
1 p.m.	Consulting forester panel
1:45 p.m.	Forest practice laws
2:10 p.m.	Taxes and contracts presentation
3:10 p.m.	Break
3:25 p.m.	Log buyer panel
4:10 p.m.	Logger panel
4:55 p.m.	Wrap-up and evaluations
5:15 p.m.	Dismiss

One day with a field component

8:30 a.m.	Welcome
8:40 a.m.	Timber sale fundamentals
9:30 a.m.	Local forest markets

10 a.m.	Break
10:15 a.m.	Forest practice laws
10:45 a.m.	Log buyer panel
11:30 a.m.	Lunch and log-scaling demonstrations
11:45 a.m.	Lunchtime log-scaling demonstration 1
12:05 p.m.	Lunchtime log-scaling demonstration 2
12:30 p.m.	Logger panel
1:15 p.m.	Taxes and contracts presentation
2:15 p.m.	Break
2:30 p.m.	Consulting forester panel
3:15 p.m.	Experienced landowner panel
4 p.m.	Postharvest site conditions field tour (on-site, no travel required)
5:20 p.m.	Wrap-up and evaluations
5:30 p.m.	Dismiss

Two days with a field component

DAY 1

5:30 p.m.	Welcome
5:40 p.m.	Timber sale fundamentals presentation
7:00 p.m.	Break
7:15 p.m.	Local forest markets
7:45 p.m.	Experienced landowner panel
8:30 p.m.	Dismiss

DAY 2

8:50 a.m.	Welcome
9 a.m.	Consulting forester panel
9:45 a.m.	Forest practice laws
10:15 a.m.	Log buyer panel
11 a.m.	Break
11:15 a.m.	Taxes and contracts presentation
12:15 p.m.	Lunch
1:15 p.m.	Logger panel
2 p.m.	Field trip (20-minute drive to field trip site)

Split group into three, rotate between log scaling discussion/demonstration, portable sawmill discussion/presentation, and post-harvest site conditions stops

5 p.m.	Return to facility
5:10 p.m.	Wrap-up and evaluations
5:30 p.m.	Dismiss

Evening-only without a field component

An additional option to consider if time is limited: Host only one panel with one of each representative group on it. Include an experienced landowner, a consultant, a log buyer and a logger. This way there are multiple people on the panel who can speak to multiple topics with varying viewpoints.

5 p.m.	Welcome
5:10 p.m.	Timber sale fundamentals presentation
6:10 p.m.	Break
6:25 p.m.	Panel with one member of each panel type (consultant, landowner, log buyer and logger)
7:10 p.m.	Forest practice laws
7:40 p.m.	Wrap-up and evaluations
8 p.m.	Dismiss

- Perform a forest inventory before planning the harvest operation and use the data to influence species selection and harvest volume.
- Follow log markets, interpret market trends, and understand seasonality and timing constraints so they can thoughtfully plan a harvest and maximize profit.
- Identify products and potential buyers, and match the correct buyer to the characteristics of the timber.
- Determine if they would benefit from a consulting forester for their timber sale. If so, ask appropriate questions so they hire someone who can meet their goals and objectives.
- Implement the correct forest practice notification or permit process in accordance with local and state laws.
- Ensure that all harvest rules and regulations are followed. These might include stream protection, road maintenance, reforestation, and threatened and endangered species protection.
- Secure a written contract with all service providers used during harvesting and the timber sale process (such as consulting foresters, loggers, log buyers, tree planters and herbicide applicators).
- File and pay appropriate taxes after harvest.
- Find the right logger for both the landowner and the forest.

Supporting resources

Sections in this curriculum provide additional detailed information and guidance for planning the presentations and panels offered at your program.



Photo: Alicia Christiansen, © Oregon State University
Attendees learn the basics of selling logs at a recent symposium.

Host instructor preparation

There are many layers to this program, so we recommend you begin preparation well in advance. Adjust timelines to the needs of your area and partner deadlines. Consider how much lead time a printer needs to produce handouts, or how far out your desired facility is typically scheduled. Other considerations include the size of your mailing list and the overall scope of the program you choose. Below is a timeline of tasks to consider when planning for a *Selling Logs from your Property* program.

Six months before

- ❑ **Develop a brochure mailing list.** This can include your local mailing list and an assessor's office list of landowners who fit a certain criteria (people with a minimum number of forested acres, for example). Ask partner agencies or organizations, such as the Small Woodlands Association, for their mailing lists. Consider extending your outreach to adjacent counties; this program can be offered on a regional scale.
- ❑ **Identify schedule format,** topics, potential speakers and panelists.
- ❑ **Invite speakers and panelists.** Adjust the following topic list as appropriate for your audience and region:
 - Timber harvest and sale fundamentals
 - Local forest markets
 - Forest practices rules and regulations
 - Fire rules and regulations
 - Taxes
 - Contracts
 - Experienced landowner panel
 - Consulting forester panel
 - Log buyer panel
 - Logger panel
 - Log scaling
 - Portable sawmilling
 - Postharvest field tour
- ❑ **Develop a budget.** If needed, ask supporting agencies and organizations for financial support. Be sure to recognize all sponsors in an appropriate way. List their logos in the event program and recognize them with an announcement at lunch. If a sponsor donated refreshments, acknowledge the donation with a sign on the refreshment table.
- ❑ **Compile a list of potential facilities** that would work well for the event. Features to look for include a large room where participants can sit comfortably

at tables and see a large screen at the front and back of the room, adequate parking, catering options, a place for exhibitors to set up, and proximity to the field tour location.

- ❑ **Tour potential facilities** and select one for your program. Complete all necessary paperwork, including a contract, insurance certificate and liability certificate.
- ❑ **Select meal and refreshment options** for your participants. Make any necessary arrangements, including deposit or contract. Typically, meals are included in the registration fee for ease of planning for both the host and participants. Beverages might include coffee, tea and cold drinks. Other items to consider:
 - For an event spanning the whole day, offer light morning and afternoon snacks, lunch and beverages.
 - For an evening event, offer dinner and beverages.
 - For a field trip, offer water and packaged snacks.
 - It is often more cost-effective to cater meals, and for the host to buy beverages and refreshment items in bulk.
- ❑ **Select the field trip location.** Consider distance to the primary location, condition of roads for vehicles such as buses or vehicles without four-wheel drive, restroom availability, recent timber harvest history, room for log scaling or portable sawmill demonstrations, and the availability of disability accommodations. Think about wheelchair accessibility, or choose locations close to the road and offer chairs for participants who cannot walk long distances.
- ❑ **Apply for any appropriate continuing education credits**, such as with the Society of American Foresters or the International Society of Arboriculture; pesticide classes (if focusing on reforestation); logger associations, etc.

Three months before

- ❑ **Edit the brochure** that will be mailed and emailed out to potential participants. Consider including an insert explaining Extension and other programs offered in your area. See Outreach, page 74.
- ❑ **Create an email** “save the date” and send to all relevant contacts.
- ❑ **Set up a plan to advertise** on social media channels.
- ❑ **Write an article** for local newsletters and newspapers. Provide information that landowners should consider when harvesting and selling logs. At the end of the article, include details for your upcoming program. See Outreach, page 74.

- ❑ **Add the event to Extension and relevant program calendars.** Include it on the calendars of partner organizations, if appropriate.

- ❑ **Advertise in your newsletter.**

- ❑ **Determine how you will take registration:** call in, mail in, online, or some combination. Set up a system to handle advance registration. Determine if you will allow walk-in registrations.

- ❑ **Mail and email the brochure** to local partners, agencies and organizations. Also include:

- Extension agents in neighboring regions.
- Local news outlets, such as newspapers and radio stations.
- Campus media relations department.
- The local office of the state forestry agency.
- The local chapters of the Society of American Foresters and the Association of Consulting Foresters.

- ❑ **Invite local agencies and organizations** to serve as exhibitors at your program. These groups should serve as educational or technical resources for landowners in the area. Use your discretion on including for-profit groups; typically in Extension when one is invited, all similar groups need to be invited as well. Groups to consider inviting include:

- Local groups of small woodland owners.
- State forestry agency.
- State fire agency.
- Society of American Foresters.
- Association of Consulting Foresters.
- Technical service providers such as the Natural Resource Conservation Service and Farm Service Agency.
- Soil and Water Conservation Districts.
- Seedling cooperatives.

- ❑ **Arrange field trip transportation.** Buses are a cost-effective option, but you can also use large 12- to 15-passenger vans, or ask participants to carpool.

- ❑ **Arrange for outhouses** if including a field trip session without on-site bathrooms.

One month before

- ❑ **Send a reminder** email or postcard to local partners, agencies and organizations. Send confirmation emails to speakers, panelists and exhibitors. Include a welcome letter, registration form, presentation description and timeline. For panelists, include a list of potential questions they may be asked. (Exhibitors do not need presentation descriptions.) Tailor welcome letters and registration forms for each individual category. See Appendix, pages 81–98.

- ❑ **Put together an evaluation** to be completed at the end of the program. See Appendix, page 97. Advertise event on local Extension and partner social media outlets.
- ❑ **Send out press release** to local media outlets including newspapers, radio and television. See Outreach, page 77.
- ❑ **Submit an article** to your local newspaper that provides information landowners should consider when harvesting and selling logs. Conclude the article with an advertisement for your upcoming event. See Outreach, page 74.
- ❑ **Ask for volunteers.** Identify who will compile participant folder materials; take pictures; register participants; moderate panels; give the welcome speech; set up and maintain the food and beverages; and serve as parking attendants.
- ❑ **Edit the event program** to include the schedule, sponsors, exhibitors, and photos and information for speakers and panelists. See Appendix, page 91.
- ❑ **Advertise** in your newsletter again.
- ❑ **Mail brochures** out to your final mailing list. Make sure the brochure arrives at least one week before the early registration deadline.
- ❑ **Order materials** such as folders, name tags, folder stickers and publications to include in participant packets.
- ❑ **Confirm any food orders** with vendors or caterers.

The week of

- ❑ **Send a reminder email** to participants. Include any last-minute tips, such as things to bring for the field trip portion.
- ❑ **Plan an Extension display table.** You might include:
 - Information and interest lists for upcoming classes.
 - Books and teaching tools your Extension offers for sale.
 - Outreach materials such as promotional stickers, balloons or pens.
 - Copies of your most recent newsletter and sign-up sheet.
 - Any other relevant handouts for landowners in your area.
- ❑ **Finish compiling presentation handouts** and event program booklet (including speaker photos and information).
- ❑ **Print presentation handouts** and event program booklet.
- ❑ **Print all folder handouts** once you have a final count, and compile enough folders for all participants, speakers and panelists (with a couple extra). Folder contents include pencil, notepaper, any handouts the speakers have provided, relevant Extension publications and speaker presentation slides. Also include:
 - Service provider and log buyer directories where appropriate.
 - Event program booklet. See Appendix, page 92.
 - Event evaluation. See Appendix, page 96.
 - Create participant and speaker/panelist sign-in sheet, alphabetized by last name.
- ❑ **Create a roster** for all participants, with food allergy and contact information.
- ❑ **Purchase refreshments.** Items often included are:
 - Coffee (regular and decaf) and tea.
 - Hot chocolate packets.
 - Apple cider packets.
 - Creamer or half and half.
 - Sugar and sugar substitutes.
 - Coffee cups with lids.
 - Stir sticks.
 - Napkins.
 - Pastries. Order these in advance (unless provided by facility) for pickup the morning of the program.
- ❑ **Print name tags** for participants, speakers, panelists and exhibitors.
- ❑ **Send reminder** welcome email to speakers, panelists and exhibitors.
- ❑ **Print panelist descriptions** and questions (on one sheet) – one per panelist, plus extras.
- ❑ **Put together a packing list** for things to bring to the event site. Things you may want to include are:
 - Laminated signs to direct people to the facility. These can be stapled to posts for high visibility.
 - A-frame (sandwich board) signs.
 - Laminated signs for on-site parking and direction information to be taped onto A-frame signs.
 - Pencils, pens, highlighters and permanent markers. Time cards (Time's up, 1 minute, 5 minutes, 10 minutes – printed on different colors of paper).
 - Electronics and spare batteries. These items might include a speaker system, projector, laptop and laser pointer.
 - Large screen for presentation projection.
 - Receipt book and change.
 - First-aid kit and automated external defibrillator.
 - Directional signs for inside the facility.
 - Photo release forms.

- Signs stating photo release of liability.
- Clipboards with interest lists for Extension volunteer programs, workshops, etc.

The day before

- ❑ **Gather all supplies** in a central location at your office. Check the packing list you developed earlier.
- ❑ **Set up the tables**, chairs, exhibitor area, registration table, refreshment tables and signage, if the facility allows advance setup.
- ❑ **Exhibitors set up** their display items.

The day of

- ❑ **Exhibitors finish setting up** their display items.
- ❑ **Volunteers help** with parking, registration and refreshments.
- ❑ **Pick up pastries** and fruit (unless provided by facility).
- ❑ **Ensure that refreshments are fully stocked** at all times.
- ❑ **Write thank you cards** during presentations and panels to all volunteers, speakers, panelists, and exhibitors. Have host and planning committee members sign each card.
- ❑ **Set aside a green room** for panelists to get acquainted before their panel.
- ❑ **Post any photo release** and anti-discrimination signs required by your organization.

The week after

- ❑ **Drop thank you cards** in the mail.

Alternative delivery methods

The *Selling Logs from your Property* program is intended to be presented in person, primarily in an indoor classroom-style setting. The field tour component, while optional, significantly enhances the ability for participants to tie concepts together and observe a real “on-the-ground” area postharvest.

A host could offer the presentation or panel

portions of this course in an alternative style, such as prerecorded videos or live-streaming on the Internet. This could benefit landowners who are unable to attend the in-person workshop for various reasons, such as long travel distances. The field portion of this class could also be prerecorded. However, an online setting would severely limit a participant’s ability to ask questions and to participate in the panel discussion and field tour, which are crucial to topic comprehension.

There are no prerequisites or suggested homework required to attend this program, but it could also be offered in a “flipped-classroom” style, where reading, prerecorded presentations or video materials for some of the sections are provided ahead of the in-person training. Sections that can be included in the advance work include timber sale fundamentals, local log markets, taxes and forest practice laws. The panels and field trips should occur in person and include references to the advance work.

While the target audience is primarily inexperienced landowners, those with experience are also encouraged to attend. There are opportunities for growth and learning in any Extension program.

Evaluations and follow-ups

Ask participants to complete an evaluation after they attend the *Selling Logs from your Property* program. This will help you understand how participants perceived the information, how they plan to use it and how you can improve the program the next time it is offered. See Appendix, page 96.

We also recommend mailing a one-year follow-up survey to gauge how participants have used this knowledge and identify whether learning objectives were met. See Appendix, page 98.

A follow-up or secondary field tour at a later date could be useful for landowners who want to receive additional exposure to timber harvest operations. Topics can also include on-site conditions before, during and after a harvest, and personal accounts from landowners who have harvested and sold timber off their property.



Photo: Francisca Belart, © Oregon State University

The quality of the timber has a great influence on the economic viability of a logging operation.

Timber sale fundamentals

Time considerations

Allow 45–75 minutes for this presentation.

Learning objectives

Participants should be able to:

- Understand the steps involved in a timber sale.
- Describe factors affecting the economic viability of the harvesting operation.
- Identify the different types of timber sales.
- Describe what makes a “good road” for harvesting.
- Explain how to prioritize road maintenance.

Background information

Planning your forest management

Forest landowners have a variety of goals for their property. Landowners may want to produce timber, create wildlife habitat, restore natural forests, provide recreation, or a mixture of these things. These goals

do not have to be mutually exclusive, and you might find that certain parts of a property, or units, may be more suitable for one goal over another. For example, some units may offer better growing conditions, better access and higher quality trees for timber production. Other units containing trees of poor quality and difficult access might be better suited for wildlife habitat.

Of course, each management decision has trade-offs, but a plan can help landowners prioritize their most important goals. A management plan that includes vegetation and road access maps serves as a primary tool to start planning harvest activities. This will help the landowner answer:

- In what sequence am I going to harvest over the years?
- At what time of the year is it economically and operationally viable to harvest timber?
- Do heavy equipment and trucks have access to the timber?
- Do I have clearly defined property lines?
- Do I need to have an easement in place to haul timber?

Economic viability

A timber harvest's economic viability depends on several factors:

- Factors inherent to the stand, such as topography and access.
- Time of year.
- Log markets.
- Logging costs.
- Distance to the mill.

Landowners who understand these factors can make the best decisions for their specific situations. The landowner should be aware that low-volume operations might pay only for the logging cost — sometimes not even that — and that the size and quality of the logs will determine productivity and price paid at the mill. Expectations need to be aligned with the quantity and quality of timber extracted. Low volume, small trees and low-quality timber operations are not moneymakers. However, a thinning project should be considered an investment when the goal is to harvest larger and higher-quality trees in the future or to change species composition and stand density to make a forest more resilient to insects, disease or climate change.

Topography determines the productivity and equipment to be used. Generally, the steeper the unit, the more expensive the logging operation will be. Log markets determine the log prices, but landowners need to weigh timing against the need for road improvement and the possibility of placing aggregate on the road surface. For example, log prices tend to increase when access on dirt roads is limited. Another consideration is the distance to the mill, since transportation can cost up to 30% of the entire logging operation.

Steps in a timber sale

A timber sale can be divided into several steps. For the inexperienced, following these steps in order may help make the process flow more easily. More experienced landowners may complete some of these steps simultaneously.

STEP 1: PERMITTING

The first step is to determine if the state forestry agency requires a notification or a permit prior to selling timber or operating equipment in the forest. For example, landowners in Oregon can submit notifications and describe the details of their operations on the Oregon Department of Forestry website at <https://ferns.odf.oregon.gov/e-notification>.

STEP 2: TREES AND BOUNDARIES

The second step is for the landowner to verify property

boundary lines and trees available for harvest. If in doubt, hire a licensed surveyor to define the legal boundaries of the property and communicate with neighbors about any possible disputes, such as trees on the boundary line. Roads and fences are not always the legal boundaries. If the harvest unit needs to be accessed from a neighbor's road, the landowner should have a written road use agreement, or easement, stating the legal description, duration of use, stipulations for use, insurance, method of payment and timeline for repairs. Take pictures of the road before the logging operation in the event of any future disputes about logging impacts. A verbal agreement is not always legally enforceable.

STEP 3: VOLUME AND PRODUCTS

The third step is for the landowner to obtain an estimate of the volume and products to be harvested from the forest unit. This information allows the landowner to better market the timber, communicate accurately with a logger or log buyer, and assess the operation's economics. Determine volume and products through a professional timber cruise. The landowner will then decide the type of sale. Each option presents trade-offs (see timber sales fundamentals presentation, page 19).

Types of sales

- Stumpage sale: the amount a contractor pays the landowner for standing timber. Payment is based on the logs as they are delivered to the mill and measured by the log scalers.
- Lump-sum sale: the amount of money paid for a stand of timber regardless of how much volume is removed. This type of sale requires a timber cruise to appraise the value of the timber.
- Mill or scale-out sale: The amount a buyer pays the landowner for scaled cut logs delivered to the mill.

After determining the type of timber sale, the landowner needs to accomplish a few more tasks before soliciting bids:

- Locate and mark unit boundaries.
- Conduct a timber cruise.
- Mark trees to be removed if the operation involves a partial cut.
- Obtain necessary easements.
- Obtain maps with roads access to the harvest unit(s).
- Assess the need for road improvements.

STEP 4: SOLICIT BIDS

The landowner or their consultant should contact multiple log buyers, if possible, for each species and grade of logs, in order to compare price information.

Landowners can find log buyer contact information by searching a local forest industry directory or log buyer list. Landowners will need to provide species and approximate volume (if not at least acreage) information and invite the log buyer to provide an on-site bid.

When choosing log buyers, look for those with product lines that best match the timber on the property. Buyers will pay more for logs that give them the best value for the type of product they manufacture. Weigh transportation costs in relation to the price offered for the product. If the landowner plans to conduct timber sales regularly, it is good to build a working relationship with log buyers.

Once a log buyer is chosen, the buyer will enter into an agreement with the landowner called a purchase order. The landowner must understand the purchase order, which will describe the log specifications and prices paid for delivered logs. The pay structure is listed on a gross scale, but the landowner is paid for the net volume after the deductions for defect are taken at the mill.

STEP 5: FIND A LOGGER

Good loggers are busy and sometimes booked six months to a year in advance. Additionally, most people decide to log in summer because of better access to harvest units, so loggers are often busiest that time of year. Keep this in mind when planning the timeline for a timber sale.

As with log buyers, a landowner should contact at least three loggers and ask them to visit the unit ahead of time. Ask for references, previous work, current insurance and if they work with a contract. (Most do.) Ask them for bids and talk to them about your objectives for the harvest unit. The cheapest bid is not always the best, so the landowner should try to work with the logger who best aligns with their objectives.

STEP 6: MONITOR

The final steps are to monitor the operation as the logger makes progress. Give them feedback early and often if there is something the landowner wants done differently or corrected. Things to monitor during the operation include:

- Residual tree damage, if thinning.
- Road conditions.
- Slash disposal or piling, if in the contract.
- That all trees that were agreed to be harvested are removed.
- That logs have been yarded to the landing.
- That logs cut or bucked meet mill specifications.
- That the operation complies with state Forest



Photo: Francisca Belart, © Oregon State University

Equipment mobilization can be a large fixed cost in the logging operation, especially in low-volume sales.

Practices Act or best management practices, where applicable.

Once the job is done and the logger has moved out, it is too late to make changes and difficult to take remedial actions if something is omitted or not completed.

Contracts

Without a written contract, landowners could face misunderstandings, costly and time-consuming negotiations, and the possibility of court battles. Some of the key components that should be included in the contract are bid details (set-up cost, trucking, slash treatment, etc.), how the contractor is being paid (\$/thousand board feet (MBF), percent, full job, or other), the payment schedule, time of completion, acceptable residual damage for thinning projects, and any other special requests. The landowner should not make assumptions on what is included in the price. Get it in writing. Additional jobs, such as replanting, are generally not included in a logging bid. The logger might perform road repair, but the landowner usually needs to pay for the materials. A landowner can specify in the contract that the logger is to be responsible for re-grading the road, fixing ruts or applying rock.

Markets

It's important to study market fluctuations. But large companies can heavily influence markets, so woodland owners are often subject to current market prices with little flexibility. In general, the trend is for

prices to peak in early spring and drop in summer. But foreign policy, tariffs and other external factors can change the usual course of prices. For example, local mills might want to stock up before fire season, but may acquire too much inventory, which can lower timber prices. Prices fluctuate frequently, so landowners should communicate with their log buyer at harvest time to update their purchase order to reflect the most accurate price. Your purchase order will be valid for the agreed-upon price for a fixed period of time — usually one or two months.

