

**FOREST INDUSTRY  
LANDOWNER  
ASSISTANCE PROGRAMS**

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Georgia Pacific Corporation (Retired)  
Former Director  
Forest MAP-Landowner Assistance Program

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**BACKGROUND AND HISTORY OF  
INDUSTRY LANDOWNER ASSISTANCE  
PROGRAMS**

- Rapid expansion of the industry during the 1950's and 1960's.
- Industry could not supply its needs for wood and fiber from company lands.

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BACKGROUND AND HISTORY ....Contd

- Numerous industry initiatives aimed at NIPF lands were spawned.
  - Pilot forests (Demonstration forests)
  - FFA school forests and forestry field days
  - Landowner assistance programs
- Industry consolidations and cost cutting resulted in downsizing and elimination of some programs.

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BACKGROUND AND HISTORY ....Contd

- Sustainable forestry initiative (SFI) has re-kindled interest.

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