Forest practice laws and expectations

Landowners need to be reminded of state forest practice rules and best management practices (where applicable) that apply to harvesting in regard to:

- Wildlife habitat.
- Water quality and protection.
- Wet-season hauling.
- Reforestation requirements.
- Maximum clearcut area.
- Air quality.
- Soil protection.
- Fire risk.

Lastly, if the landowner is harvesting for the first time, it is worthwhile to visit another property that has been recently harvested. This allows the landowner to observe the change in the landscape, slash, stumps and roads. Landowners should manage expectations. Access; topography; and the species, size and quality of their trees have a great impact on the economics of a timber harvest operation.

Forest roads

Forest roads provide access for forest management, timber extraction, fire protection, development and many other activities. Roads are a capital investment for a property, since they increase value and are expensive to build and maintain. Roads pose environmental implications to aquatic life, water and habitat for other species. Because of this, they require due diligence by the owner, especially during winter harvest operations.

Timber markets are usually better in the wet season, so many landowners might want to invest in durable material to surface their roads and access timber during that time. However, installing durable road surfaces is expensive. Landowners need to be reminded that low-volume operations will not likely pay for a large section of road surfacing unless the road is considered an investment and gives access to more acres where future harvesting may occur. A management plan will benefit you in this situation.



Photo: Steve Bowers, © Oregon State University

An arc-shaped failure on a road surface.

Road subgrade is the foundation for a successful road surface. If the subgrade is weak, the road will be expensive to maintain and not fully functional. If the subgrade is soft, the aggregate on top will be pushed down and sink into the subgrade with traffic. If more aggregate is added, it will just keep going down, and it will never be a strong and functional road. Dirt and aggregate roads have their own pros and cons. The landowner should decide the best option for the site based on planned road use, maintenance, access and cost, among other considerations.

Aggregate is classified as crushed rock. Gravel comes from river valley floors. The main difference between aggregate and gravel is that gravel has rounded edges despite being crushed and processed, and aggregate has sharp edges. Aggregate is recommended over gravel because its particles can interlock, which allows for effective compaction, creating a strong and stable surface.

Aggregate increases in price as particle size decreases. Larger particles are usually used as a base course, since they allow good water drainage, keeping the upper course drier. Good gradation is key to adequate compaction and particle binding. Smaller rock such as 3-inch minus is used as a surface course, which allows good drainage but can be harsh on tires; it is not ideal for traction. For this reason, even smaller rock,



Photo: Steve Bowers, © Oregon State University

A properly designed road.

1½-inch or 1-inch minus, is used on steeper grades, curves or where less vehicle traffic is expected. Small rock is more expensive but greatly increases traction and compacts well. When more fines are present in the aggregate, it is difficult to achieve adequate compaction, maintain drainage structures and minimize dust.

Roads must be able to provide adequate drainage. This helps maintain accessibility, decrease maintenance costs and protects water resources. Good roads divert water quickly. There are several ways to accomplish this:

- Aim for a minimum surface grade of 4%–6%.
- Use and maintain side ditches, culverts, water bars, broad-based dips and rolling grades to divert water off the road, where appropriate.
- For wet spots in clay soils, consider using geosynthetics or geogrids.
- For stream crossings, use culverts, fords and bridges where appropriate; be aware of any special consultation or permits required.

Maintenance is key to protecting the road investment and avoiding large expenses due to catastrophic failure. Water has the greatest potential to damage the road and is a liability during a timber harvest.

Wet weather conditions impose some specific requirements on harvesting and hauling timber. Adequately sized aggregate surfacing is necessary for vehicle traction, accessibility and reducing sediment production. The landowner should have some criteria to stop hauling — for example, 1 inch of precipitation in 24 hours — if the road conditions are not conducive to a satisfactory operation, especially if the road freezes and then thaws.

Additional information

Small-Scale Harvesting for Woodland Owners, EM 9129, catalog.extension.oregonstate.edu/em9129

Contracts for Woodland Owners, EC 1192, catalog.extension.oregonstate.edu/em1192

The Scribner Volume and Value Tables: Bucking for Maximum Revenue, EM 9090, catalog.extension.oregonstate.edu/em1192

Managing Woodland Roads: A Field Guide, PNW 641, catalog.extension.oregonstate.edu/pnw641

Choosing the Right Logging Contractor for Your Family Forest, EM 9170, catalog.extension.oregonstate.edu/em9170

Grass Seeding Forest Roads, Skid Trails and Landings in the Inland Northwest, PNW 628, extension.uidaho/publishing/pdf/PNW/PNW628.pdf

Preparation

This topic is most effectively conveyed through a lecture with accompanying presentation slides (such as PowerPoint). You will need:

- Projector.
- Screen.
- Extension cord or power strip.
- Laptop computer.
- Slide advancer/laser pointer.
- Microphone; consider a hands-free option such as a headset or clip-on.
- Speakers.

See the sample presentation on page 19. Edit the presentation, including references and photos, to reflect local needs.

Procedure

This is a lecture-style presentation.



Scribner log model

Materials

Provide each participant:

- A copy of the presentation slides.
- Any associated handouts.
- List of local log buyers, forestry consultants and logging contractors.

Consider providing these visual tools:

- Scribner log model: this three-dimensional model shows the boards that can be made from the cross-section of a log.
- Road aggregate and geotextile samples.

Timber sale fundamentals presentation



Timber marketing success relies on an understanding of local timber products, a good estimate of what a landowner has for sale, an understanding of yearly market fluctuations and trends, and competition between buyers for the products offered.



Timber harvesting is a tool used to reach management objectives. A successful sale takes planning. Consider economics, timing, log markets and road access (rock). Talk about the big picture; consider harvesting as part of a vision and an objective for the property owner.



Mention that small acreage or poor quality logs usually do not make money. Steep terrain entails lower productivity and challenges and will make the operation less profitable compared with easy terrain. A one-truckload operation is not a money maker.



Heavy investment in road maintenance or road-building will make the operation less profitable in the short term. But over the long run, these investments can increase your options for harvesting in wet weather. Your operation can also become less profitable if log markets are down, thinning produces a low volume of wood, or if the distance to the mill is extremely far. (You'll have to add the transportation cost.)



Edit for your region. Mention all steps and that this presentation will walk them through the steps. Notification of operations should be performed first; this step is mandatory.

Steps in a timber sale

6. Hire logger or contractor(s)
7. Evaluate offers and select a buyer
8. Monitor the sale (pre- and postharvest)
9. Determine tax liability



Timber marketing success relies on an understanding of local timber products, a good estimate of what a landowner has for sale, an understanding of yearly market fluctuations and trends, and competition between buyers for the products offered.

Property access

Easement

- Road use agreement
- Legal description
- Stated time of duration
- Compliance with existing laws
- Stipulations for use
- Waiver of legal responsibilities
- Insurance
- Method of payment



Landowners should ensure they have an easement, or road use agreement, in place if hauling through another's property. List what landowners should have in their easement: road use agreement, legal description, stated time of duration, compliance with existing laws, stipulations for use, waiver of legal responsibilities, insurance (vehicle, liability and property damage), method of payment (lump sum, \$/MBF, maintenance). See *Contracts for Woodland Owners*, EC 1192, catalog.extension.oregonstate.edu/ec1192.

Timber cruising

- Intensity based on stand and objectives
- Estimate volume by grade and species
- Estimate value by grade and species
- Consulting forester specialty
- Expertise needed in defect and grade
- \$50-\$70/hr, \$400-\$600/day or \$/job
- You can do it

In order to negotiate with the log buyer and hire a logger, it is important to estimate how much volume is expected. The accuracy will depend on landowner preference and whether they want to pay a professional. In the case of a stumpage sale, a professional cruise is likely necessary. The value of timber can be estimated by using the volume from the cruise and current market prices for logs. Explain that a tariff system can result in a less accurate inventory of their timber resource if they choose to do it themselves. A tariff system is more appropriate for a mill (log) sale.

Types of timber sales

- **Stumpage:** a party buys the standing timber. Wood is paid on **actual volume removed** (scale out) or a **predetermined volume** (lump sum).
- **Mill sale:** logs sold directly to a mill. Wood is paid on **net scale** basis.



Explain two concepts: selling the standing timber or logs.

Timber versus log sales

Stumpage sales	Mill sales
<ul style="list-style-type: none"> ▪ Relatively easy to administer ▪ Minimum marketing skill ▪ Encourages removal of all timber (lump sum) ▪ Accurate cruise required (lump sum) 	<ul style="list-style-type: none"> ▪ Maximum value ▪ Ability to "play the market" ▪ Landowner determines logger ▪ Marketing skill required ▪ Requires additional time to manage

Explain the advantages and disadvantages of both types of sales. Mill sales give the landowner more control in the aspect of hiring the logger, marketing the timber and overseeing the entire operation. Stumpage sales give the risk and profit to the buyer, but the landowner does not have to manage the sale.

Timber versus log sales

Stumpage sales	Mill sales
<ul style="list-style-type: none"> ▪ Monitoring required (scale out) ▪ Fixed price throughout contract ▪ Buyer determines logger ▪ Profit and risk factor goes to buyer ▪ Option of timber deed 	<ul style="list-style-type: none"> ▪ Monitoring required ▪ Ability to modify operations in written contract (<i>if applicable</i>) ▪ Option to cease operations ▪ Profit and risk factor goes to you ▪ Possible variability in log values

Explain the advantages and disadvantages of both types of sales. Mill sales give the landowner more control in the aspect of hiring the logger, marketing the timber and overseeing the entire operation. Stumpage sales give the risk and profit to the buyer, but the landowner does not have to manage the sale.

Sale preparation

- Locate and mark boundaries
- Property lines
 - *Do you need a licensed surveyor?*
- Do you have access to the trees?
- Feasibility of operation
 - *Space for equipment, landings*
- Mark trees with paint
- Make sure they are YOUR trees



Photo: Franciska Belart, © Oregon State University

It's very important here to remind landowners to make sure they have clear property lines and that they know which trees are theirs and which are their neighbor's. If not, have a survey done prior to harvest. Try to make a deal with your neighbor to split the cost.

Selecting a log buyer

- Contact at least three log buyers
- Explain what you have in your property, have them visit your property if possible
- Match timber characteristics to buyer specifications
 - ... YOUR logs meet BUYER product lines
- Create a working relationship with a local log buyer.
- Shop around, but don't overdo it
- How far is the mill?




Photo: Franciska Belart, © Oregon State University

Audience should understand that the better their timber matches the sawmill product line, the better the price they will get. Remember, you might be selling wood to several mills that have different diameter and length requirements for their logs. The sawmill will pay more for trees that can get them the best recovery (\$). Having a timber cruise and marking the trees ahead of time will help the log buyer to assess what you are planning to sell and reduce the uncertainty as to what will show up at the mill.

Log buyer directory

Company Name • Facility type
Species purchased
Facility address, log buyer phone • Log buyer name

Westcoast fir • Sort Yard
Douglas-fir, whitewood, cedars
Eugene, 541-444-5555 • Jeanne Anderson

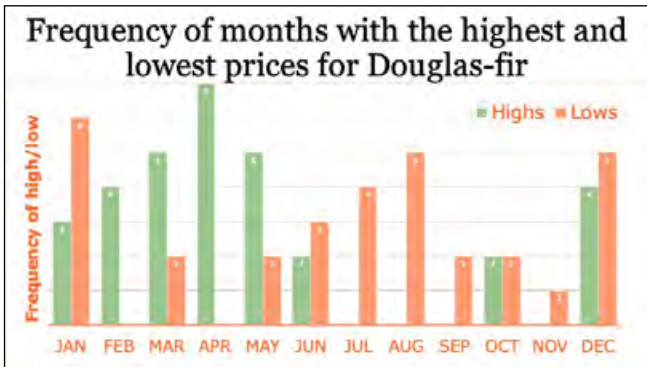
H-O Lumber Co. • Mill
Douglas-fir
Monroe, 541-444-3333 • Nathan Smith

Bros Forest Products • Sort yard
Douglas-fir
Newberg, 503-888-5555 • Doug Jones

On this slide, replace our directory with your own and refer participants to its location in the folder. Explain that the directory is a compilation of primary log manufacturers (lumber, veneer and fiber operations) and sort yards (export and domestic). If you have left any resource out, such as special wood products (exotic species or portable mills), let them know. Share any other resource for local buyers. For example, Oregon has an online Forest Industries Directory at www.orforestdirectory.com. Explain what information they can find and how often they should request a revision.




Overview of the timber market. Small woodland owners are not large enough to move price trends. So, they are price takers, meaning they need to follow whatever the market is doing. This is governed by industry moves, market demands, tariffs and policy.



This graph shows the amount of times a specific month has had the highest prices (green) and the lowest prices (orange). This shows that the best prices usually happen between March and May. The worst time to sell is summer (August) — mostly because everybody has road access in summer, and there are tons of logs in the sawmill log yard.

Oregon City/Molalla market, Sept 2018

Douglas fir (export, Longview) J	\$965-860/MBF	DF Chips \$ 38/ton (Molalla)
Domestic #2	\$775-770/MBF	
8"-11"	\$775-770/MBF	
Whitewoods (export, Longview)	\$725-590/MBF	
Domestic #2	\$660-600/MBF	
Redcedar to WA	\$1235/MBF	
Alder	Longview 12" \$900/MBF	
	6" \$540/MBF	
Maple	\$450-400/MBF	




Source: John Lindberg, Oregon Log Market Report
Photo: Brent Klumpp, © Oregon State University

Local market prices a month before the class. Edit for your region.

Oregon City/Molalla market, Oct 2018

Douglas fir (export, Longview) J	\$965-860/MBF	DF Chips \$ 38/ton (Molalla)
Domestic #2 8"-11"	\$670-650/MBF	
Whitewoods (export, Longview) Domestic #2	\$725-590/MBF	
Redcedar to WA Alder Longview 12" 6"	\$1250/MBF \$825/MBF	
Maple	\$540/MBF \$450-400/MBF	




Source: John Lindberg, Oregon Log Market Report
Photo: Brent Klumph, © Oregon State University

Local market the month of the class. Highlight the ones that have changed in price. Edit for your region.

Purchase order

- Grade
- Diameter or length breaks within log grade
- Maximum and minimum length or diameter
- Length as a percentage of gross volume — discourages "short logging"
- Domestic (grade) vs. export (sort)



Explain payment structure on a PO. Depends on length and diameter. Also talk about preferred length and target by volume.

Bucking

- Typical log lengths (W OR) 40', 36', 20'

Length (ft)	75	70	60	48	36	24	12	0
Diam. (in)	5	6	9	12	16	17		
Option 1	32'		36'					
Option 2	20'		20'		20'			
Option 3	20'		20'		32'			

Total height 100, DBH 16, tariff 36. Merch height 75 ft
This is to show the many different ways a tree can be bucked and that the best bucking option will depend on the PO and preferred lengths.

Purchase order

The Scribner Volume and Value Tables: Bucking for Maximum Revenue

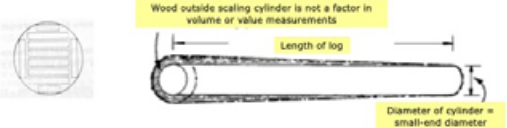
MILL #1: Wayne				MILL #2: Asadung				MILL #3: Kathy Zala				MILL #4: Steve's Bluff			
Bucking Options		Vol	VALUE	Bucking Options		Vol	VALUE	Bucking Options		Vol	VALUE	Bucking Options		Vol	VALUE
Diameter	Length	Vol	VALUE	Diameter	Length	Vol	VALUE	Diameter	Length	Vol	VALUE	Diameter	Length	Vol	VALUE
11	40	180	\$ 308	11	40	180	\$ 308	11	40	180	\$ 288	12	32	180	\$ 48
6	32	50	\$ 28	6	32	50	\$ 30	5	35	40	\$ 64	8	32	70	\$ 21
0	0	0	\$ -	0	0	0	\$ -	0	0	0	\$ -	0	0	0	\$ -
0	0	0	\$ -	0	0	0	\$ -	0	0	0	\$ -	0	0	0	\$ -
0	0	0	\$ -	0	0	0	\$ -	0	0	0	\$ -	0	0	0	\$ -
0	0	0	\$ -	0	0	0	\$ -	0	0	0	\$ -	0	0	0	\$ -
0	0	0	\$ -	0	0	0	\$ -	0	0	0	\$ -	0	0	0	\$ -
TOTAL 230 \$ 130				TOTAL 230 \$ 118				TOTAL 220 \$ 352				TOTAL 230 \$ 35			

The Purchase Order Specifications and accompanying Bucking Options show Kathy Zala as being the greatest value.

Mention the availability of Oregon State University Extension's "The Scribner Volume and Value Tables: Bucking for Maximum Revenue," EM 9090, workbook, catalog.extension.oregonstate.edu/em9090, which helps by creating a comparison between different mills and their POs. Remind landowners that this DOES NOT include transportation or logging cost. So a mill might pay better, but that needs to be weighed against transportation cost.

Scribner Log Rule

- Created in 1846 by J. M. Scribner
- Diagrammed 1-inch boards with 1/4" saw kerf that could be cut from cylinders of various sizes



- Scribner Volume Table** – rounds to the nearest 10 board feet (current method of payment for log volumes)

Explain basics of Scribner Log Rule. It starts with the small-end diameter, because of the way sawmill works. 1 bf = 1'x1'x1'

Bucking for defect: points to ponder

- Stain is **not** a defect in most sawlog grade logs!
- Consider short-logs when log has rot in one end and stain in the other
- Payment** is on **NET** scale ...
 - **payment structure** is based on **GROSS** scale
- Knot size (diameters) measured within log' scaling cylinder
- Always limb flush with the bole. ...
- Remember:** if you have a defect in the butt log, consider scaling diameter vs. length deductions!

Walk through some defects. Highlight net versus gross scale. This is a good opportunity to talk about log scalers and how defect is taken off the gross volume to final payment.

Find a logger

- Good contractors are busy
- Small jobs are not always attractive
- They need lead time of 1-6 months (44%)

Month	Busiest months (%)
Jan	20
Feb	20
Mar	20
Apr	25
May	40
Jun	60
Jul	65
Aug	60
Sep	65
Oct	55
Nov	20
Dec	15

Source: Cushing, Belart and Bowers, Small scale forestry, August 2018

Talk about logger survey. Good contractors are busy, especially in the summer, and you need to call them well in advance. Discuss typical ways of finding a logger, encourage participants to talk with neighbors who have had logging on their property. If they have had a good experience with a logger, ask them to pass along the contact information. Encourage landowners to create a working relationship with a logger if harvesting in the future.

Selecting a logger

- Ask for references
- Previous work
- Proof of insurance
- Get more than one bid!
- Contract?
- Pro-logger certification, if applicable
- Do they specialize in the operation you want to perform (experience?, equipment?)

Photo: Lynn Kitchum, © Oregon State University

Make sure insurance is up to date. Find a certified professional logger if possible in your area. Emphasize that landowners should get more than one bid and talk to a logger's references.

Five steps of timber harvesting

Forest harvesting unit Felling & bucking — Yarding	Landing Processing — Loading	Forest road Hauling
--	--	-------------------------------

Photos: Franciska Belart, © Oregon State University

General steps of timber harvesting and where they occur. Briefly explain stages and what happens on each for folks who don't have any experience with logging.

Harvesting costs

Logging cost: **fixed + variable**

- **Fixed:** mobilization
 - Amount of equipment
 - A lowboy is about \$150-\$180/hr
- **Variable:** falling + yarding + processing (logging systems)
 - Tree volume
 - System productivity
 - Topography

Photo: Franciska Belart, © Oregon State University

Talk about two main components of harvesting cost. Variable cost depends on stand and site characteristics. Talk about the fixed cost being the same no matter how many trees are harvested. And because of the scale, the more volume harvested, the lower this cost will become. That is the reason why small operations are less cost effective. Add the fact that the logger is not producing during the time the equipment is traveling from one site to another (lost productive time).

Harvesting costs

- The more specifications on the treatment, the more expensive logging will be. (Time = \$).
- Dealing with nearby buildings takes time and expertise from the timber faller.
Productivity ↓ Liability ↑
- Small jobs are labor intensive, labor in logging is becoming increasingly scarce.
- The lower the volume removed, the less profitable the operation will be. Depends on your GOALS.

Cutting trees and logging around structures and/or power lines is time consuming, involves high risk and will cost more than a regular harvesting operation. You may not get any bids if the loggers are busy. The good loggers are always busy.

Contracts

- Who pays for setup?
- Payment basis?
- Is hauling timber or biomass included?
- Marketing of timber or biomass?
- Who does tree marking if thinning?
- Time of completion
- Is the contractor aware of FPA rules and regulations?
- Replanting?

Go through some key elements in the contract, such as making clear who pays for setup costs and whether they are included in the bid. Determine how the contractor will be paid (\$/hr, \$/mbf, etc.).

Contracts

- Termination of operations
- Road conditions (pics)
- Post-operation inspection
 - Remedies
- Payment schedule
- Insurance
 - Excessive property damage
 - General liability
 - "Additional named insured"



Photo: Steve Bowers, © Oregon State University

Go through some key elements in the contract. For example, under wet weather conditions (rainfall), harvest and hauling will be temporarily suspended.

Forest Practices Act

- Reforestation
- Wildlife habitat
- Riparian buffers
- Clearcut size



Photo: Franciska Belant, © Oregon State University

Classified depending on ground. Remind landowners to order seedlings 1-2 years early. Briefly discuss rules relevant to your area. Save the in-depth discussion for the forest laws presentation.

Monitoring

- It is important to check progress
- Compliance with regulations
- Images are extremely valuable (roads)
- Post-operations
 - Roads
 - Slash disposal
 - Contract agreement (residual damage, remedies)
(Before they leave!)

Highlight the importance of monitoring the sale and mention that contractors will not bring equipment back to fix something after they have left. It is important to ask for fixes before the contractor leaves. Take before-and-after photos of the site and roads.

Postharvest considerations

- **Slash:** Make sure you have a plan for it
- **Replant:** legal requirement; order before harvesting!
- **Road repair/decommission?**

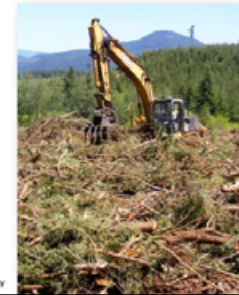


Photo: Franciska Belant, © Oregon State University

Remind landowners that they may need to replant, take care of slash and repair roads after the logging operations. They need to plan for that early in the process.

Expectations



Talk about having realistic expectations regarding the worth of their trees, harvesting costs and the fact that the forest unit will look very different after the operation.

Reality



Photo: Franciska Belant, © Oregon State University

Recommend that landowners harvesting for the first time visit a recently harvested unit so they know what to expect. It can be a shock to landowners who have never done a harvest before.



Why are roads important?

- Provide access for
 - ✓ Forest management
 - ✓ Development
 - ✓ Wood extraction
 - ✓ Protection
 - ✓ Conservation
- Capital investment and land value
- Environmental implications
- Legal requirements

Road surface: materials

<p>Rock</p> <ul style="list-style-type: none"> • Needs to be purchased and/or transported • Higher cost • Lower maintenance • All year access • Better water drainage • Fewer cross drains needed • Reduced dust • Improved traction 	<p>Dirt</p> <ul style="list-style-type: none"> • Don't need to buy or haul it • Less expensive • Higher maintenance • Might not be operational all year • Higher potential for sediment • Needs more dips/bars • Decreased stopping distance for same speed
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Road surface: width

Road use	Running surface		
	Maximum width	Preferred width	Optional width
Mainline haul road	30 feet	24 feet	16 feet
Permanent spur road	22 feet	16 feet	12 feet
Temporary haul road	16 feet	12 feet	10 feet

Pros and cons of both types of forest roads. Note: Not all rock roads will hold up in wet weather. Roads must be constructed correctly.

Road surface: aggregate

Sand and gravel: river valley floors extracted from gravel pits then treated



Pit run: aggregate from gravel pit or quarry without processing, ↓↓↓



Crushed rock: higher elevations (basalt), drilling and blasting at quarries then treated



Photos: Franciska Belart, Steve Bowers, © Oregon State University

Talk about different types of aggregate and where it comes from. Mention that gravel (round rock) is cheaper but never the best for road surfacing. After crushing, there are always round edges left.

Road surface: crushed rock

- **Base course:** 6-inch minus
- **Surface course:** 3-inch minus, most popular for forest roads.
 - 1½ in. less used, mostly for steep section, better traction
 - 1 in. for steep sections, less harsh on tires, compacts really well



Photos: Franciska Belart, © Oregon State University

Base course: about 1 ft of 6-inch minus. Fines are a binder; large rock allows good drainage.
 Surface course: 6-8 inch lift, best forestry seller.
 Pit run: can get any size, not ideal.

Road surface: crushed rock

- Single trailer trucks carry 12-13.5 tons
- Build in the summer and let settle over the winter
- Depends mostly on truck availability

Product		Price (\$/ton)
1 in.	Minus	\$8.75
1½ in.	Minus	\$8.50
3 in.	Minus	\$8.25
6 in.	Minus Jaw run	\$7.25
6-8 in	Pit run	\$6.50

Source: Lenne Chambers, Will Rose Quarry, ARZ Inc.

Talk about different aggregate sizes, prices and level of processing. Price increases as size decreases. Mention how much each truck can carry since transportation is usually the greatest cost.

Road surface: Why fines?



Too little. No contact, no binding, difficult compaction. But is that always a bad thing?



Just right. Good strength, resistant to moisture infiltration

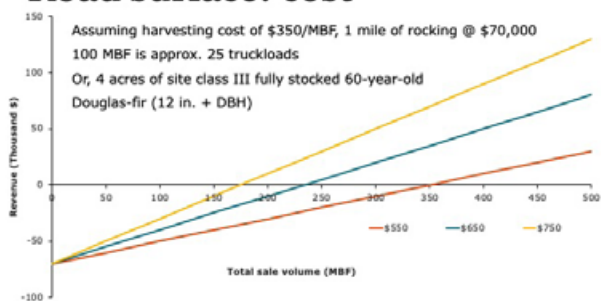


Too many. Aggregate is floating, not strong, generates considerable dust

Barnes and Connor. 2014. Managing dust on unpaved roads and airports. Alaska Department of Transportation. INE/AUTC 14.14

Talk about fines: We need them to bind aggregate particles together, but they have to be in the right proportion.

Road surface: cost



Talk about the cost of surfacing 1 mile of road and how much harvested volume is needed to pay for that road. Remind people that although that might be a high investment, if the road leads to other timber sales in the future, it might be worth the investment.

Road drainage

- **Ditches:** collect water falling on the road
- **Culverts:** carry water under the road to drain side ditch
- **Broad-based dips** or rolling grades
- **Water bars:** usually located 30°-45° to the road
- **Geosynthetics:** drainage and reinforcement



Photo: Franciska Belart, © Oregon State University

Describe different road drainage structures and how they work.

Road drainage: geosynthetics

Geogrid

Reinforcement, interlocks rock



~\$10,500 per mile installed

Geotextile

Separation, strength, drainage



Depending on strength, medium grade: ~\$15,000 per mile plus installation

Photo: Franciska Belart, © Oregon State University

Discuss geosynthetics and their function. Mention they are generally used in wet spots with weak soils.

Stream crossings

- **Culverts:** special care with fish streams and sizing
- **Low water crossings:** access; less maintenance; for shallow/low current
- **Bridges:** expensive; best option when large volume of water; requires specialized engineering skills

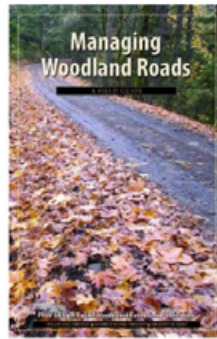


Photo: Steve Bowers, © Oregon State University

Discuss different options for stream crossings, special care in fish-bearing streams.

Road maintenance

- Use forms to inspect roads and keep a record
- Prioritize:
 - Drainage problems
 - Potential for sediment discharge
 - Potential fill or cut-slope failure, arc-shaped cracks in fill or roadway
 - Fish passage/stream crossings (culvert outlets, structural deterioration, adequate size?)



Keeping a road maintenance inventory is helpful. See *Managing Woodland Roads: A Field Guide*, PNW 641, catalog.extension.oregonstate.edu/pnw641. The road maintenance form helps landowners keep records. With so many issues on roads, the landowner may have to prioritize. If this is the case, water issues come first, since they carry a liability with water quality.

Wet weather operations

- Durable surfacing on road segments connected to streams
- Aggregate placed before wet season
- Clay cohesion in surfacing material vanishes, becomes a lubricant instead of binder
- Discontinue heavy traffic for several days after thaw



Photos: Steve Bowers, © Oregon State University

Reiterate surface drainage (large aggregate) and hydrological connectivity.

Wet weather operations

- Use maximum economically feasible aggregate (3-in+).
- Year-round wet spots: max size aggregate or geotextile to provide strength and separation.
- Remember: Subgrade strength is conditioned by wet weather; road deformation and/or pumping can occur.



Photo: Steve Bowers, © Oregon State University

Establishing a stop hauling criteria is important to prevent sediment production and excessive damage to your road.

Wet weather operations

- Establish criteria for when hauling should stop
- Adequate compaction of subgrade and surface
- Adequate drainage



Photo: Steve Bowers, © Oregon State University

Establish stop-hauling criteria to prevent sediment production and excessive damage to your road.

Take-home messages

- Roads provide access to manage our forests.
- Roads are **complex** and expensive structures that need constant maintenance.
- Roads have environmental implications, especially for water quality and aquatic life.
- Roads are regulated to reduce negative impacts on the environment



Photo: Steve Bowers, © Oregon State University

Good maintenance and proper construction keep costs low and keep roads free of trouble.



Photo: Lynn Ketchum, © Oregon State University

The quality of the timber has a great influence on the economic viability of a logging operation.

Local forest markets

These two sections on local forest markets cover the marketing presentation and the log buyer panel. Marketing forest products is a complex and sometimes confusing process for both beginners and experienced woodland owners. This section will cover the importance of conducting a forest inventory, tips for understanding the market and market timing, how to identify what timber products come from local forests, and how to identify potential buyers.

Section 1: Timber marketing overview

Time considerations

Provide 30–45 minutes for this presentation.

Learning objectives

- Identify the value of a forest inventory and what information to collect for your type of sale.
- Distinguish the diversity of forest product lines available in your area.
- Recognize basic marketing concepts and trends applicable to woodland owners and managers.
- Evaluate stumpage sales versus log sales.

Background information

Marketing is the art and science of selling timber at a price as close to its true market value as possible. Effective marketing is one of the most valuable tools a landowner has for selling timber and maximizing profit.

Timber marketing success relies on a good understanding of local timber products, a good estimate of what a landowner has for sale, an understanding of seasonal market fluctuations and trends, and competition between buyers for the products. Timber is a valuable forest product, so it pays to research each of these concepts. While current prices are published for most widely traded commodities, only past pricing is available for timber. This is because of the variation in species and products. With the exception of high-value export logs, prices are typically determined by local timber buyers and the demand for lumber products at that time.

Landowners should present themselves as informed sellers. If a landowner is unsure how to market timber, it's a good idea to hire a consultant forester with merchandising experience. Many landowners view the services of a consulting forester as an unnecessary expense. However, research demonstrates that landowners who use a forestry consultant to manage

their timber sale can make up to 20 percent more money than those landowners who did not use a consultant.

It is ill advised to rush into a timber sale without knowing current log values and how they fit into seasonal trends. While planning a timber sale, investigate the market's strengths and weaknesses. Contact local log buyers, a consulting forester or a local Extension agent to learn prices and what species are in demand. These prices change rapidly, and repeat calls may be necessary to keep up with fluctuations. The general strength of a timber market does not necessarily correlate with the strength of markets for specific species or products. For example, sawlogs may be in demand with high prices while the chip market is in a surplus and offering low prices. These disparities between general and specific market conditions can complicate marketing activities. But they also provide tremendous opportunity for woodland owners willing to invest the time and resources to know what they have, what products they could produce, and which products different market segments are willing to purchase.

Knowing when to harvest timber is always difficult. Unfortunately, there is no formula for making it easier. Woodland owners should consider current prices, whether prices are rising or falling, the growth potential of the trees, and the ability and need to make an income. The wet season — in early to mid-spring — is often the best time economically to sell logs and timber. However, this is often the hardest time to access the trees. Depending on how much timber there is to sell, making the investment to rock roads and use year-round logging systems may help the woodland owner capitalize on stronger markets.

Today, most log mills can use only specific log sizes and species needed to manufacture the specific wood products they sell. Landowners should look for mills whose log requirements match the characteristics of the logs they plan to sell. Not all species, sizes and qualities of logs will be used by any given mill. This may require you to sell logs to more than one purchaser to get the maximum value. This uneven use of products can create price differentials among species and qualities of logs. Additionally, there are numerous categories of defects that reduce a log's value to the mill. These include decay, knots, separations between the growth rings, insect damage, crook and sweep in the log, and a host of other factors.

A timber cruise offers a simple way to estimate the volume of wood and identify the product types and tree quality. This is likely best conducted by a professional forester with the training and experience to designate product types of standing trees. A comprehensive cruise

helps landowners match what they have with the right mill, sort yard or product line to receive premium prices for their logs.

After identifying which trees to harvest, extrapolate the volume and approximate quality by species from the cruise. The volume data, along with price estimates from local log buyers, can be used to calculate a possible range in fair market value. A professional forester, if consulting on the job, should provide this estimate. Use it only as a guide to evaluate purchase offers or bids.

The goal of a good marketing strategy is to diversify products to extract the highest value within the harvesting time frame. Having a written plan does not ensure success, but it helps landowners focus their energy on harvesting the logs that are currently at the peak of the market. When all log sorts (species, size and quality) are mixed together, the revenue potential may be decreased. However, there are some cases when it is possible that sorting and selling to multiple buyers will generate less revenue than selling all logs to one buyer. This is due to additional logging and hauling costs, the need for larger landings and the possible cost of logs being shipped to the wrong mill.

Selling to a sort yard or selling as a stumpage sale can be an alternative to merchandising to multiple buyers. Each type of sale has pros and cons, and significantly affects the extent to which the selling and harvesting process needs to be structured and managed. If a landowner is selling to multiple buyers, a professional forester or skilled landowner can divide the logs to be sold into product classes at the landing based on the specifications for the logs going to each mill.

When landowners sell trees or logs, they enter a competitive market aiming to earn the best possible price. If in need of cash, landowners may be tempted to accept the first offer from a log buyer and not seek additional bids. This rarely results in the best deal for the landowner. Likewise, when a landowner receives multiple offers, it may seem appropriate to accept the highest bid. But a high price does not automatically result in high profit. When evaluating offers, consider not only the price, but also how the distance to the mill will affect hauling costs, and any special requirements of the bidder that may be difficult to achieve, such as a unique log manufacturing specification.

Buying and selling timber is a business transaction and a critical step in implementing management specified in your management plan. Profitable and successful timber harvests can boost the confidence of landowners in their ability to earn income from their forestlands.

ADDITIONAL INFORMATION

Measuring Timber Products Harvested from Your Woodland, EC 1127, catalog.extension.oregonstate.edu/ec1127

Selling Timber and Logs, EC 1587, catalog.extension.oregonstate.edu/ec1587

Harvesting and Selling Timber: A Field Guide for Woodland Owners, EM 9197, catalog.extension.oregonstate.edu/em9197

Choosing the Right Service provider for Your Family Forest: Consulting Forester, EM 9241, catalog.extension.oregonstate.edu/em9241

Working with a Professional Forester, CIS 1226. University of Idaho Extension. www.extension.uidaho.edu/publishing/pdf/CIS/CIS1226.pdf

Oregon Forest Industries Directory, www.orforestdirectory.com

For a complete understanding of log grades, study a copy of the official grading rules from the log scaling and grading bureau that operates in your region.

Preparation

This topic is most effectively conveyed through a lecture with accompanying presentation slides, such as PowerPoint. You will need:

- Projector.
- Screen.
- Extension cord or power strip.
- Laptop computer.
- Slide advancer/laser pointer.
- Microphone; consider a hands-free option such as a headset or clip-on.
- Speakers.

See the sample presentation, page 31. Edit the presentation, including references and photos, to reflect local needs.

Procedure

This is a lecture-style presentation.

OPTIONAL ACTIVITY

In-class activity to break up the lecture portion. Oregon State University Extension offers a series of spreadsheets with accompanying instructions called the *Scribner Volume and Value Tables: Bucking for Maximum Revenue*, EM 9090, catalog.extension.oregonstate.edu/em9090. The spreadsheets are available in Microsoft Excel format. These tables can help landowners compare offers from up to four different log buyers. Users insert the dollar values per thousand board feet along with the log specifications shown on a purchase order. The spreadsheet converts the volume to a dollar value, making it much easier for woodland owners to determine which mill will return the highest revenue based on the dimensions of their trees.

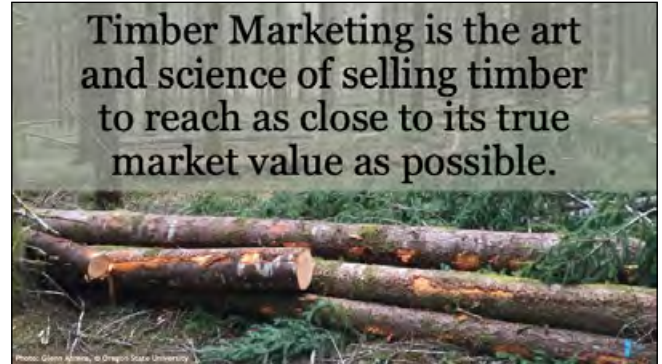
During the presentation, supply sample information to the audience, including example purchase orders and a timber cruise of a local property. In small groups, ask landowners to evaluate the bids from each mill, taking into consideration pricing, hauling distance, and products requested vs. products in the cruise. When going over the material, use the workbook to provide a live tutorial on how to enter the data in the spreadsheets. Encourage landowners to familiarize themselves with the spreadsheets and use them at home.

Materials

Provide each participant with:

- A copy of the presentation slides.
- Any associated handouts.
- List of local log buyers, forestry consultants, and logging contractors.

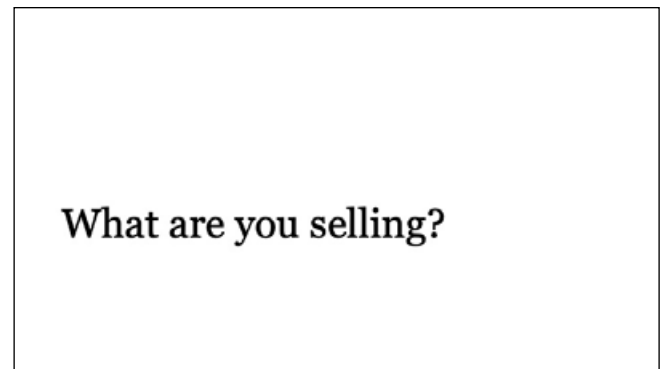
Timber marketing overview presentation



Timber marketing success relies on an understanding of local timber products, a good estimate of what a landowner has for sale, an understanding of yearly market fluctuations and trends, and competition between buyers for the products offered.



https://youtu.be/9KKY_Uvx0Ys



A timber cruise can estimate the volume of wood and identify the product types and tree quality. This is best done by a professional forester with the training and experience to designate product types of standing trees. A comprehensive cruise helps landowners match what they have with the right mill, sort yard or product line to receive premium prices for logs.



A timber cruise is a survey to locate and estimate the quantity of timber on a given area, according to species, size, quality, possible products or other characteristics. A cruise can estimate the volume of different products in the stand, as well as offer log lengths reflective of cutting practices. A forest inventory is often confused with a timber cruise. A forest inventory is a sampling method designed to quantify the spatial distribution, composition, and rate of change of forest parameters for the purposes of management. Inventories may be made of all forest resources including vegetation, fish, insects, wildlife and other forest conditions or factors. Inventories often have fewer plots than a cruise and therefore aren't as accurate of an estimation of what you are going to sell.



In the western U.S., most transactions with logs and lumber are in "Scribner board feet." A cruise is often reported in board feet per acre, while values are reported as dollars per thousand board feet (MBF). But what is a board foot? A board foot is a unit of volume for timber typically measured as 12 inches by 12 inches by 1 inch, or 144 cubic inches of any dimension.

Scribner Rule – current method of payment for log volumes

Diagrammed 1-inch boards with ¼-inch saw kerf reasonably cut from cylinders of various sizes

$$\frac{\text{Total inches of width}}{12} = \text{BF per foot of log}$$

$$\frac{4+8+12+12+12+12+12+12+12+12+8+4}{12} =$$

$$\frac{120}{12} = 10 \text{ bf per 1 ft of log}$$

Note to the presenter: While Scribner board feet are the convention in the Pacific Northwest, you may need to adjust this slide if it is not the common rule or convention in your region.

Created in 1846 by J. M. Scribner

The Scribner Rule is a “diagram rule,” based on board foot volume for a log of any given small-end inch-diameter, developed by actually drawing in properly dimensioned 1-in.-thick board ends, not less than 4 in. wide, that can reasonably be cut from a circle with equivalent diameter, after wasting slab areas and allowing for ¼ in. of saw kerf waste between the boards. Dividing the total inches of width in these theoretical boards by 12 gives the number of board feet per lineal foot of a log. Example: 120/12 = 10 BF per 1 ft. of log. 12 ft. log: 12 X 10 = 120 BF 16 ft. log: 16 X 10 = 160 BF 40 ft. log: 40 X 10 = 400 BF

Appraise the sale

What to look for in a timber cruiser

- Appropriate equipment
 - Laser for tree height
 - GIS software for maps
 - Cruising software
- Other landowner referrals
 - Easy-to-understand reports
 - Clearly explains work
- Low margin of error
- Experience with defect and grade!

Timber cruising is usually the specialty of a consulting forester. Not all consulting foresters cruise timber. Talk to at least three cruisers when making your decision. To find the right consultant, ask candidates about their approach to your specific needs. What are their qualifications? Timber cruisers should have experience cruising and identifying how your logs fit into the different defect and grade categories. What equipment do they use? Cruisers should use advanced tools such as lasers for tree heights and GIS and cruising software. Can you speak with some of their clients with similar property and goals? Talk to other small landowners that have used their services. Are the landowners happy with the work? Were their reports clearly presented and easy to understand? Could the cruiser communicate their findings with them in a way they understood?

What’s the value?

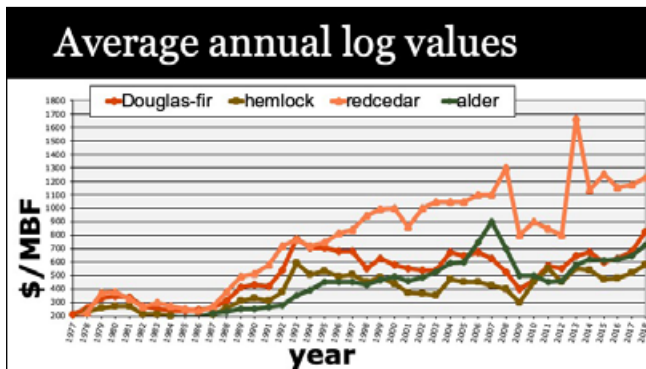
From cruise

- Species, quality, dimensions

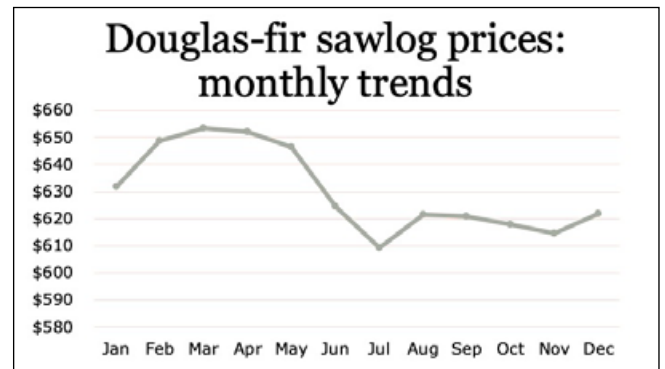
What is the demand?

- Market trends
- Current prices

After identifying which trees to harvest, you can extrapolate the volume and approximate quality by species from the cruise. Use the volume data collected in the cruise along with price estimates received from local log buyers to calculate a possible range in fair market value. If a professional forester is being consulted, they should provide you with this estimate. Use it only as a guide to evaluate purchase offers or bids.

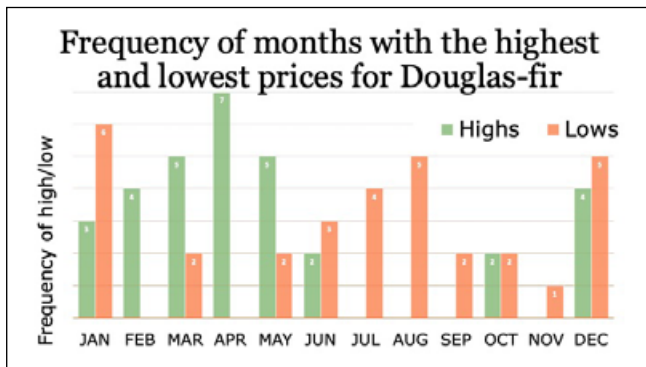


How the average prices for local marketable species have changed over the last 40 years. Change graph for your local species and prices. Recent and historic log values are often available from the state department of forestry or natural resources. You can also get past prices by calling mills directly. Use this opportunity to comment on how policy and external markets can change the trends. For example, a housing crash, international trade agreements, tariffs and harvesting on federal lands.



Discuss how markets fluctuate yearly in your area. Some reasons may include:

- Prices begin to rise in fall and stay high through winter and spring because trees are harder to access in wet weather. Fewer landowners have rocked roads or the ability to use aerial harvesting systems, which minimize soil impacts during the rainy season. With fewer logs entering the market, demand increases, and so do prices.
- Sometimes prices rise in August or September due to mill inventory reductions. If fire weather is extreme that year, some locations in the West shut down logging operations to decrease fire risk. This decreases the number of logs entering the market, increasing demand.
- Douglas-fir sawlog prices are heavily tied to the housing market. In spring, lumber prices rise as housing starts increase during peak building season. This drives up lumber prices and log prices.



This graph shows the amount of times a specific month has had the highest prices (green) and lowest prices (orange). The best prices usually happen between March and May. The worst time to sell is August, because everybody has road access in summer and there are tons of logs in the sawmill log yard.

Hitting the peak price

Log values are determined in anticipation of future markets:

- A **bullish** market will reflect **more** \$/MBF than existing orders.
- A **bearish** market will reflect **less** \$/MBF than existing orders.

Bullish: When traders are bullish about an asset, they believe that its price will rise. Bull markets feature rising prices. For example, if you talk to a log buyer about prices in spring, they will usually inflate their prices because price goes up in the spring.

Bearish: When traders are bearish about an asset, they believe that its price will fall. Bear markets feature falling prices. The opposite is true about logging prices. A log buyer will offer a more conservative number in summer, because prices tend to fall at that time.

Having a long-term view of the market will help you anticipate when the market turns. Long-lasting relationships with log buyers can help you anticipate what they are thinking and whether they anticipate prices increasing or decreasing.

Moral of the story: It pays to shop around ... always! Second moral of the story: Don't get greedy! If you wait too long in a bullish market to get just a few more dollars, you could miss the peak and get a lower price than if you sold earlier.

Selecting a buyer

- Invite 3 to visit
- Match **your timber** to buyer **product lines**
- How far is the mill?




Mill	Offer	Haul cost	Best deal
A	\$700/MBF	\$35/MBF	YES
B	\$715/MBF	\$50/MBF	

Contact at least three log buyers, if possible, to compare price information. Additionally, it is common that one buyer will not take all your logs, so talking to more will help you market all of your trees. Landowners can find log buyer contact information by searching a local forest industry directory or log buyer list. Landowners will need to provide species and approximate volume (or at least acreage) information and invite the log buyer to provide an on-site bid. When choosing log buyers, the main goal is to find buyers with product lines that best match the timber on the property, as buyers will pay more for logs that give them the best value for the type of product they manufacture. Keep in mind transportation costs in relation to the price offered for the product. If the landowner plans to conduct timber sales regularly, it is good to build a working relationship with log buyers.

Seal the deal with a purchase order

Before you cut!



Once a log buyer is chosen, they will enter into an agreement with the landowner called a purchase order. The landowner must understand the purchase order, which will describe the log specifications and prices paid for delivered logs. The pay structure is listed on a gross scale, but the landowner and logger are paid for the net volume after the deductions for defect are taken at the mill. Deductions are usually made by a third-party scaler.

Stumpage sale vs. mill sale

Standing timber



Photo: Lauren Grant, © Oregon State University

Cut logs



Photo: Francine Relant, © Oregon State University

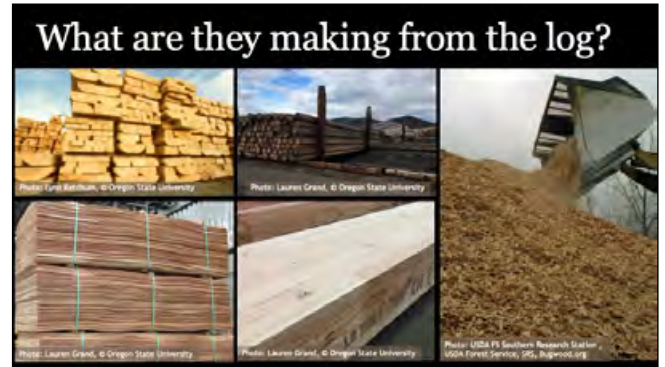
Explain the advantages and disadvantages of both types of sales. Mill sales give the landowner more control in the aspect of hiring the logger and marketing the timber. Stumpage sales give the risk and profit to the buyer, but the landowner does not have to manage the sale.

Stumpage sales (selling the standing timber)

- Relatively easy to administer.
- Minimum marketing skill.
- Encourages removal of all timber (lump sum).
- Accurate cruise required (lump sum).
- Monitoring required (scale out).
- Fixed price throughout contract.
- Buyer determines logger.
- Profit and risk factor go to buyer.
- Option of timber deed (fixed price and potential for extended time for harvest).

Mill sales or cut logs

- Maximum value.
- Profit and risk factor go to you.
- Ability to “play the market.”
- Landowner determines logger.
- Marketing skill required.
- Requires additional time to administer.
- Monitoring required.
- Ability to modify operations in written contract (if applicable).
- Option to cease operations.
- Possible variability in log values.



Sawmills tend to specialize in what they manufacture from the logs they purchase. This increases efficiency and dictates the specifications in the logs they purchase. Some examples include specialty products such as cross arms, timbers, shingles and shakes. Types of mills include:

- Timber mills
- Stud mills
- Dimension mills
- Peeler mills
- Board mills
- Chips
- Utility poles
- Fenceposts
- Export
- Hardwoods
- Specialty
- Sort yards



Mills can be specific to a species or species group. Conifers and hardwoods are rarely taken at the same mill. Sort yards are log yards that are not typically associated with a mill. They typically purchase mixed loads of logs and sort them in their yard for resale to the appropriate mills. This model allows them to take a wide range of species and sizes. This can be helpful for a small landowner who is selling a small amount of logs with a large variety in species and sizes.



The firm that purchases your logs has physical limitations on the size (diameter and length) of the logs they can use. For example, a ring debarker is limited by the diameter of the opening. What kind of technology the mill uses to cut the debarked log has limits as well. Circular saws are limited by the diameter of the blade. Band saws have an opening limit.

Local products

Edit the following slides to match some examples of what options exist in your area. You may consider including some common specifications if applicable.



Sold by the cord



- Sold by weight.
- Requires a weigh scale.





Export

- **Japan sort**
 - High quality Douglas-fir
- **China sort**
 - Low quality Douglas-fir
 - Ponderosa pine
 - White woods



Hardwood pulp logs are purchased by the ton, as with other species. But sawlogs can either be purchased by the ton or per thousand board foot (MBF).

Section 2: Log buyer panel

Time considerations

Allow 45–60 minutes.

Learning objectives

- Understand the role of the log buyer in a log or stumpage sale.
- Identify local log buyers for timber products.
- Identify the specifications of the products local mills are seeking.

Background information

Log buyers purchase logs on behalf of a mill or sort yard. Log buyers are the most direct sources of current information about prices, and they can best articulate the requirements of their respective facilities. For this reason, understanding log buyers' needs in your area is the foundation of log marketing.

Log characteristics influence the buyer's price. The better the log matches the buyer's product line, the better the price. However, high demand and low inventory can sometimes soften the mill's requirements, and vice versa. Landowners can engage a log buyer in the timber-selling process as soon as they determine what trees they plan to sell.

Staying in communication with the log buyers about current pricing and inventory will give the landowner a leg up in watching how pricing changes over time. If possible, landowners should invite at least three local log buyers for a visit to their property. If available, show them the timber cruise report. Log buyers can quickly determine whether the trees will satisfy their mill or sort yard's requirements.

If a log buyer is going to purchase the timber, they will assign a purchase order. A purchase order is a written contract offered by a log buyer to a woodland owner for the purchase of logs. The contract lists various price categories, which are typically good for 30 days. Types of purchase orders include:

- **Camp run:** A camp run offer is a single price per species for all merchantable material. (Culled logs or portions of logs are typically not included in the camp run offer.) This is a popular purchase order for woodland owners because it removes the complications of cutting and sorting each log for a different mill, but they sacrifice potential value to be gained from optimized bucking and merchandising.
- **Grade basis:** Few logs are purchased on a grade basis today. However, large-diameter, high-quality logs might warrant a purchase order by grade. When marketing logs by grade, it is imperative to understand log grade rules. For example, if a log

meets the diameter requirements of a particular grade, but fails to satisfy the surface characteristics requirement (knot size), its value will be docked substantially. Local log scaling and grading bureaus sell copies of the official rules at their offices.

- **Price breaks by log length and diameter:** Aside from camp run, most woodland owners sell their logs based on species, length and diameter breaks, or a combination of all three. The diameter and length breaks typically vary by mill, species and product type. The minimum merchantable small-end diameter for a sawlog is sometimes down to 5 inches. However, some fiber and stud mills accept down to 3 inches or less.
- **Weight basis:** Hardwoods and conifers also can be sold on a weight basis (dollars per ton). Generally, as diameters increase, selling by weight becomes less attractive.

The majority of sawlogs are sold on a per thousand board feet, or MBF, basis, but small-diameter sawlogs (chip and saw) and chips are often sold by weight.

ADDITIONAL INFORMATION

Selling Timber and Logs, EC 1587, catalog.extension.oregonstate.edu/ec1587

Preparation

Invite three to five log buyers from the area to sit on the log buyer panel. It's recommended they each purchase different log sorts, so participants can get an accurate snapshot of local options. Keep in mind that the larger the panel, the more time you will need to allow for the session.

Edit the presentation slides to reflect local markets and products.

If possible, make a list of local mills and sort yards with the specifications of what they buy along with log buyer contact information.

Prepare extra panel questions that are appropriate for your area in case there aren't enough questions from the audience to fill the time. See the example questions, page 39.

Provide the following equipment for the panel:

- Microphone: Provide one for each panelist if possible.
- A portable microphone for audience questions. If not available, have moderator repeat questions into microphone.
- Speakers.
- Provide the following materials if a panelist wants to show photos during the panel:
- Projector and screen.



Photo: Alicia Christiansen, © Oregon State University
Panelists address the audience at a symposium.

- Extension cord or power strip.
- Laptop computer.
- Slide advancer or laser pointer.

Procedure

BACKGROUND PRESENTATION

Give a short presentation, no more than 10–15 minutes, on what a log buyer does, when you should contact one, and how to work with a log buyer. This could range from sharing the definition of a log buyer and moving right into discussion with the panel, or it could be a more detailed presentation covering the previously listed topics. See the example presentation, page 40.

Example definition of a log buyer: Log buyers are the individuals who purchase your logs on behalf of a mill or sort yard. Log buyers are the most direct sources of current information about prices, and they can best articulate the requirements of their respective facilities.

PANEL DIRECTIONS

Inform workshop participants that the panel will begin with introductions and a couple of questions. After these questions, open the floor for questions from the audience. Use a moderator to ensure that a variety of participants get to ask questions, that both questions and answers remain relevant to the topic of buying and selling logs, and to keep the session moving smoothly.

OPTIONAL ACTIVITY A

Ask participants to think of questions for log buyers and write them on an index card. Collect the cards periodically to be read by the moderator. If you have a shy audience, this may increase the number of questions asked. Remind participants that questions to log buyers should stay on theme to reflect their role in the timber sale process.

OPTIONAL ACTIVITY B

If portable sawmilling is a viable option in your area, consider inviting a portable sawmill owner/operator to sit on your panel. This may be in addition to inviting them to provide a separate demonstration during an optional field tour.

OPTIONAL QUESTIONS TO PROMPT THE PANEL

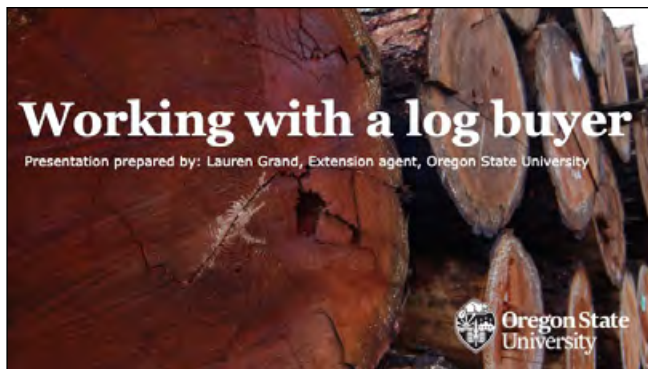
- Suggested introductory question: Tell us a little bit about yourself, the company you work for, what types of logs you buy, what region you work in, etc.
- What services do you provide to landowners?
- When in the process should a landowner interested in selling their trees contact you?
- What information should the landowner have when calling you to ask about prices?
- What are the main log quality features you consider when providing a bid (species, size, knots, sweep, other defects)?
- How does defect change the value of the timber you buy?
- Will you visit a landowner's property to see the logs before the operation?
- How will a landowner know that you have officially purchased their logs?
- Is there a minimum volume of timber you generally look to purchase at one time?

Materials

Each participant should be provided with:

- A copy of the presentation slides.
- Any associated handouts.
- List of local log buyers. Include local artisans and portable sawmill operators, if appropriate for your region.

Working with a log buyer presentation



Explain here in general terms what log buyers do as they relate to the timber selling process. Describe that they can work for a mill or sort yard, for example. If not too repetitive, comment on how to contact them. Encourage landowners to contact log buyers once they have laid out the harvest boundaries. (In the case of a thinning, contact buyers once they've marked the trees for sale.) Invite them to come out to the property and bid on the timber you've marked. When you call, be prepared to describe what you have to sell in terms of species, volume, approximate diameters and quality.

Log buyer directory

Company Name • Facility type
 Species purchased
 Facility Address, log buyer phone • Log buyer name

Westcoast fir • Sort Yard
 Douglas-fir, whitewood, cedars
 Eugene, 541-444-5555 • Jeanne Anderson

H - O Lumber Co. • Mill
 Douglas-fir
 Monroe, 541-444-3333 • Nathan Smith

Bros Forest Products • Sort yard
 Douglas-fir
 Newberg, 503-888-5555 • Doug Jones

Selecting a log buyer

- Contact three — invite each for a visit.
- Match **your** timber to buyer **product lines**.
- Foster a working relationship.
- Shop around, but don't overdo it.
- How far is the mill?

If possible, provide your participants with a list of log buyers in the area. On the slide, replace our directory with your own and refer your participants to where it is in their participant folder.

Explain that the directory is a compilation of primary log manufacturers (lumber, veneer and fiber operations) and sort yards (export and domestic) in the area. If you have left out any resource such as special wood products (exotic species or portable mills) be sure to let them know. Take a minute to share any other resource for local buyers you may have. For example, Oregon has an online Forest Industries Directory located at www.oreforestdirectory.com.

If there is time, explain how the directory is sorted, what information they should expect to find, and how often they should request a revision, since turnover for log buyers can be frequent.

Contact at least three log buyers, if possible, to compare price information. Landowners can find log buyer contact information by searching a local forest industry directory or log buyer list. Landowners will need to provide species and approximate volume (if not at least acreage) information and invite the log buyer to provide an on-site bid. When choosing log buyers, the main goal is to find buyers with product lines that best match the timber on the property, as buyers will pay more for logs that give them the best value for the type of product they manufacture. Keep in mind transportation costs in relation to the price offered for the product. If the landowner plans to conduct timber sales regularly, it is good to build a working relationship with log buyers.

This is also a good time to remind landowners that a particular mill may not want all the logs that they have to sell. In this case the landowner may need to market the logs to more than one mill and will be working with multiple buyers. For example, 5"-11" logs to Mill A, 12"-16" logs to Mill B and 16"+ logs to Mill C.

Seal the deal with a purchase order (PO)

... Before you cut!

The image shows a purchase order form with the following sections:

- Header: Example timber company, Address, Phone.
- Order details: Order #, Date, Quantity, Species, Size, etc.
- Table: A table with columns for Quantity, Species, Size, etc.

Seal the deal with a purchase order

Buyer/ timber company

The image shows a purchase order form with the following sections:

- Header: Example timber company, Address, Phone.
- Order details: Order #, Date, Quantity, Species, Size, etc.
- Table: A table with columns for Quantity, Species, Size, etc.

Once a log buyer is chosen, they will enter into an agreement with the landowner called a purchase order. The landowner must understand the purchase order, which will describe the log specifications and prices paid for delivered logs. The pay structure is listed on a gross scale, but the landowner and logger are paid for the net volume after the deductions for defect are taken at the mill.

The remaining slides explain what might be on a purchase order, including information from the log buyer's employer.

Seal the deal with a purchase order

Estimated volume purchased

The image shows a purchase order form with the following sections:

- Header: Example timber company, Address, Phone.
- Order details: Order #, Date, Quantity, Species, Size, etc.
- Table: A table with columns for Quantity, Species, Size, etc.

Seal the deal with a purchase order

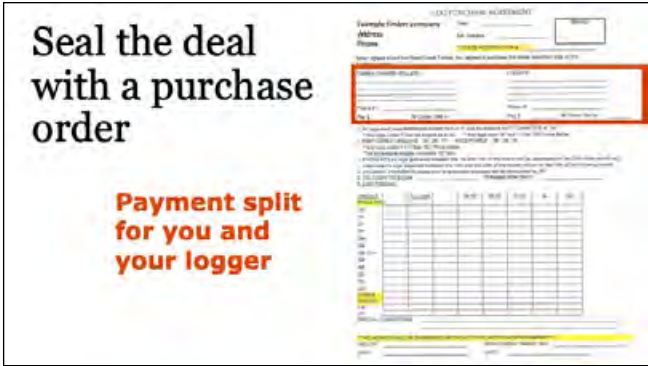
Picture of brand to identify log owner

The image shows a purchase order form with the following sections:

- Header: Example timber company, Address, Phone.
- Order details: Order #, Date, Quantity, Species, Size, etc.
- Table: A table with columns for Quantity, Species, Size, etc.

The amount doesn't have to be exact. The mill wants to know roughly how much volume you have for sale in order to keep track of their inventory.

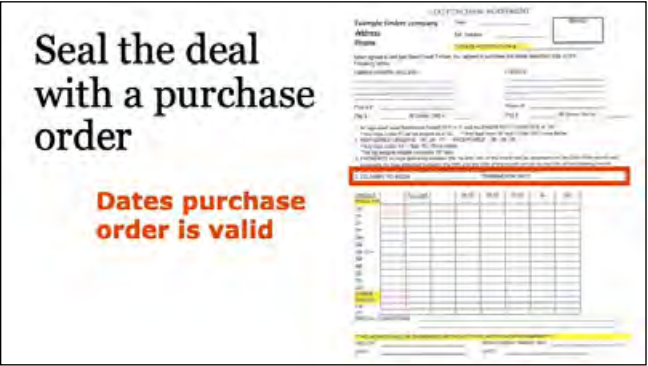
A brand is a stamp or imprint of a symbol that associates the logs with the seller. If you do not have your own brand, a consultant or logger working on your project will likely have one.



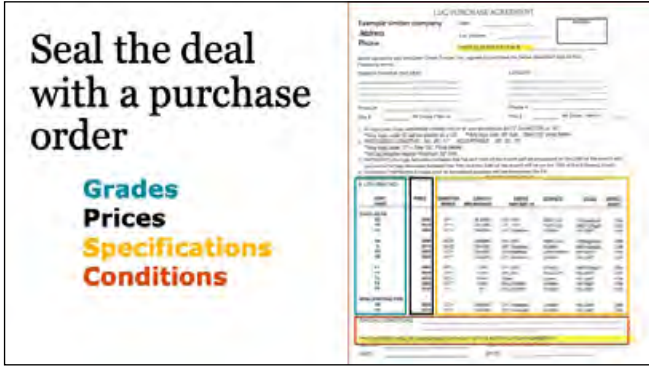
Most landowners who are selling logs contract out the cutting to a logger. Loggers typically get paid on a percentage or price per unit net scaled. As the seller, you can choose to receive all the payments from the mill and then pay your logger based on the terms of your contract. Or, in this section, you can have the mill split up the payment. The mill will send you your share, and will send a check directly to the logger for their share. This system is usually preferred because there is less money handling and the logger is assured they will get paid on time.



Specifications describe important features of the logs that the landowner must provide in order to avoid price deductions on their logs. This is the main reason that you get your purchase order before you cut and buck up your trees. The specifications in this order ask for preferred lengths of 34, 26 and 17 with acceptable lengths of 36, 28 and 18. If you send them logs that are precut to 38 feet, you'll not only be losing 2 feet in scale, they may only pay you a fraction of the price of a 36-foot log because they'll have to manufacture the log differently or send it to another mill.



This is usually a month or two. This can be negotiated for an additional month or two down the road if the harvest is taking a long time. The new price may be higher or lower depending on how the log market has changed over the previous month or two.



Log grades explain the quality of the logs that the purchaser will accept and they each have associated prices. Better quality logs typically pay more; however, some mills specialize in products made from lower-quality logs. At those mills you may see higher prices for "uglier logs." Prices are typically reported in per thousand board feet (MBF) or price per ton. Specifications on diameter and length limits may also be listed here, as well as any other features that the mill is looking for. Specifications are very important to follow because they tell the logger how to manufacture the logs into the preferred lengths, which will get you both the highest return.

Working with professionals

These two sections address working with professionals: the consulting forester and logger panels. Choosing the right professionals to work with can be a complex and daunting task for landowners new to selling timber. Information in this session will help landowners understand the roles of the consultant and logger during the sale, learn how to find the right service provider for their objectives, and know what to consider when signing the contract.

Section 1: Consulting forester panel

Time considerations

Allow 45–60 minutes.

Learning objectives

The participant will be able to:

- Understand the role of consulting foresters and how they work with everyone involved in a timber harvest.
- List three benefits from working with a consulting forester on a timber sale.
- Recognize that a log buyer cannot serve as a landowner's consulting forester, due to a conflict of interest.
- Recognize that professional forestry associations can help landowners reach their forest management goals.
- Understand how to find the right consulting forester, know what questions to ask when hiring a consulting forester, and identify credentials.

Background information

A variety of professionals can help make sure a landowner's timber sale meets expectations, both fiscally and on the site. Some landowners are reluctant to undertake any kind of forest treatment out of concern for damaging their forest. The effects of timber harvests and other forest management activities can be long lasting, so it is appropriate to perform adequate research and make thoughtful decisions when looking for professional assistance.

WHAT IS A FORESTER?

Idaho, Oregon and Washington currently do not have



Photo: Francisca Belart, © Oregon State University

Participants will learn how to call on the right forestry professionals to help them meet their objectives.

any laws requiring forester licensing or registration. Within the forestry community, the most commonly accepted basic definition of a forester is a professional engaged in the science and profession of forestry who has completed at least Bachelor of Science (a four-year degree) in forestry from a college program accredited by the Society of American Foresters.

California is the only state in the West that requires a license to practice forestry. Licensed foresters carry the title Registered Professional Forester, and they perform professional services that require application of forestry principles and techniques to management of forested

landscapes. To become an RPF, foresters must complete multiple years of training and pass a comprehensive examination.

STATE FORESTRY AGENCIES

In addition to managing state forests, some state forestry agencies employ foresters who provide limited technical assistance to help landowners maintain and enhance their forest properties. These agencies also employ foresters who inspect logging and other forest operations for compliance with state laws pertaining to forests (“forest practice laws”), which delineate standards for logging, road building, reforestation, streamside protection and other forest practices. Even experienced landowners should consider touching base with state forestry agencies before conducting a timber sale, especially if the harvest will occur on or near a stream of any size.

INDUSTRY FORESTERS

Forest product companies also employ foresters who regularly interact with private landowners while procuring logs. Many industry foresters provide management recommendations as part of those discussions. Most mills want to cultivate positive long-term relationships with landowners, so their foresters usually give sound advice. But these foresters ultimately work for the timber company, not for the private landowner.

FORESTRY CONSULTANT OR CONSULTING FORESTER?

Consulting foresters are professionals who provide management services to forest landowners and others for a fee. The terms “forestry consultant” and “consulting forester” are often used interchangeably. Some professionals who offer services to forest landowners — wildlife consultants and forestry technicians, for example — do not necessarily meet the definition of a consulting forester. Some consulting firms also employ forestry technicians, who often have a two-year degree (commonly called an associate’s degree) in forestry or a related natural resource area.

CONSULTING FORESTERS

Forest landowners’ decisions are aided greatly by assistance from professional consulting foresters. Forestry assistance from public agencies is often limited. For example, in locations where sufficient numbers of consulting foresters work, state forestry agencies may focus their management planning assistance primarily on smaller acreage landowners. If you want a professional who can be your legal representative for a timber sale or want more

comprehensive individualized services, consider contacting a consulting forester.

WHAT CAN CONSULTANTS DO FOR FAMILY FOREST OWNERS?

Consulting foresters offer many services, but they are particularly helpful when harvesting timber. Most forest landowners only sell timber once or twice in their lives, and a harvest can significantly improve or damage forest health and other values.

It can be complicated to assess, but at least one study of private timber sales has found that sales involving a consulting forester resulted in higher log prices for the landowner, compared to working without a consultant. Consultants accomplish this by having a good understanding of the demand of local timber products, knowledge of fluctuations in price, and by setting up timber sales on sealed bid, where appropriate. In addition to higher prices, consulting foresters may also improve a landowner’s income from a timber sale by:

- Cruising the timber, laying out the timber sale and marking the trees.
- Helping landowners identify the best logging contractor for the type of harvest being planned, at a reasonable price.
- Increasing the number of buyers on a sale to maximize revenue and increase completion.
- Supervising a logging job so that logs are manufactured and hauled in ways to maximize revenue to the landowner.
- Pointing out potential income tax implications of timber sales and referring clients to qualified tax professionals.

Other benefits — maybe the most important benefits — of working with a consulting forester may include improved forest health and growth after the harvest and increased landowner satisfaction with the job.

In addition to timber sale preparation and administration, consultants can provide many other services. For example, consulting foresters often prepare forest management plans for landowners. Even when landowners write their own forest management plans, some agencies and organizations require that plans meet the approval of a professional forester. Other possible services of consulting foresters include:

- Reforestation and afforestation (including site preparation, tree planting and vegetation management).
- Precommercial thinning, pruning or other forest improvements.
- Forest stand examinations and inventory (timber cruises).

- Timber appraisals.
- Counsel on forest tax issues (although some of these questions may be best answered by an accountant).
- Property boundary maintenance (often subcontracted to a certified surveyor).
- Geospatial services such as geographic information system analysis and mapping or remote sensing.
- Support for estate and landowner succession planning.
- Administration of leases for recreation or grazing.
- Site analysis.
- Legal support, such as serving as an expert witness.
- Wildlife habitat assessment and improvement.
- Timber theft assessment.
- Economic analyses.
- Forest insect and disease assessment and treatment.
- Noxious weed assessment and treatment.
- Forest land acquisition or sale.
- Recreational improvements such as trails.

A landowner can arrange for the consultant to perform all or part of these tasks.

CONSULTANT CREDENTIALS

In addition to college degrees and experience, look for a consultant's active membership in professional organizations and related certification programs. These programs typically require continuing education and following a code of ethics.

Examples include:

- **The Association of Consulting Foresters:** The national professional association of consulting foresters. To confirm whether a forester is a current member, visit www.acf-foresters.org.
- **Society of American Foresters:** The national association of forestry professionals. To confirm if a forester is a current member of SAF, or whether a given college or university has been accredited by SAF, visit www.eforester.org.
- **Certified Forester:** A voluntary certification administered by the Society of American Foresters. For more information, visit www.eforester.org and click on "certification and education."

Foresters are trained to work with a variety of forest objectives, but are usually strongest when it comes to managing trees and other forest vegetation. If landowners have a strong interest in managing wildlife, rangelands or other natural resources, they should consider contacting a professional trained in that natural resource discipline. Some consulting firms

employ people with expertise in these areas, or they may know of experts who could provide additional assistance. Regardless, check for related credentials, such as those from The Wildlife Society or the Society for Range Management, and check that the credentials are current.

MAKING A CHOICE

Active professional association membership or certification does not guarantee that an individual forester will be the best fit for a landowner's needs. Professional foresters without professional association credentials may still be capable.

Ask prospective foresters about their experience in working with forests similar to the landowner's, particularly if there are unique forest management issues such as rare animals or plants. Landowners should also ask questions that assess how responsive a consultant will be to the landowner's forestland values and goals, and whether they will offer alternatives for addressing those forest management goals.

Check the consultant's references — preferably the last three clients the consultant worked with. Public agency foresters and other landowners might be able to weigh in about a consultant's work.

One of the best ways to learn about forestry assistance is to ask other landowners about their experiences. Forest owner associations or state Tree Farm programs are a great resource for this. Many consulting foresters maintain websites with additional useful information.

CONFLICTS OF INTEREST

A consulting forester represents the best interests of the landowner who employs them and helps that landowner achieve their forest management goals. Regardless of how they are employed, any forester is ethically obligated to clearly disclose any real or potential conflicts of interest. If someone is working for a lumber company or buying logs from a landowner, they are not the landowner's consulting forester.

HOW ARE CONSULTANTS PAID?

Consulting forester fees vary with the service provided and are based on many factors. They may charge depending on the number of acres served, an hourly rate, or a percentage of a timber sale revenue based on the net return, or per thousand board feet. These are the most common arrangements.

Obtain a written contract. Contracts should clearly identify the expectations of both the landowner and the consultant, outline the work to be done, and clearly describe how fees will be assessed.

ADDITIONAL INFORMATION

Choosing the Right Service Provider for your Family Forest: Consulting Forester, EM 9241, catalog.extension.oregonstate.edu/em9241

Working with a Professional Forester. CIS 1226. University of Idaho Extension, Moscow, ID. extension.uidaho.edu/publishing/pdf/CIS/CIS1226.pdf

Preparation

Invite three or more consulting foresters from the area to sit on the consulting forester panel. Keep in mind that the larger the panel, the longer you will need to allow for the session.

If possible, make a list of local consulting foresters that includes the areas they work in and the types of services they provide.

Prepare some extra panel questions that are appropriate for your area in case there aren't enough questions from the audience to fill the time. See the example questions on this page.

Provide the following equipment for the panel:

- Microphone: one for each panelist if possible.
- A portable microphone for audience questions. If not available, have moderator repeat questions into microphone.
- Speakers.

Provide the following materials if a panelist wants to show photos during the panel:

- Projector and screen.
- Extension cord or power strip.
- Laptop computer.
- Slide advancer/laser pointer.

Procedure

BACKGROUND PRESENTATION

Give a short description, no more than five minutes, on what constitutes a consulting forester, when you should contact one, and how to work with the consultant.

Example description of a consulting forester: A consulting forester is someone who provides forest management services to landowners. They also market forest products, such as logs and poles, for private landowners. They are available to make forest management recommendations over both short and long periods of time.

Guidance may include estate planning; insect and disease control; management planning; timber sale administration; and reforestation activities such as spraying and planting.

As professional consultants, their job is to represent

your best interests while working for you and evaluate your forest with your goals and objectives in mind.

PANEL DIRECTIONS

Inform workshop participants that the panel will begin with introductions and a couple of questions. After these questions are answered, the floor will be open for questions from the audience. Use a moderator to keep the session moving smoothly and ensure that a variety of participants get to ask questions, and that both questions and answers remain relevant to the topic of buying and selling logs.

OPTIONAL ACTIVITY

Ask participants to think of questions they have for consulting foresters and write them on index cards. Collect the cards periodically to be read by the moderator. If you have a shy audience, this may increase the number of questions asked. Remind participants that questions to consulting foresters should stay on theme to reflect their role in the timber sale process.

OPTIONAL QUESTIONS TO PROMPT THE PANEL

- Suggested introductory question: Tell us a little bit about your company, what services you provide to landowners, what region you work in, etc.
- What is your role in the timber harvest?
- What services do you provide to the landowner that they cannot achieve themselves?
- How do you get paid?
- Do you use a contract with your clients?
- What qualifications should I look for when hiring a consulting forester?

Materials

Provide each participant with:

- Relevant handouts.
- Access to professional association brochures and member lists.
- A list of local forestry consultants.

Section 2: Working with loggers

Time considerations

Allow 45–60 minutes.

Learning objectives

The participant will be able to:

- Understand the role of a logger and how loggers work with everyone involved in a timber harvest.

- Recognize that a logger should not serve as a landowner's consulting forester, due to a conflict of interest.
- Recognize that professional logger associations can help landowners find qualified loggers.
- Understand how to find the right logger, know what questions to ask when hiring a logger, understand contract components and identify credentials.

Background information

Today's professional logging operator or contractor provides the on-the-ground operations that help landowners achieve desired harvest or management treatments for their forests. Selecting a qualified logger to perform the timber sale is one of the most important decisions the landowner will make. Most loggers conduct business under a strong tradition of land stewardship and strive to meet the needs of the landowner while using innovation and technology.

There are thousands of full- and part-time loggers in the West, but how do landowners know they are choosing the right one?

Landowners who are in a hurry to sell timber may hire the first logger they speak to. This is not advised. The best loggers have all the work they need and do not need to advertise or knock on doors. This presents a quandary: How do you identify better loggers when you're not "in the loop"? Working with a reputable consulting forester is a great way to choose and supervise a logging firm. But how do you choose a logger if you are setting up a job without the help of a consultant?

There are no formal licensing programs for loggers as there are with other field contractors such as pesticide applicators. However, in an effort to raise the standards for forestry on private lands, there has been growing support among loggers for credentials. That support has been expressed primarily in logger accreditation programs. Washington, Oregon, Idaho, California, Montana and Arizona have logger accreditation programs. These programs recognize logging companies that meet the responsible forest management standards set by the American Loggers Council. These programs offer lists of local loggers who are committed enough to the profession to complete continuing education.

Getting references from other landowners or forestry professionals is a great way to identify reputable loggers. Consultants, log buyers and other landowners are usually quick to identify logging contractors who have a good reputation. In the absence of a recommendation, ask loggers to provide references. It is a reasonable request to ask a logger to bring a landowner to a recent job site to see if the landowner likes their work.

Logging mistakes can be irreversible. Make sure the logging contractor has the right equipment and experience to achieve the goals of the landowner. Some loggers only work on regeneration harvests, while others specialize in thinning or stand improvements. Many logging companies do not just cut trees. Many also perform road improvements and contract trucking, clean up slash, and hire planting and site-preparation crews.

Encourage landowners to invite loggers to their property to make sure they understand the job and can have the best information to offer a bid. If the landowner is planning a thinning operation or partial harvest, it is best to have the trees marked before the logger looks at the property. Landowners are encouraged to solicit bids from at least three loggers. The bid should specify what work is included, and the landowner should ask if additional activities, such as slash piling, have an additional cost.

When working with a logger, it is imperative to use a contract. The contract should stipulate the responsibilities of both the landowner and the logger and how the logger will be paid (usually either by a percentage or dollar-per-unit basis). Ask the logger to add you as an additional insured on their coverage before work starts. Ask to see the insurance certificate before signing a contract. Good loggers will have sufficient insurance coverage for property damage and liability.

ADDITIONAL INFORMATION

Choosing the Right Service Provider for Your Family Forest: Logging Contractor, EM 9170, catalog.extension.oregonstate.edu/em9170.

Preparation

Invite three loggers from the area to sit on the logger panel. Keep in mind that the larger the panel, the more time you will need to allow.

If possible, make a list of local loggers that includes the areas they work and the types of services they provide.

Prepare extra panel questions that are appropriate for your area in case there aren't enough questions from the audience to fill the time. See example questions, page 48.

Provide the following equipment for the panel:

- Microphone: one for each panelist, if possible.
- A portable microphone for audience questions. If not available, have moderator repeat questions into microphone.
- Speakers

Provide the following materials if a panelist wants to show photos during the panel:

- Projector and screen.
- Extension cord or power strip.
- Laptop computer.
- Slide advancer/laser pointer.

Procedure

BACKGROUND PRESENTATION

Give a short description — no more than five minutes — defining a logger, when you should contact one, and how to work with a logger.

Example description of a logger: A logger is a professional contractor who provides the actual on-the-ground operations. Although loggers are best known for expertise in cutting timber and delivering it to the mill, many also build forest roads, manage slash and more.

PANEL DIRECTIONS

Inform workshop participants that the panel will begin with introductions and a couple of questions. After these questions are answered, the floor will be open for questions from the audience. Use a moderator to keep the session moving smoothly; ensure that a variety of participants get to ask questions; and that both questions and answers remain relevant to the topic of buying and selling logs.

OPTIONAL ACTIVITY

Ask participants to think of questions for loggers and write them on an index card. Collect the cards

periodically to be read by the moderator. If you have a shy audience this may increase the number of questions. Remind participants that questions to loggers should stay on theme to reflect their role in the timber sale process.

OPTIONAL QUESTIONS TO PROMPT THE PANEL

- Suggested introductory question: Tell us a little bit about yourself, your equipment, and the types of clients you work for (private landowners, industry, state, etc.). When in the process should I contact potential loggers?
- What questions should I ask to find out if you are the right logger for my job?
- How do you get paid for your work? Is the move-in, move-out cost included in the bid? How about the trucking?
- Do loggers always take care of slash? Or is it a different contract?
- How do you handle working next to buildings and power lines?
- What is important to put in our contract?
- What type of harvest operations and methods do you specialize in, if any?

Materials

Provide each participant with:

- Any associated handouts.
- Access to business cards or brochures.
- A list of local loggers.

Forest practice laws and best management practices

Time considerations

Allow 30–45 minutes.

Learning objectives

The participant will be able to:

- Identify if their state has laws to protect forest resources.
- Learn the requirements of state laws as they relate to timber harvesting.
- Identify who is available to help them.
- Identify if a permit or notification is required to administer a harvest.

Background information

All but one state in the western U.S. has adopted a set of standards around protecting forest resources on private lands. These standards take the form of forest practices laws or voluntary best management practices. In general, these standards maintain the continuous growing and harvesting of trees while protecting forest soils, clean air, clean water, vegetation, wildlife and aquatic habitat. These standards are usually enforced by a state agency within a department of natural resources or department of forestry. In most cases, landowners make their state agency aware of adherence to these standards before harvest by submitting either a permit or notification of operations.

ALASKA

In Alaska, timber harvest is regulated under the Alaska Forest Resources and Practices Act (AS 41.17). The purpose of the act is to protect fish habitat and water quality, and ensure prompt reforestation while providing for a healthy timber industry. The FRPA establishes standards for commercial operations on forestland including harvesting, roads, site preparation, thinning and slash treatment. These activities may require a Detailed Plan of Operations to be filed with the Division of Forestry and are subject to compliance monitoring. Applicability of the FRPA is based on operation size, region and proximity to bodies of water.

References and links

Division of Forestry: forestry.alaska.gov/index
Alaska Forest Resources and Practices Act: forestry.alaska.gov/forestpractices

ARIZONA

At the time of this writing, Arizona does not have forest practice laws or best management practices. For additional information, contact Arizona's Department of Forestry and Fire Management.

Department of Forestry and Fire Management
1110 W. Washington St. No. 100
Phoenix, AZ 85007
Phone: 602-771-1400

CALIFORNIA

The California Forest Practice Act was enacted in 1973 to ensure that logging is conducted in a manner that will preserve and protect fish, wildlife, forests and streams. The State Board of Forestry and Fire Protection enacts and enforces additional rules to protect these resources. CAL FIRE ensures that private landowners abide by these laws when harvesting trees. Although in some cases there are specific exemptions, compliance with the Forest Practice Act and Board rules applies to all commercial harvesting operations for private landowners.

The Timber Harvesting Plan is the environmental review document submitted by landowners to CAL FIRE outlining what timber will be harvested, how it will be harvested, and the steps that will be taken to prevent damage to the environment. THPs are prepared by Registered Professional Foresters, who are licensed to prepare these comprehensive, detailed plans. THPs can range from about 100 pages to over 500 pages. For questions about the Forest Practice Program, or to get a listing of Registered Professional Foresters, contact the nearest Regional CAL FIRE Office.

References and links

Forest Practices Act: <https://www.fire.ca.gov/what-we-do/natural-resource-management/forest-practice>

COLORADO

There are no formal regulations or a permitting process for timber harvest on private lands. Colorado uses a set of voluntary best management practices for forestry activities. The state does require the use of best management practices as a standard of performance in contracts on private lands and in forestry projects that involve the use of federal or state grant funds.

References and links

Colorado State Forest Service: csfs.colostate.edu
Forest Best Management Practices: static.colostate.edu/client-files/csfs/pdfs/ForestryBMP-CO-2010.pdf

HAWAII

In Hawaii, timber harvest is regulated by the Department of Land and Natural Resources. Most forestland falls under the jurisdiction of the DLNR Office of Conservation and Coastal Lands and is referred to as Conservation District land. Activities on these lands are regulated by Title 13 Chapter 5 of the Hawaii Administrative Rules and Chapter 183C of the Hawaii Revised Statutes.

Commercial harvest activities may require an approved board permit and management plan. Find the application form on the DLNR website: dlnr.hawaii.gov/occl/forms-2/

References and links

Department of Land and Natural Resources Office of Conservation and Coastal Lands: dlnr.hawaii.gov/occl/

Hawaii Administrative rules: dlnr.hawaii.gov/ld/files/2013/07/Ch13_5_20111123a1.pdf

Hawaii Revised Statutes: law.justia.com/codes/hawaii/2016/title-12/chapter-183c/

IDAHO

The Idaho Forest Practice Act (Title 38, Chapter 13, Idaho Code) was enacted to “assure the continuous growing and harvesting of forest trees and to maintain forest soil, air, water, vegetation, wildlife and aquatic habitat.” All Idaho forest practices must meet or exceed the rules of IFPA, which are detailed in the Idaho Administrative Code (IDAPA 20.02.01) and known as the IFPA Rules. The rules are administered by the Idaho Department of Lands.

Before starting any forest activity, such as a timber harvest, a Notification of Forest Practice and, in most cases, a Certificate of Slash Compliance/Fire Hazard Agreement (sometimes called a “brush permit”) must be filed at the local IDL office. The form includes a signatory line for the operator as well as the contractor. The person taking responsibility for complying with forest practices (usually the logger) must sign on the operator signatory line and the person taking responsibility for slash (also usually the logger) must sign on the contractor signatory line.

The Notification of Forest Practice informs the state that a forest practice will be conducted, and the Certificate of Slash Compliance/Fire Hazard Agreement assures the state that fire hazard will be reduced to state standards after the forest operation. Forest practices

may begin once IDL has approved the forms. IDL sends copies of the forms to the landowner, timber owner and operator.

The notification and compliance forms are valid for one or two years, depending on the operating option. Upon expiration, both forms must be renewed before the practice can continue.

Extensions and other changes to the forms must be made within 30 days by the person who filed the originals.

References and links

Regulations: adminrules.idaho.gov/rules/current/20/200201.pdf and https://www.idl.idaho.gov/forestry/fpa/2018-idaho-fpa-rule-guidance_rev0818.pdf

Forest Practices Act: <https://www.idl.idaho.gov/about-forestry/forest-practices-act/>

Idaho Forestry Best Management Practices Field Guide, UI BUL 891, <https://www.uidaho.edu/extension/idahoforestrybmps>

MONTANA

The Montana Department of Natural Resources and Conservation administers three sets of laws pertaining to forest practices:

The Streamside Management Zone Law, which regulates activities next to streams. Applications regarding Montana SMZ laws are only necessary if the operator wants to use an “alternative practice” that is not within Montana Streamside Management Zone rules. Applications are available through local DNRC offices.

Control of Timber Slash and Debris Law and Rules, which require reduction of fire hazards from timber harvest operations on private lands. The person conducting the work enters into a Fire Hazard Reduction Agreement (downloadable at https://dnrc.mt.gov/_docs/forestry/Forestry_Assistance/Forest_Practices/NEW2019HRAApplicationFillableDS120.pdf) which requires logging slash to be reduced to state standards. The law requires sawmills and other purchasers of forest products to obtain proof that the seller of the forest products has this agreement. The mills withhold certain funds and transfer those funds to a bond held by the state. The DNRC monitors these agreements and releases the bond on completion of the hazard reduction work.

The Forest Practice Notification Law, commonly referred to as the BMP law, which requires operators or landowners to notify the DNRC when forest practices are going to take place on private lands and sets voluntary or nonregulatory standards for those practices.

References and links

Forest Practices Act main page:

dnrc.mt.gov/divisions/forestry/forestry-assistance/forest-practices

Montana Guide to Streamside Management Zone Law and Rules: https://dnrc.mt.gov/_docs/forestry/SMZFullcopy.pdf

Montana Logging Slash Reduction and links to application: <https://dnrc.mt.gov/Forestry/Forest-Management/logging-slash-reduction>

BMP Rules: dnrc.mt.gov/divisions/forestry/docs/assistance/practices/bmp.pdf

Montana Forestry BMP Illustrated Guide: https://dnrc.mt.gov/_docs/forestry/FinalBMP_VersionForWeb10_1_15.pdf

NEW MEXICO

In New Mexico, timber harvest is regulated by the Commercial Timber Harvesting Requirements, (NMAC 19.20.4). The requirements set minimum standards for harvesting and yarding trees, treating slash, and stabilizing roads and skid trails. Harvesting in an area, or combination of areas, of 25 acres or more in a calendar year requires a permit from the Forestry Division.

References and links

Forest Practices Guidelines: <https://www.emnrd.nm.gov/sfd/forest-regulations-and-best-management-practices-bmp/>

OREGON

The Oregon Forest Practices Act sets standards for all commercial activities involving the establishment, management, or harvesting of trees on Oregon's forestlands. The FPA applies to forest operations on private, state, and county- or city-owned forests. Oregon law gives the Board of Forestry primary responsibility to interpret the FPA and set rules for forest practices. The Oregon Department of Forestry is responsible for enforcing those requirements by reviewing pre-operations plans, overseeing operations, ensuring reforestation, investigating complaints and enforcing corrective actions when violations occur. ODF works with landowners and operators to help them comply with the requirements of the FPA.

Before conducting an operation or forest practice, landowners and operators will usually need to inform the state by submitting a Notification of Operation to ODF at least 15 days prior to the start of the operation. Forest operations and activities that require a notification include: using power-driven machinery, road construction, slash disposal, precommercial thinning, harvesting, selling logs, chemical application/use of petroleum products, quarry site development for use in

forest operations, site preparation for reforestation, and converting forestland to nonforest use.

References and links

Forest Practices Act: www.oregon.gov/ODF/Working/Pages/FPA.aspx

Oregon's Forest Protection Laws: An Illustrated Manual. 2024. Oregon Forest Resources Institute. <https://oregonforests.org/publication-library/oregons-forest-protection-laws-an-illustrated-manual-2024>

Notification of Operation application: ferns.odf.oregon.gov/e-notification.

UTAH

In Utah, timber harvest is regulated under the Utah Forest Practices Act (65A-8a-101 Utah Code). The purpose of the act is to ensure the protection of forest, soil and water resources. The FPA establishes standards for growing, harvesting and processing forest products. Examples of forest practices activities include thinning, harvesting and salvage logging; logging road construction and maintenance; site preparation; reforestation; and slash treatment. Those conducting forest practices activities must submit a registration form as well as a notice of intent to the Utah Division of Forestry, Fire & State Lands.

Find the Operator Registration Form and the Notice of Intent to Conduct Forest Practices Form on the Utah Department of Natural Resources website.

References

Utah Division of Forestry, Fire and State Lands: ffsl.utah.gov/index.php/forestry

Utah Forest Practices Act: ffsl.utah.gov/index.php/forestry/utah-forest-practices-act

WASHINGTON

In Washington, timber harvest is regulated under the Forest Practices Act, Chapter 76.09 of the Revised Code of Washington. The purpose of the act is to protect public resources such as clean air and water while maintaining a viable forest products industry. The Washington Forest Practices Rules (Title WAC 222) establish standards for growing, harvesting and processing timber. Examples of forest practices activities include thinning; harvesting and yarding; crossing streams with equipment; reforestation; and brush control. These activities may require a permit from the Washington Department of Natural Resources, which regulates forest practices on private and state land. Find the forest practices application on the DNR website. Note that there are different forms for western and eastern Washington.

Forest practices applications fall under a

classification system based on the level of risk to public resources. Applications may fall into one of five categories. Class I activities require neither a forest practices application nor a fee. These activities include routine road maintenance; tree planting; precommercial thinning or pruning; cutting less than 5,000 board feet of timber for personal use; and growing and harvesting Christmas trees. All other classes require both an application and a fee. For descriptions of different forest practices classes, see WAC 222-16-050.

References and links

Washington Department of Natural Resources forest practices: www.dnr.wa.gov/programs-and-services/forest-practices

Forest Practices Illustrated, Washington Department of Natural Resources. 2017. www.dnr.wa.gov/forest-practices-illustrated

WYOMING

The Wyoming State Forestry Division has adopted Best Management Practices for forest practice activities. Implementation of BMPs is voluntary, and the division conducts an audit of BMP implementation and effectiveness every few years.

References and links

Wyoming Forestry Best Management Practice guidelines: wsfd.wyo.gov/forest-management/bmp-s

Forestry Division: wsfd.wyo.gov/home

Rural Forestry Assistance: wsfd.wyo.gov/forestry-assistance-programs/rural-forestry-assistance

Contracts and taxes

When forest landowners are ready to engage a forestry or logging professional, it is important that they understand how to protect themselves through a written contract. There are also tax issues to consider when selling logs. Landowners will need to understand the concept of basis and how to apply it to reduce the taxable gain, if any, from a sale. In addition to calculating the federal income taxes on a sale, some states also impose a severance or harvest tax. It is important to understand tax obligations at all levels — federal, state and local.

Time considerations

Allow 1–1½ hours.

Learning objectives

- Describe the four basic contract requirements.
- Explain common contract issues.
- Explain the importance of basis.
- Calculate taxable gain.
- Describe when and how to use Section 631a.
- Describe the reforestation tax incentive.
- List state property and severance taxes.

Background information

Written contracts

Many people think it is awkward to bring up the need for a contract, since it may be viewed as a lack of trust. However, a contract is a legally binding document that serves as protection for both parties. A written contract prevents misunderstandings and provides a way to navigate the encounter so that all parties are satisfied.

A contract describes the set of promises — and the description of those promises — made between two parties entering into an agreement. The contract reminds the parties involved that the implementation of what is promised is a duty between parties. Additionally, the contract provides for a course of action should one or both parties break the promise.

There are four essential contract requirements: agreement, capacity, consideration and legality.

Agreement is simply an offer by one party and the acceptance by the other.

It is essential that parties in the agreement have the capacity or legal competency to enter into the agreement. It would not be acceptable to have someone sign who does not understand the agreement. For example, a person with dementia may not have the capacity to be party to the agreement.

Consideration is the giving up of something in exchange for something else. This can be giving a service for cash.

Finally, the contract must be for an exchange that is legal in the jurisdiction in which the transaction occurs.

A contract should clearly define the work to be done, who will do it, and at what cost. Look at sample contracts or previous contracts for similar services on the property or from another landowner. View these as a starting point, recognizing the need to adjust to current conditions involving both the specific action and the individuals involved. Landowners should carefully review contracts that are provided by a buyer, as these may lack clauses that would be advantageous to the seller. Communication within the contract should be clear and direct to avoid problems of interpretation later.

Landowners should be sure to put themselves in the contractor's shoes. The more restrictions placed in the contract, the more difficult it may be to come to an agreement, thereby prolonging the time it takes to get the job done. Finally, it may be necessary to hire a contract lawyer. The lawyer would have the knowledge to recognize if provisions are missing that would increase the likelihood of a positive outcome for all involved. Landowners should also consider hiring a consulting forester who will be familiar with the type of work being considered in the contract.

Some common problems arise in contracted jobs. Most of these issues can be resolved with a good written contract, which includes:

- The time frame in which the job should be started and completed.
- Flexibility for conditions that are beyond the control of the other party, such as weather delays and fire restrictions.
- Issues of method and timing of payments as well as payments related to harvest taxes.
- Expectations regarding postharvest condition. One of the biggest complaints from landowners after their first harvest is the condition of the area postharvest. Some of this is related to a lack of

communication. Contract language should include a threshold for an acceptable level of damage to residual trees as well as mitigation for damage.

During the operation, landowners can inspect the harvest frequently to raise issues and concerns to be corrected before the operation is completed.

- The method that will be used to resolve disputes. Placing this in the contract helps all parties understand how to proceed when an issue arises.

Tax introduction

U.S. landowners may be subject to taxes at the local, state and federal levels. Individual income taxes account for approximately 48% of revenues for the federal government. Consequently, taxes impact timberland values and ownership.

The Internal Revenue Code and its associated documents take up more than 70,000 pages. The actual laws are often complex. This section and the associated curriculum slides (page 58) are not intended to contain all the details and should not be seen as a substitute for professional help. Details of specific provisions go beyond the scope of a presentation that is less than a full day or focused on a single provision.

The material presented is current as of the date of publication. However, sometimes changes to tax laws occur and provisions may be altered or no longer available. The most at-risk content in this section is the capital gains treatment and the reforestation incentive (at the federal level). The Oregon harvest and severance tax information provided has recently been named in several bills and may at some point be substantially changed. Please speak with an accountant if you are unsure of potential changes.

This information should be seen as educational material and not tax advice. What is presented here is the authors' best interpretation confirmed by tax preparers and conversations with former IRS foresters and the Oregon Department of Revenue.

Calculation of gain for taxes

First, let's look at how taxable gain is determined for income tax purposes. As part of the sales transaction, revenue is transferred from buyer to seller. This revenue is considered the sale income. The sale income is then reduced by the expenses associated with the sale. These expenses typically include but are not limited to logging costs, legal fees and forester's fees associated with a harvest. The taxpayer is also allowed to reduce the income by the amount in the basis account. The result is the taxable gain on the sale.

Use this equation to determine taxable gain:

Sales income – sale expenses – basis = taxable gain

Basis of timber and land

WHAT IS BASIS?

Basis is a measure of an owner's investment in a capital asset. A capital asset is defined in the Internal Revenue Code as all property held by a taxpayer that is not inventory held for sale, depreciable property, or real estate used in a trade or business. By definition, neither land nor timber fits that description. However, there is a code provision that allows us to treat timber and land like a capital asset. It is important at the time of sale or in the event of an unexpected loss to know the basis in the property (timber and land). Any event that results in the land or timber being transferred to another party requires reporting for tax purposes (timber sale, land sale, gift, etc.). The Internal Revenue Service allows taxpayers to reduce the amount of taxable gain by their basis. Knowing the basis in land and timber may result in a lower tax liability.

WHY, HOW AND WHEN IS BASIS DETERMINED?

The manner in which the property is acquired is a determining factor in how basis is determined. Property may be acquired by direct purchase, receipt of a gift, inheritance, or through an exchange. Each of these has a specific way that basis is determined at the time the property is acquired. It is important for the landowner to know this number, and for that number to be allocated between the land, timber and any other assets (barn, house, etc.).

Landowners may choose to break timber into multiple accounts based on any criteria desired. There is nothing special about timber as an asset class in regard to the determination of the basis. Allocation of that basis can be done proportionately.

Below is a simple example of a basis allocation once the fair market value of each piece has been determined. For more detail, view *Basics of Basis for Family Forest Landowners*, www.youtube.com/watch?v=C7LsNR46Py8.

Example: The landowner has paid \$100,000 for land and trees. The basis is allocated below based on the relative proportion of fair market value.

Asset	Fair market value	Percentage of total fair market value	Allocated basis
Timber	\$48,000	48/120 = 40%	40% x 100,000 = 40,000
Land	\$72,000	72/120 = 60%	60% x 100,000 = 60,000
Total	\$120,000	100%	\$100,000

WHAT IS ADJUSTED BASIS?

Adjusted basis is the original investment in the property plus capital additions or reductions for capital recovery (such as partial harvests or thinnings).

HOW IS BASIS USED?

The Internal Revenue Code allows taxpayers to recover the investment made in the property. For equipment (tractors, skidders, trucks, etc.), the recovery of basis is made during the early years of equipment use through a process called depreciation. For land, the taxpayer uses the basis (the measure of the investment) to offset the sale price to determine gain. For timber, the investment is recovered at the time of a sale through depletion, or harvests.

Once you have established the timber basis, use it to calculate a depletion unit for each stand (tract, age class, etc.). The depletion unit is the adjusted basis divided by the total volume on that stand. Multiply the resulting number (\$/MBF or \$/ton) by the volume harvested to determine the amount of basis used in calculating gain/loss on a sale or conversion. Use the following equation to calculate the taxable gain:

$$\text{Sale income} - \text{sale expenses} - \text{basis} \\ (\text{depletion unit} \times \text{volume cut}) = \text{taxable gain}$$

When the sale is a clearcut of all timber in the basis account, the entire basis amount will be used to reduce the income. If the sale is a partial harvest, the calculation of the depletion unit will result in a proportionate use of the basis. After part of the basis is used to calculate taxable gain, that amount is removed from the basis account.

Capital gains for woodland owners

There are two types of income. Ordinary income is the classification for most income received (and the default). For most taxpayers, wages earned is the most familiar form of ordinary income. Ordinary income is taxed at marginal rates that currently range from 10% to 37% for individuals.

Capital gains income usually comes from the sale of property used in the production of income that has been held for more than a year. The sale of land or timber is treated as capital gains income under a special provision of the tax code.

For income to be treated as capital gains, it must meet a holding period requirement. The general rule is that the property must have been held for at least a year. If the property is received as a gift, determine the holding period by adding the amount of time the property was held by the giver to the time it was held by the receiver of the gift. There is no holding period requirement for

property received through an inheritance.

Capital gains income for individual taxpayers receives a preferential tax rate. Capital gains rates currently range from 0 to 20%. In addition, income taxed as capital gains does not incur self-employment tax (currently 15.3% additional tax). Income that is taxed as capital gains can be completely offset by capital losses. Ordinary income may only be offset by up to \$3,000 of capital losses. For taxpayers organized as a corporation, income can be classified as capital gain, but does not receive a preferential tax rate. It is taxed like ordinary income.

A quick example illustrates the benefits of capital gains treatment. Assume a landowner sells timber for \$65,000 and incurs \$5,000 of expenses related to the sale. The landowner has \$15,000 in the basis account that can be allocated to this sale. If the landowner is in the 35% ordinary income bracket due to other income, what are the after-tax receipts?

To calculate taxable gain, use the following formula:

$$\text{Sale proceeds} - \text{expenses} - \text{basis} = \text{taxable gain} \\ 65,000 - 5,000 - 15,000 = \$45,000 \text{ taxable gain}$$

The taxable gain is then multiplied by the appropriate tax rate to determine the tax due. In this case:

$$\$45,000 \times 0.15 \text{ (capital gain rate if} \\ \text{landowner is in 35\% bracket)} = \$6,750 \text{ in taxes} \\ \text{After-tax profit: } \$45,000 - \$6,750 = \$38,250$$

A common mistake by both tax preparers and taxpayers is not filing timber sale income as capital gains income. The difference in tax rate alone can make a large difference in the amount of profit from the sale.

The section of IRS code that allows timber to qualify for capital gains specifies it is for the sale of standing timber. In some cases, landowners may cut their own timber or hire a logger to cut the timber. The logs are then sold to another party. Log sales do not qualify for capital gains treatment without a special election. Internal Revenue Code Section 631a allows the taxpayer to treat the sale of logs as a two-part transaction. Without the election, the sale would be considered ordinary income.

The 631a election allows the taxpayer to break the sale into a gain from holding standing timber and the value added by conversion into a product. The first component involves determining the gain from holding standing timber. This part of the sale is a deemed sale of the standing timber to the owner on the first day of the year. Determine the fair market value of the timber as of Jan. 1 of the year of the cut. Determine gain by subtracting the adjusted basis from the fair market value. This gain will qualify for capital gains treatment, as it is a sale of standing timber.

The timber from the deemed sale in the first part now has a basis that is equal to the fair market value on Jan. 1. Calculate the gain on the sale of the logs by subtracting sale expenses and fair market value (new basis) from the sales price. The resulting gain is considered ordinary income, since it is a sale of the logs and not standing timber.

Let's look at an example. A landowner cut 60 MBF in 2018 from a tract that was purchased in 2016 with a basis of \$1,460. He sold the logs later in 2018 for \$9,600. Expenses associated with the sale totaled \$1,500. How much of the gain will qualify for capital gains versus ordinary income if the landowner makes a 631a election?

First, look at the gain from the sale of the standing timber. The deemed sale is assumed to have occurred on Jan. 1, and the fair market value at that time was \$7,500.

Gain = FMV on Jan. 1 – adjusted basis

Gain = \$7,500 – \$1,460 = \$6,040

This gain will qualify for capital gains treatment as it was held for more than one year and the election was made to treat the sale as a §631a sale.

The sale of the logs will finish the calculation for the gain on the sale.

Gain = sale proceeds – basis (FMV on Jan. 1) – sale expenses

Gain = \$9,600 – \$7,500 – \$1,500 = \$600

The gain from this portion of the transaction is treated as ordinary income since it does not qualify for capital gains treatment.

Net investment income tax

Some landowners will be responsible for paying an additional tax in the year of harvest. The Net Investment Income Tax is an additional 3.8% tax imposed on capital gains income that is passive in nature. This tax is triggered if the taxpayer has a modified adjusted gross income over \$200,000 (for individuals) or \$250,000 (married filing jointly) and has net investment income from activities that are capital gains that are passive in nature. A discussion of passive versus active business is beyond the scope of this curriculum. Discuss these issues with a tax preparer.

Reforestation tax benefits: Internal Revenue Code Section 194

The Internal Revenue Code considers reforestation to consist of site preparation; seed or seedling purchase; brush and weed control; labor; tools; and depreciation on equipment used in planting; and seeding for natural or artificial regeneration. The reforestation incentive

only includes costs that would normally be added to the basis. If the expense would normally be deductible, then the expense does not qualify for this incentive.

The incentive consists of an outright deduction as well as amortization of remaining expenses. Landowners may deduct up to \$10,000 worth of reforestation-related expenses each tax year per qualified timber property. The property qualifies if it is located in the United States, is held for growing and cutting of timber to be sold for commercial production of timber products, and consists of at least 1 acre planted in a manner that is consistent with normal practices. Property planted in shelter belts, ornamental trees or Christmas trees does not qualify. The part of this that remains questionable is the section on “per qualified timber property.” There is no clear definition of this; approach it cautiously. An appropriate approach would be to delineate the unit for reforestation and maintain those boundaries of planning and management in perpetuity. This maintains consistency with the size of the unit you are calling the “qualified timber property” for this provision.

Any expenses over the \$10,000 in a given tax year are placed in an account to be amortized over the next 84 months. Amortization is just a fancy way of saying that the costs are written off partially each year. There is no limit on the amount of reforestation expenses that may be amortized. The result is a complete recovery of reforestation expenses by year eight.

All landowners are eligible for the amortization. Land that is held by a trust may not use the initial \$10,000 deduction, but may amortize the entire amount. All other landowners (corporate, individuals, etc.) may take both the \$10,000 and the amortization.

The reforestation deduction and amortization are an election. This means the taxpayer chooses to treat the reforestation expenses in this manner. By default (without making the election), the landowner should be capitalizing all reforestation-related expenses. The election must be made on a timely filed return (including extensions) for the tax year in which the costs were incurred. If the landowner failed to make the election, the return can be amended within six months of the due date (excluding extensions). The deduction and amortization are available each tax year. If site preparation happens in one year and planting in another, those expenses will be addressed in the tax return for the year the expense was incurred. In this example, reforestation-related expenses would be deducted in two tax years.

State-specific harvest-related taxes

Some states have additional taxes that are levied on harvests of forest products.

OREGON AS AN EXAMPLE

In Oregon, landowners potentially will be responsible for the Small Tract Forestland Option Severance Tax and the Forest Products Harvest Tax.

Enrollment in the Small Tract Forestland Option is a choice available to landowners with more than 10 but fewer than 5,000 acres. Landowners who participate in the STF Option pay only 20% of the property taxes each year. Many refer to this program as the deferral program because the intent is that the other 80% is deferred until there is a harvest. For landowners in the STF Option, the landowner is assessed a severance tax based on the volume of timber harvested. This is in addition to state and federal income tax obligations. For 2019, landowners in eastern Oregon will pay \$4.65/MBF, while those in western Oregon will pay \$5.98/MBF.

Oregon also has a Forest Products Harvest Tax. Landowners must report all harvest volumes but will only pay harvest tax on volume exceeding 25 MBF in a year. The preliminary rate for a 2019 harvest is \$4.28/MBF. The Oregon harvest tax is assessed on timber harvested from any land in Oregon, with the exception of most tribal lands.

ADDITIONAL INFORMATION

Forest Landowner's Guide to the Federal Income Tax. 2013. USDA Forest Service. Agriculture Handbook No. 731. www.fs.usda.gov/treesearch/pubs/42921

Taxation of Forestry Income and Payments and other videos from the Forest Landowners Tax Council, available on YouTube: www.youtube.com/user/TheFLTC

Contracts for Woodland Owners, EC 1192, catalog.extension.oregonstate.edu/ec1192

National Timber Tax website: www.timbertax.org/statetaxes/property/. Disclaimer: Given the frequency of changes in federal and state tax laws

and regulations, the information on the National Timber Tax website cannot be expected to be current. Contact your local Department of Revenue to confirm the details of your state's harvest and income tax laws.

Preparation

This topic is most effectively conveyed through a lecture with accompanying presentation slides (such as PowerPoint). You will need:

- Projector.
- Screen.
- Extension cord or power strip.
- Laptop computer.
- Slide advancer/laser pointer.
- Microphone; consider a hands-free option such as a headset or clip-on.
- Speakers.

See the sample presentation, page 58.

Edit the presentation, including references and photos, to reflect local needs.

Procedure

This is a lecture-style presentation.

Materials

Provide each participant with:

- A copy of the presentation slides.
- Any associated relevant handouts.
- List of local Certified Public Accountants who work with forestland owners.
- An example contract.

Contracts and taxes presentation



Contracts

Why do we need to talk about this?

- Horror stories
- Bad actors
- Misunderstandings
- **Protection**

A contract is an agreement that:

1. Describes a promise or set of promises between two parties
2. Stipulates that performance of these promises is a duty
3. Provides for a remedy if one or both parties breach (break) these promises

Four basic contract requirements

1. **Agreement** — an offer by one party (the offeror) and an acceptance of the offer by the other party (the offeree)
2. **Capacity** — the legal competency to be a party to a contract
3. **Consideration** — the giving up of a legal right (the exchange of a promise for a promise in a bilateral contract or the exchange of a promise for an act in a unilateral contract)
4. **Legality of purpose** — meets local, state and federal laws

Contract development

- What do you want the contract to do?
- Put yourself in the contractor's shoes
- Sample contracts
- Previous contracts
- Communication must be clear and direct
- Seek help from a contract lawyer

Common items of contention

- Start and end dates
- Method and timing of payments (really anything \$\$)
- Property condition following completion of logging (especially damage and mitigation)

Common items of contention

- Payments of Forest Products Harvest Tax, severance tax
- How to resolve disputes
- Harvesting schedule

This slide includes a reference to the Forest Products Harvest Tax, an Oregon tax. Remove if not applicable or update for state tax.

Taxes

Disclaimers

- Tax law is very complex
- Often hinges on details
- Always changing
- NOT tax advice

This slide is critical. This is protection against the lack of detail in the presentation and changes that happen after the presentation. The presentation is educational programming only.

Time of sale

Determination of gain

$$\text{Gain} = \text{Sale price} - \text{Basis} - \text{Expenses}$$

What is basis?

- A measure of an owner's investment in a capital asset
- Important at the point of sale
Will reduce your taxable gain!

Determination of basis

- Depends on how property is acquired
 - Purchase
 - Gift
 - Inheritance
 - Exchange
- Reforestation after a harvest

What if a basis was never done?

- Retroactive basis determination
- Same method as if at time of purchase, just requires research
- Will need to determine timber prices
- Volume estimation

Recovering basis

- Done through depletion
- Adjusted basis \div total volume of timber
- Calculated for each account

What are you selling?

Each asset would have its own account. For example, land and timber would each be a separate account. Basis would be in that account to show what was paid for or invested in each of those assets. Can have accounts for merchantable timber, precommercial timber, land, etc. At a minimum, the landowner should have an account for timber and an account for land. If there are buildings, tractors, etc., those would also have an account. This slide talks about using the basis in the account to take depletion, which is a way of recovering the investment prior to calculation of taxes.

Example

- Adjusted basis \$5,000
- Total volume of timber 800 tons
- Depletion unit = \$6.25/ton sold

Timber sale

- Sell 1/3 of timber (267 tons)
- Receive \$3,204 for timber
- Sale expenses of \$320

267 tons x \$6.25/ton = \$1,669

\$3,204 - \$1,669 - \$320 = \$1,215 taxable gain

Types of income

Ordinary income

- Example: wages
- Rate: 10%-37% for individuals

Capital gains

- Lower rates
- 0 & 15% and 20% bracket
- No self-employment tax (15.3%!)
- Can be offset completely by capital losses

How long timber is held

- Must be held for more than 1 year
- For gift, donor's and recipient's time is counted
- No holding period if inherited

Tax implications

- \$1,215 taxable gain
- Capital gains rate 15%
- $\$1,215 \times 0.15 = \182.25 taxes on sale
- $\$3,204 - \$320 - \$182 = \$2,702$ after-tax proceeds

Clearcut stumpage sale

\$15,000 in basis account

Sale proceeds – expenses – basis = gain

$\$65,000 - \$5,000 - \$15,000 = \$45,000$
 $\$45,000 \times (0.15) = \$6,750$ tax paid

Section 631a election

Breaks sale proceeds into two segments:

- 1. Gain** from holding standing timber
- 2. Value** added by conversion into products

631a

Gain from holding standing timber

- Deemed sale of standing timber to owner by himself for FMV before cutting
- Capital gain = FMV – adjusted basis
- Must elect in writing

631a

New basis is FMV on Jan. 1

Sales price – new basis – logging & hauling expenses = ordinary gain

Example 631a

- Land purchased in 2016
- Landowner cuts 60 MBF in 2018
- Logs were sold in 2018 for \$9,600
- FMV on Jan. 1 was \$7,500

Basis = \$1,460

Harvest expenses = \$1,500

Elect 631a

Example 631a

Gain from sale to self

- FMV on Jan 1 = \$7,500
- Basis in timber cut = \$1,460
- Gain = \$6,040

Capital gain

Example 631a

Gain from sale to self

- FMV on Jan. 1 \$7,500
- Basis in timber cut \$1,460
- Gain \$6,040

Gain on sale

- Sale proceeds \$9,600
- Minus basis \$7,500
- Sale expenses \$1,500
- Ordinary gain \$ 600

Side note

- Medicare tax — “net investment income”
- Effective 2013
- 3.8%
- Capital gains
- Passive activities

Reforestation tax incentives

Outright deduction of expenses up to \$10K

- Per qualified timber property

Remainder amortized over 7 tax years

Table 1.—Forest tax provisions, kinds of taxes, and common abbreviations.

Kind of tax	Tax provisions	
	Forestland Program (Forestland)	Small Tract Forestland (STF) Option
Property tax		
Paid to	County assessor	County assessor
Frequency	Annually (fall)	Annually (fall)
Basis	100% of assessed forestland value	20% of assessed forestland value
STF Severance Tax		
Paid to	Does not apply	Oregon Department of Revenue
Frequency		Triggered by timber harvest
Basis		Set by Oregon Department of Revenue
Forest Products Harvest Tax (FPHT or Harvest Tax)		
Paid to	Oregon Department of Revenue	
Frequency	Triggered by timber harvest	
Basis	Set by Oregon legislature	

The next eight slides focus on taxes specific to Oregon that are relevant in the year of a harvest. These should be edited for other states as needed, or removed.

Small tract forestland severance tax

- Volume-based tax on harvested timber
- Property tax paid on 20% of forestland specially assessed value
- Severance tax intended to recover remaining 80% when timber is harvested

STF severance tax

What is taxed?

- Generally all logs, chips, poles, pilings from land under STF

Not taxed?

- Small (<5" dia, utility grade or lower) logs
- Chips from logs utility grade or lower **and** where chips become "hog fuel"

2020 STF severance tax

Western Oregon: \$6.15 per MBF

Eastern Oregon: \$4.78 per MBF

- Rates indexed annually
- Tied to rate of change for forest land specially assessed values

STF severance tax

- Max. value increase limited to 3% annually
- Due Jan. 31 of year following harvest
- Tax supports:
 - State School Fund
 - County fund
 - Community College Support Fund

Forest products harvest tax

- Volume-based tax on all timber harvested
- First 25 MBF exempt
- \$4.1322/MBF Jan. 1 – Dec. 31, 2020
- Funds:
 - Oregon Forest Land Protection Fund
 - OSU College of Forestry
 - OSU Forest Research Lab
 - Forest Practices Act administration
 - Oregon Forest Resources Institute



Forest products harvest tax

- **All** timber harvesters must file form even if no tax is due.
- Most people's tax due Jan. 31 of year following harvest.
- Harvesting large volumes may trigger quarterly payments.

Forest products harvest tax

What is taxed?

- Generally, all harvested logs or chips
- All material grade "utility cull and better" and logs sold by ton, *including* logs chipped in the woods

Not taxed?

- Chips from logs that are not utility grade or better **and** chips that become hog fuel

Warning!

- Change is inevitable.
- Provisions are on the block.
- Use them or lose them.
- Talk to your legislators!

Resources

- **YouTube videos:** [thefitc](#)
- **Forest Landowners' Guide to the Federal Income Tax,** www.srs.fs.usda.gov/pubs/42921
- **Oregon property taxes:** www.oregon.gov/DOR/programs/property/Pages/timber.aspx

Update the last reference for taxes specific to your state.



Photo: Lauren Grand, © Oregon State University

Workshop participants listen as landowners share their experiences in selling timber from their properties.

Experienced landowner panel

The purpose of the experienced landowner panel is to hear diverse perspectives from landowners who have experienced the timber sale process. Participants will hear real-life examples of what went well and what went wrong, and get seasoned advice from peer woodland owners.

Time considerations

Allow 45–60 minutes.

Learning objectives

Participants will hear perspectives from landowners who have administered timber harvest operations, including information on planning, setting up and completing a timber sale, as well as tips and lessons learned.

Background

The landowner panel is an opportunity to introduce an alternative learning approach by allowing participants to engage in peer-to-peer learning. This kind of learning — the exchange of ideas and information among landowners and family, friends and neighbors — contrasts with the largely one-way delivery of content through expert-centric education models. Participants of peer learning opportunities say the variety of approaches and the discussion of past successes and failures helps reduce their own costly mistakes. For

a complex and costly activity such as a timber sale, a landowner panel offers a valuable opportunity to learn from the experiences of others.

The landowner panel has been well received at previous workshops. Past participants have commented:

- The discussion of other peoples' experiences is very helpful.
- They loved the real examples presented.
- It was valuable to hear a heartfelt story from a guy who “got taken” by a logger.
- They appreciate others' experience.
- The mix of experiences is appreciated.

Landowner testimonials

Landowners who participated as panelists saw the value in the exchange of experiences.

“This program created a great opportunity for landowners in many ways. As always, I appreciated the opportunity to connect with fellow folks — sometimes a hard thing to find in rural communities. People love to find not only their neighbors, but like-minded landowners.”

“I shared details about the tree farm I steward with participants of the day. Many came to me afterwards and had heartfelt appreciation. There is truly a need for the community of small woodland owners to come together and share what we love, have, and to assist others to be a part of the small woodland community.”

Lindsay Reaves, Bauman Tree Farm
Eugene, OR

"I have lived on a tree-covered 20-plus-acre parcel of property in the Mohawk Valley in Lane County for over 40 years. The trees were mostly Douglas-fir with a scattering of ponderosa pine and incense cedar and some oak and maple. In 2016 I decided it was time to harvest the timber. The property had been [high-graded] (i.e. only the good trees were taken) several years before I bought the property. It had never been properly reforested. As a result, the logs varied greatly in size and quality.

"This was a once-in-a-lifetime experience for me. Although I have been in or around forestry and logging most of my life I wasn't sure where to begin. I hired a professional forester to help me. He brought a very good logger, shopped the logs (which went to six different mills), tracked the log loads and payments, ordered the seedlings, and arranged for a contractor to do the planting. Hiring him was the best thing I did to make the logging, log sales and replanting a success. There was no way I could have done it alone.

"Because there are probably other landowners like me who have the same questions I had when I started, I was asked to be part of a landowner panel for an OSU Extension Service seminar for small land owners on selling logs. I shared my experience with the audience and my comments seemed well received, particularly by those for whom harvesting their property is a once-in-a-lifetime experience."

Larry Thorp
Mohawk Valley, OR

"I have had very positive experiences selling timber. This was a welcome surprise for me because that was the one area I had been able to avoid for many years since other family members dealt with all those aspects of marketing. Suddenly, I was forced into stepping up due to a sudden death in the family. One hears horror stories of naive folks being taken advantage of, but everyone I dealt with was helpful and ethical. Education and guidance was available from Extension and through the Oregon Department of Forestry service foresters. I found log buyers to be patient and quite willing to take the time to talk with me and visit the land.

"Although the panel was charged with discussing timber sales, many of the questions were about other aspects of forest management ... such as reforestation and vegetation management in young stands as well as road construction. I think this is fine to let the audience ask what is on their minds. Probably a structure that has the panelists first make some comments on topic and ask for the initial questions to relate to the stated focus would be best. Then open the questions to whatever else folks might like to ask of an experienced landowner."

Maryrae Thompson, Evans Timber LLC,
Junction City, OR

"As a family forest landowner/manager I found the workshop on selling logs a very good investment of time for the benefit of our LLC. Extension brought together just the right mix of information for participants of many kinds. Some of us had need for the basics of how the products are measured, who are potential buyers, and how does the price get established. Others wanted updates on how both markets and logging equipment are changing.

"I learned some things I could use this month. I told of some recent experiences of my own and others from early in my 40 years of experience in this game. I met new local specialists in areas where need for help is changing with the times and with my age. At first, we had logs to sell only about every 10 years and are now logging one or two patches per year. The more trees grow the more we have to sell in different segments of the market.

"Dad learned by experience and I piggybacked on that. He was learning from neighbors, the county Extension Agent and our local farm woodlands association's potlucks and tours. We learned to get to know our preferred sources, which fit our need.

"Each one on my panel at the event represented a slightly different side of the story of finding your way to a successful sale. It's rough terrain one must cross, not quite a wilderness but challenging. It's better to set out with a map or personal guide and a destination in mind. What is the purpose of your cutting and selling, your destination on the other end of the process? What is the best source of guidance? Your fellow travelers need to understand your goals. You need good communication skills and tools. If you do not keep in touch, you may accidentally go in different directions with goals not reached. Get consultants and contractors you feel good about working with. Rough journeys only work out with those who like or respect each other.

"The bigger the volume of wood being sold, the more valuable it became for our family to pay a professional guide (consulting forester) who leads us the best way by knowing well the territory. Our consultant knows the market and therefore contacts the buyers at mills who want what we have to sell. Knowing the type and location of our timber, he can pair us up with contractors fitting our particular goals, land and trees. The same could work for others with enough value at stake. Others with less to log could simply deal with a logger they trust and with whom they have a solid, signed contract."

Gilbert Shibley, Shibley Family LLC and Forest Home Woodlands LLC
Estacada, OR

Preparation

Invite three or more experienced landowners from the area to sit on the panel. Landowners should represent a diversity of properties and experiences with the timber sale process. For example, include someone who has sold a large amount of timber and someone who underwent a smaller sale. Most importantly, let the audience hear from landowners who have had both positive and negative experiences with consulting foresters, logging contractors, log buyers, regulatory agencies and neighbors. The larger the panel, the more time you will need to allow for the session.

Prepare some extra panel questions that are appropriate for your area in case there aren't enough questions from the audience to fill the time. See Procedure, below.

Provide the following equipment for the panel:

- Microphone: one for each panelist if possible.
- A portable microphone for audience questions. If not available, have moderator repeat questions into microphone.
- Speakers.

Provide the following materials if a landowner panelist wants to show photos during the panel:

- Projector and screen.
- Extension cord or power strip.
- Laptop computer.
- Slide advancer/laser pointer.

Procedure

At the start of the panel, provide the rationale for selecting the experienced landowners sitting on the panel. Use the background description provided above as a guide.

Inform workshop participants that the panel will begin with introductions and a couple of questions. After these questions are answered, the floor will be open for questions from the audience.

Use a moderator to keep the session moving smoothly, ensure that a variety of participants get to ask their questions, and that both questions and answers remain relevant to the topic of timber harvesting and buying and selling logs.

Allot time to each panelist to describe their experiences and answer questions from the audience. The audience may have more questions for one panelist than another.

Optional activity

Ask participants to think of questions for the experienced landowners and write them on an index card. Collect cards periodically to be read by the moderator. If you have a shy audience, this may increase the number of questions. Remind participants that questions to experienced landowners should stay on theme to reflect their role in the timber sale process.

Optional questions to prompt the panel

Suggested introductory questions:

- Part 1: Tell us about your property (number of acres, age class, dominant species, management objectives) and how long have you owned it?
- Part 2: What was the last logging job that you carried out on your property? What were your goals? What type of operation was it (clearcut, thinning, etc.)?
- Part 3: Were you satisfied with the results of the harvest? Why or why not? Is there anything you would have done differently?

Additional example questions:

- What do you wish you would have known before choosing a consulting forester, logger or log buyer?
- What advice do you have for someone interested in selling their timber?
- What went well during the sale process?
- What could have gone better?
- Did you harvest with the help of a consulting forester? What are the benefits/drawbacks of this? Remind panelists to answer this question without naming the consultant, or criticizing the consultant's performance.
- If you did it without a consulting forester, how did you find your contractors (loggers, log buyers, planting crew, etc.)?
- When did you start planning for your harvest?
- How involved were you in the day-to-day harvest operations?
- Have you needed to deal with an easement? If yes, how did that go?

Materials

Provide each participant with any relevant handouts. Some landowners like to share their harvest plan or pictures of their property.



Photo: Alicia Christiansen, © Oregon State University

Participants learn how the value of logs is determined at a log-scaling demonstration.

Field trip options

Overview

The field trip portion of this program is an opportunity for participants to see concepts covered in the presentations and panels that have been implemented on the ground. Some subjects, such as postharvest site conditions, are better explained in the field than in the classroom. The field trip component should serve to enhance the learning experience of participants, and provide them with practical visual resources to assist them with harvesting and selling logs.

In this section, we will address five possible field trip options: a log-scaling demonstration, a portable sawmill demonstration, a postharvest site conditions tour, a harvesting demonstration and a mill tour. While the field trip component is a nice addition to a program, it is not mandatory. Depending on the educational needs of your audience (and any time, location and seasonality constraints), the field trip component can take on many forms.

The amount of time needed for your field trip depends on several factors, including field location in relation to the indoor portion of the program, the number of stops and topics included on the field trip, and the level of detail you want to go into for each topic covered. Include any associated travel time and account for breaks and walking time during stops. Be sure to include plenty of time for questions at the end of each stop.

Section 1: log-scaling demonstration

Time considerations

Depending on the level of detail covered at each stop, this field trip option requires a minimum of 30–45 minutes of instruction, which includes time for questions. This allows the instructor to cover the topic and provide any needed demonstration.

Learning objectives

The participant will be able to understand how logs are scaled and identify the defects that cause deductions at the mill.

Background

The log-scaling field trip option provides the opportunity for participants to understand how log value is ultimately determined. Log scaling is the measurement or estimation of the quantity (volume) or quality (grade) of felled and bucked timber. A log scaler measures bucked logs to determine the scale and grade of the wood before it is processed.

The ideal instructor for this field trip is a local log scaler employed by a local log-scaling and grading bureau. These bureaus provide third-party scaling, where the log scaler and management have no vested

interest in the logs they are scaling. In this way, they remain unbiased participants in the process.

This field trip allows landowners to learn about how value is assigned to logs after they leave the woods. Center discussion on how logs are scaled, what professional log scalers look for when scaling logs, common log defects and deductions, and how to maximize the value of each log.

Preparation and procedure

Advise participants to wear closed-toe shoes and long sleeves and pants for personal safety. Take into consideration weather restrictions, including extreme heat, cold, rain and snow. If these conditions exist, provide alternatives for the field tour — such as participating inside a large barn or under a cover (pop-up tents, carport). If the weather is particularly bad, offer the field trip another day. Have a back-up plan.

Secure a speaker for this demonstration. The speaker should be knowledgeable on the topic and understand how to address log scaling for landowners. A speaker might be a log scaler with a local log scaling and grading bureau, a forester, a log buyer or an agency log-scaling inspector.

Find a location for the demonstration. You could go to a mill or have a few logs available for demonstration purposes at the program site. If there are other components to your field tour, you can have a few logs made available at those sites as well.

Secure one to five logs before the workshop to have the scaler discuss during the presentation. Some logs should be examples of common grading differences and defects.

If you are bringing logs to a site for this demonstration, contact a local logger with a self-loader to deliver the logs, or see if the landowner can provide them using equipment on their tree farm.

Try to ensure that the logs are laid out in a location away from significant noise, so participants can hear the speaker.

Provide the speaker with a portable microphone and speakers to ensure that everyone can adequately hear the discussion, especially if there is background noise from a highway or mill operations.

Keep water and a first-aid kit on hand during the tour.

If there are no restrooms on site, make sure to order an outhouse in advance.

Invite participation by teaching landowners to find the gross scale of the log. Give participants a tape measure and volume table. Ask them to measure the small end diameter and length of the log. Teach them to use the volume table to determine board feet in the log. Then have the professional log scaler identify any defects that would deduct volume from the gross scale of the log.

Materials

The materials needed to offer a field trip vary depending on your location and the level of detail you wish to provide in handouts.

You might consider offering each participant a copy of the local log-scaling handbook. Also, consider offering a handout with photos of common defects and associated deductions.

Section 2: portable sawmill demonstration

Time considerations

Depending on the level of detail covered at this stop, this field trip requires a minimum of 30–45 minutes of instruction, which includes time for questions. This allows the instructor to cover the topic and provide any needed demonstration.

Learning objectives

The participant will be able to:

- Identify benefits of portable sawmilling.
- Choose the appropriate logs for a portable mill.
- Identify products that can be made using a portable mill.
- Learn how portable sawyers decide to cut the log to get the most valuable wood.
- Understand drying options for wood milled using a portable mill.

Background

The portable sawmill demonstration allows landowners to learn when and why to use a portable sawmill to process all or some logs harvested in a timber sale. A portable sawmill processes one log at a time. Owners can haul it on a trailer or set it up permanently in one location. If a landowner has enough logs, they may consider purchasing one and operating it themselves. Alternatively, they can hire a portable sawmill operator who owns their own equipment and can mill the logs for the landowner, often charging by hour, board foot, or percentage of price per board foot of finished product.

Some portable sawmill operators can travel with the sawmill, and some require the logs be brought to their facility.

This is a good option for landowners who may have logs of low value or undesirable species for local mills and sort yards. Additionally, landowners may choose to mill logs using a portable sawmill if they want to use wood off of their land for a specific project, such as fencing, siding, and lumber for barns, porch railings or other structures.

Preparation and procedure

Advise participants to wear closed-toe shoes and long sleeves and pants for personal safety. Consider weather restrictions, including extreme heat, cold, rain and snow. Provide alternatives for the field tour — such as participating inside a large barn or under a cover (pop-up tents, carport). In the event of bad weather, consider offering the tour another day. Have a backup plan.

Secure a local portable sawmill operator to provide a demonstration and talk about portable sawmilling, including when to use one, how to find an operator and what type of products they produce.

You will need a large area on flat ground to set up the portable sawmill, the logs to be milled, and the lumber that is milled in the demonstration. Often this will include a flatbed trailer and pickup truck, in addition to the sawmill. A large grassy open area, parking lot or landing works well for this demonstration.

Your portable sawmill operator may or may not be able to bring logs for the milling demonstration. Contact some local landowners who may be able to donate logs if the mill operator does not have any.

Ensure the sawmill is placed in a location away from significant noise. It will be easier for participants to hear the speaker.

Consider providing the speaker with a portable microphone and speakers to ensure that everyone can hear the discussion.

Keep water, a first-aid kit and personal protective equipment (hard hats, ear protection and safety glasses) on hand during the field tour.

If there are no restrooms on site, order an outhouse in advance.

Materials

The materials needed to offer a field trip will vary depending on your location and the level of detail you wish to provide in handouts.

Consider offering a handout containing information on the benefits of portable sawmilling, appropriate log choices for a portable sawmill, types of mills, and what products can be made from a mill. Also consider offering a directory of local portable sawmill operators.

Section 3: postharvest site conditions tour

Time considerations

This field trip generally requires 45 minutes to an hour.

Learning objectives

The participant will be able to:

- See examples of what the land and forest look like: immediately after a timber harvest, and at five, 10 or more years later.
- Understand how the differences in operation, types of sale, time of year and other factors contribute to the way a stand looks after a harvest.

Background

The postharvest site conditions tour is an opportunity for landowners to see on-the-ground examples of what a forest can look like after a timber harvest. This helps landowners develop a realistic set of expectations. Landowners will observe different forest types, logging prescriptions and landowner objectives during the field trip. Examples may include a thinning, clearcut with slash piles, clearcut with slash left in place, or fuel-reduction treatment. Observing the varying factors can benefit landowners when it comes time to develop a contract with a logger. They may be able to include things in the contract that they previously may not have considered, such as removing roads postharvest or alternative methods to managing slash.

This could also be an opportunity to discuss road improvements, road materials, road costs, stream crossings and more.

Preparation and procedure

Advise participants to wear closed-toe shoes and long sleeves and pants for personal safety. Consider weather conditions, including extreme heat, cold, rain and snow. Provide alternatives for the field tour, such as a narrated driving tour on a bus. If the weather is particularly poor, offer the tour another day. Have a backup plan.

Find a site that has been recently harvested (less than one year ago) in close proximity to the indoor program. Try to ensure that the tour takes place away from significant noise, so that it is easier for participants to hear the speaker.

Considerations for site selection include:

- The ability of buses or multiple vehicles to access the site and safely turn around. (This may depend on the season.)
- Accessibility from the parking area to the harvest unit.
- The ability to show examples of multiple harvest types, including a regeneration harvest and commercial thinning.

Secure a speaker who is knowledgeable on the area harvested and its history, preferably the landowner or property manager.

Prepare necessary handouts.



Photo: Alicia Christiansen, © Oregon State University

The portable sawmill demonstration helps participants identify products that can be made using a portable mill.

Consider providing the speaker with a portable microphone and speakers to ensure that everyone can hear the discussion well.

Make water, a first-aid kit and personal protective equipment (including hardhats) available. If there are no restrooms on site, order an outhouse in advance.

Materials

The materials needed to offer a field trip will vary depending on your location, and the level of detail you wish to provide in handouts.

Participants should receive a handout containing all pertinent information about the unit visited, including age, species, harvest history and ownership. Provide a map of the unit(s) to show roads, streams, harvest boundaries and other boundaries or buffers. If possible, provide aerial photos of each unit before and after harvest.

Section 4: harvesting and roads demonstration

Time considerations

Depending on the level of detail, this field trip requires a minimum of 45 minutes to an hour, which includes time for questions. This allows the instructor to cover the topic and provide any needed demonstration.

Learning objectives

Participants will understand the different types of equipment and operations available to harvest timber in their area.

Background

The harvesting demonstration field trip is an opportunity for landowners to understand the types of access and equipment that may be used to harvest timber on their property. Many landowners have little, if any, personal experience with the equipment and methods used to harvest timber. Characteristics of the harvest site — particularly timber size and site topography — have the greatest influence in determining the appropriate harvest and road system. Additionally, production potential, road access requirements, stream protection, site disturbance, equipment availability, and additional capabilities of the equipment will play a role in determining the best setup for any given property.

Landowners are more likely to grasp the differences and subtleties in harvesting equipment if they can observe the equipment in action at a local harvest site. By seeing the equipment working ahead of time, landowners can develop a set of realistic expectations for what is needed to accomplish a harvest on their own land.

This is also an opportunity to share road examples from Timber sale fundamentals (page 19).

Additional information:

Timber Harvesting Options for Woodland Owners, EC 1582, catalog.extension.oregonstate.edu/ec1582.

Preparation and procedure

Advise participants to wear closed-toe shoes and long sleeves and pants for personal safety. Consider weather restrictions, including extreme heat, cold, rain and snow. In the event of poor weather, provide alternatives for the field tour, such as narrated videos. If weather is particularly bad, offer the tour another day. Have a backup plan.

Ask the logging company and landowner for permission for participants to take pictures. Communicate with your organization, logging company and landowner to determine if you will need liability waivers.

Find an active logging operation to tour with the group. If possible, tour a woodland owned by a local landowner. (This can also be done on an industrial forest property.) Be thoughtful when selecting your site. Keep in mind the cost of the equipment and your audience. Some equipment may be too expensive for most local landowners to employ (cable yarding or tethered harvesting, for example). Select an operation that has equipment that local landowners are likely to use on their lands.

Secure a speaker who is familiar with the harvesting equipment and operation logistics — preferably the landowner, property manager or logging boss.

Prepare any necessary handouts. Consider including one with photos, descriptions and limitations of the equipment viewed on the tour.

Ensure there is a safe location for participants to stand while still seeing the operation in action.

Consider providing the speaker with a portable microphone and speakers to ensure that everyone can hear the discussion well over the noise of the equipment.

Have water, a first-aid kit, and personal protective equipment (including hardhats, ear protection and high-visibility vests) on hand during the field tour.

Materials

The materials needed to offer a field trip will vary depending on your location and the level of detail of handouts.

Consider providing a handout containing photos and descriptions of all relevant harvesting equipment that might be used for local operations. Include slope restrictions, seasonal restrictions and other relevant information.



Photo: Lauren Grand, © Oregon State University

Participants visit a site to understand what factors contribute to stand health after harvest.

Learning objectives

Participants will see different types of equipment that could be used for timber harvesting on a woodland property and the roads necessary to access the timber.

Section 5: Mill tour

Time considerations

Most mill tours are approximately two hours long. Time allotted depends on the level of detail and number of stops included in the tour.

Learning objectives

Participants will understand how logs are processed at a sawmill and see the products.

Background

The mill tour field trip option is an opportunity for landowners to understand how logs are processed after they have left the woods. A sawmill is a facility where logs are cut into various wood products. Mills generally only purchase logs of certain size and species in order to optimize the milling process. Mills also produce different types of products, and therefore prefer certain diameters, lengths and grades. The log buyer represents the mill and is the person a landowner will work with to develop a purchase order. Not all mills are the same, so it is beneficial for landowners to tour a local mill to become familiar with the log-selling, scaling, and manufacturing process.

Preparation and procedure

Advise participants to wear closed-toe shoes and long sleeves and pants for personal safety, in addition

to any other requirements set by the mill. Consider weather restrictions, including extreme heat, cold, rain and snow. Provide alternatives such as narrated videos for the field tour in case of bad weather, or consider rescheduling it. Have a backup plan.

Ask if the mill allows participants to take pictures. Communicate with your organization and the mill to find out if you need liability waivers. If so, ask if waivers can be signed in advance.

Talk with a mill representative about what topics you want to cover on the tour and reserve the tour time slot.

Work with the mill representative to map out the tour stops and topics. Be aware of noise levels at stops.

Consider providing the speaker with a portable microphone and speakers to ensure that everyone can hear the discussion.

Have water, a first-aid kit, and personal protective equipment (including hardhats, ear protection and high-visibility vests) on hand during the tour. The mill may be able to provide this equipment.

Materials

Provide information on the mill, including species and log dimensions accepted, end products produced and log buyer contact information. Consider providing this information for all mills in your area to prevent bias.



Photo: Lauren Grand, © Oregon State University

Provide speakers with a portable microphone and speakers to ensure that everyone can hear above the equipment noise.

Outreach and recruitment

Overview

Strategic outreach will help ensure an event's success. Spend time crafting a message that effectively communicates the purpose of the event and the incentives for attending. Target outreach efforts to the audience (forestry program volunteers, natural resource professionals and woodland owners within a certain geographic area). Consider which tools will be most effective for the audience. Are most people using social media, or is the local newspaper their main source of information? Finally, consider any potential costs, such as newspaper ads and the cost of printing and mailing brochures or postcards.

Time considerations

Develop a timeline for outreach activities. If possible, begin outreach several months in advance of the event. Refer to the instructor guide on timing for outreach materials.

Materials

Print materials

Print materials can include brochures, press releases and newspaper advertisements. Brochures and press releases allow for a detailed description of the event, while the size and space constraints of a newspaper advertisement may limit the content to the event name and logistical details (date, time, location, cost and contact information).

Brochures should include an attention-grabbing photo or graphic on the cover as well as some visual material on the inside panels. Along with the logistical details of the event (including registration and contact information), state the purpose of the event and give a description of the content. If possible, include a mail-in registration form on one of the brochure panels.

In addition to details, press releases need a newsworthy headline. Frame the purpose of the event to make it relevant to the newspaper's readership.

While press releases are often published for free, news outlets charge for print advertisements. Research the price well in advance, as ads can be costly.

Electronic materials

Emails, electronic newsletters and social media posts

are inexpensive and effective outlets for reaching a wider audience. Reminders may be sent out periodically through email and social media communication. Emails and electronic newsletters may include more information about the event while social media posts should be more concise and include an attention-grabbing photo or graphic.

Partnerships

Partner organizations are often willing to share social media posts or event notices on their websites or in newsletters or other email communications. Find out the publication schedule for key organizations as well as any requirements for submission (word count or format).

Other materials

Other outreach strategies may include postcard mailings, flyers posted in local businesses or public places, and direct interaction with the target audience at outreach events or other events or classes.

Outreach sample text

FLYER

Selling logs is one of the most important decisions a landowner can face. Consulting foresters, log buyers and loggers can teach you how to get a fair deal for your timber and make sure your property looks the way you want it to, without exposing yourself to unnecessary liability.

Topics include:

- Types of sales
- Getting fair value for your logs
- Minimizing liability
- Selecting a logger
- Sale logistics
- Inventory and appraisal
- Product mixes
- Harvest and income taxation
- Portable sawmilling
- Cost share assistance

BROCHURE

Landowners log their property for a variety of reasons. For some, logging is 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.

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. You can save thousands of dollars by getting a fair deal for your timber. Do not expose yourself to unnecessary liability for someone else's mistake. Make sure your property looks how you want it to when the job is done.

Speakers will include: consulting foresters, experienced landowners, log buyers, loggers and representatives from <university> Extension Service, the Department of Natural Resources and the Department of Revenue.

Topics include:

- Types of sales
- Getting fair value for your logs
- Minimizing liability
- Selecting a logger
- Sale logistics
- Inventory and appraisal
- Product mixes
- Harvest and income taxation
- Portable sawmilling
- Cost share assistance
- Field trip includes: <insert>
- Program sponsors: <insert>

SOCIAL MEDIA POST

Example 1: Harvesting trees from your property is not as simple as looking up loggers on Google. Learn everything you need to know about the process — and how to protect yourself and your land — at our Selling Logs from Your Property program, <Date> at <Location>. <website hyperlink>

Example 2: What's the difference between getting \$33,000 for your logs vs. \$150,000? Knowing the right professional to hire and the type of sale to conduct! (True story behind those numbers.) There is way too much at stake to cut corners. This is precisely why we have put together our Selling Logs program. This comprehensive program will walk you through the entire harvesting process. Registration closes on <Date>, so if a harvest is in your future, sign up now — it's worth your time to attend! <website hyperlink>

Example 3: Do you need to harvest trees on your property? Do you plan to sell the logs? There are some

key things to consider when managing a successful timber sale.

We will hold a log selling program for landowners on <date> from <time> at <location>. Do not miss out on this opportunity to learn how to have a successful experience harvesting and selling trees off your land.

This program will not be offered again for a few years! To learn more and to register online, visit <website hyperlink>.

Questions? Send us a message here, or call our office: <phone>. See you there!

Example 4: Thinking of selling logs or trees from your property? Whatever your reason for selling trees, there are some key things to consider when managing a successful timber sale.

OSU Extension Service is hosting a daylong workshop, Selling Logs from Your Property, on <Date> from <time> at <location>. See details and registration information at <website hyperlink>.

Want a teaser of what we'll cover at the workshop? Read this article. See you there!

<article hyperlink>

NEWSLETTER ADVERTISEMENT AND WEBSITE CONTENT

Selling Logs from Your Property: an Educational Symposium for Landowners

<Date>, <location>

Selling logs is one of the most important decisions you might face as a landowner. Landowners may 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 undertake a thinning operation to improve forest health and enhance wildlife habitat.

Whatever your 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 — that took decades to produce. Do not lose out on thousands of dollars by not getting a fair deal for your logs. Avoid unnecessary damage to your property and make sure it looks how you want it to when the job is done.

Topics we'll address include:

- Timber sale fundamentals
- Getting fair value for your logs
- Understanding your rights and responsibilities as a landowner
- What a forestry consultant can offer you
- Protecting yourself from liability

- Minimum harvest volume to be economically viable
- Cruising and marketing for different forest products
- How to select a logger
- Permitting requirements and harvest regulations
- Harvest and income taxes
- Cost share programs
- Logging roads
- What log buyers want for their respective mills.

Speakers will include: consulting foresters, experienced landowners, log buyers, loggers and representatives from the <university> Extension Service, Department of Natural Resources and the Department of Revenue

A field trip to <location> will look at:

- Commercial thinning options and techniques
- Marketing poles
- Domestic and export sorts
- Dealing with root disease pockets
- Aesthetic considerations when harvesting
- Examples of different log types, with log buyers on hand to talk about what they look for

When:

<Date>, <time> (Doors open at <time>)

Lodging option:

<Location> has reserved a block of rooms for a special rate of <cost>. Rooms must be booked before <date> to receive this rate. After that date, room rates are <cost>. To reserve a room, call <number> and let the hotel know you would like a room under the event name <name>.

RV lodging is located at: <location>, <number> miles from the event. Please call <location> directly if you are interested in reserving a space.

Where: <location>

Cost: Individuals: \$xx/person before <date>; \$xx/person after <date>. Couples (same household or ownership): \$xx before <date>; \$xx after <date>. Student and Master Gardener discounts available — call <number> for information

Depending on partner funding, we've been able to host this event by charging fees between \$25 and \$50 per person.

What's included:

- Friday evening and Saturday morning classroom sessions and panel discussions
- Saturday afternoon field trip (bus transportation provided)
- Dinner on Friday
- Saturday morning refreshments
- Lunch on Saturday

Registration: <website>

Funding for this project is provided by <organization names>.

NEWSPAPER ARTICLE

Start planning early: what to consider when selling trees from your property

By Lauren Grand, OSU Forestry and Natural Resources Extension program

Trees are an incredible resource that benefit our community in many ways. Wooded properties are fun to explore and help provide communities with shade, clean water, and food and shelter for animals. Trees are also a valuable renewable resource that provide economic value and materials to build homes. Landowners may choose to cut trees on their property for many 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 undertake a thinning operation to improve forest health, diversity and habitat.

Whatever your reason for selling trees, there are some key things to consider when managing a successful timber sale.

The first, and most important, step in any timber sale is to carefully think about your goals and objectives as a woodland owner. Goals help you identify what is most important to you when completing work on your land. One way to do this is to create a forest management plan.

Maintaining forest health, habitat creation, income and recreation are all goals that might be reached through a timber harvest. Oregon law requires that landowners notify the State Forester prior to selling any of the trees from their property. You can complete the necessary form on the Oregon Department of Forestry website or at your local office.

The key to effectively marketing your trees is knowing what you have. Most landowners miss out by thinking all logs are used for the same product and can go to the same mill. Knowing what you have means you can take advantage of potentially higher value poles or export logs if the market is right for it.

You can begin to follow the market by collecting information on what products and types of trees log buyers are seeking. Log buyers are the most direct sources of current information about prices and the range of species, sizes and quality levels for their mill. Your goal is to match what you have with what mills are looking for. Record what you learn and follow up regularly to identify patterns.

Prior to any harvesting activities, make sure you own the trees you plan on selling, especially if your timber

harvest is near a property line. Clearly marking property lines will eliminate any confusion and help maintain neighbor relations. If you are unsure of your property lines, you will need a licensed surveyor to establish legal boundaries.

Properly designed and maintained roads ensure that you can take advantage of any market opportunity. Anything less will severely limit equipment access and may prevent or delay your harvest plans. If you do not have road access to your trees, Oregon law allows landowners to cross another's property, if no alternative is available. Talk to your neighbors and put access agreements in writing before starting any work.

When you've identified a good time to sell, call as many log buyers as possible. The highest bid isn't always the most profitable bid. When choosing a bid, consider distance to the mill and any special requirements that could increase operation costs. The farther away the mill, the higher the cost to get your logs to the mill. Once you've chosen a buyer, have a purchase order drawn up so both parties agree on the specs and price of the logs to be delivered.

Choose the logger through a competitive bidding process. Invite at least three loggers to tour your sale area individually. Be clear about your plans and ask each logger to submit a bid. The lowest bid isn't necessarily the best bid. Choose the offer that will meet your objectives for log production, resource protection and responsible business practices — as well as price. These objectives should be reflected in a written, legal agreement. The most reputable loggers are busy, so plan at least six months ahead.

Stay involved throughout the logging process, observing operations and frequently communicating with the logger. Much can go astray without your vigilance.

Once the harvest is over, you may need to replant the area, depending on the quantity and quality of trees you cut. If you are using a regeneration harvest technique, order seedlings at least a year in advance.

Selling logs is a complicated process that requires time and a thorough understanding of the timber

industry. When done correctly, it is a useful tool to help you meet your management objectives. Those lacking experience should consider seeking the assistance of a consulting forester.

<Program coordinator name> and [university] Extension Service in <county> will host a daylong workshop, Selling Logs from Your Property, on <date> from <time> at <location>. Details and registration information about this event are available at <website hyperlink>.

PRESS RELEASE

<Date> (For immediate release)

Selling Logs from Your Property: An Educational Symposium for Landowners

<Contact information>

[University] Extension Service of <county> will offer a workshop, Selling Logs from Your Property: An Educational Symposium for Landowners, on <date> at <location>. Participants will learn how to organize a profitable timber sale that meets their individual objectives. The event features classroom sessions and panel discussions on the fundamentals of managing a timber sale, followed by a field trip. Participants will visit a local private woodland for the field portion of the symposium. The field trip will include a log scaling demonstration, a portable sawmill demonstration and a tour of harvested units of different ages, providing visual context for what forests look like immediately after harvest and as the stand matures. Speakers include consulting foresters, loggers, log buyers, landowners and representatives from the [university] Extension Service and the <agency>.

The cost to attend (including Friday dinner, Saturday lunch, and field trip transportation) is <cost> per person before <early registration deadline> and <cost> per person <late registration deadline>. Registration closes <date and time>. Funding is provided in part by <sponsors>.

To register or learn more, visit <website> or contact <name>, <title> at <email> or <phone>.

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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

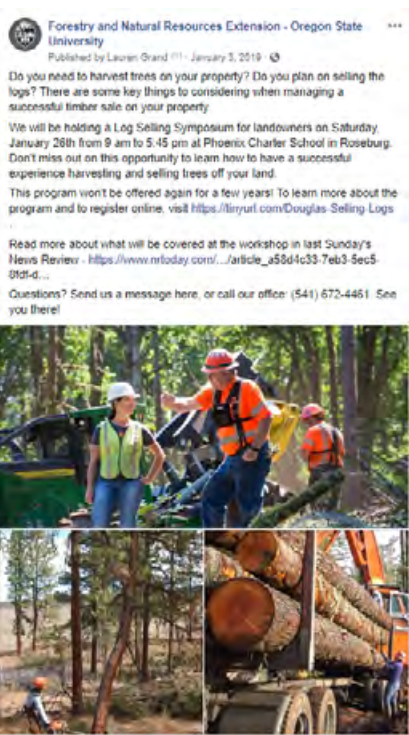
Cost: \$23/person or \$33/couple before March 3 (\$30/\$40 thereafter)

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



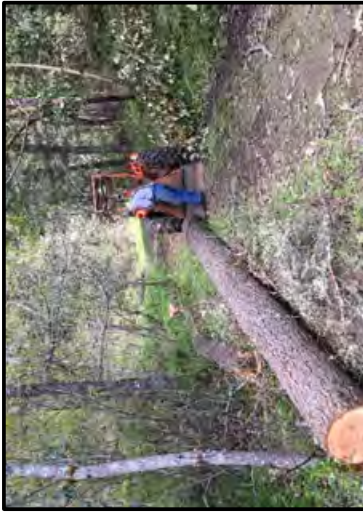
Selling Logs From Your Property

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



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 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 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 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?

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:

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*

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:

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.

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>.

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:

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.

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

PROGRAM SPONSORS

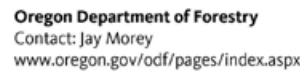
Funding for this project was provided in part by a USDA NIFA Renewable Resources Extension Act Grant and the Oregon Small Woodlands Association.

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.



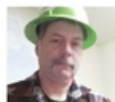
Panelist 2: Ryan Bronson
Company: C&D Lumber Company
Email:
Phone:

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:
Phone:

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:
Phone:

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:
Phone:

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

Oregon Forest Resources Institute
Contact: Julie Woodward
www.oregonforests.org



Oregon Tree Farm System
Contact: Jeremy Felty
www.otfs.org

OSU Extension: Women Owning Woodlands Network
Contact: Tiffany Hopkins
extensionweb.forestry.oregonstate.edu/WOWNet

OSU Extension: Master Woodland Manager
Contact: Tiffany Hopkins
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 <ul style="list-style-type: none">Francisca Belart, OSU Extension |
| 10:25 AM | Break |
| 10:40 AM | Marketing your timber <ul style="list-style-type: none">Gordon Culbertson, Forest2Market |
| 11:00 AM | Experienced landowner panel <ul style="list-style-type: none">Evan BarnesGreg FoxBill Ocumpaugh |
| 11:45 AM | Lunch <ul style="list-style-type: none">Sawmill demonstration<ul style="list-style-type: none">Session 1—11:50AM—12:10PMSession 2—12:30—12:50 PMExhibitorsLog 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 Goirigolzarri – 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 Walteville, 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: Brranch, 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 Gilde 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
Timber sale fundamentals (speaker)	4	3	2	1	0

Comments:

Marketing timber (speaker)	4	3	2	1	0
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Comments:

Experienced landowner panel (speakers)	4	3	2	1	0
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Comments:

Consulting forester panel (speakers)	4	3	2	1	0
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Comments:

Forest Practices laws (speaker)	4	3	2	1	0
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Comments:

Fire and harvesting (speaker)	4	3	2	1	0
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Comments:

Taxes and contracts (speaker)	4	3	2	1	0
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Comments:

Log buyer panel (speakers)	4	3	2	1	0
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Comments:

Logger panel (speakers)	4	3	2	1	0
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Comments:

Additional comments on presentations:

FIELD TRIP SESSIONS

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

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

Portable milling (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!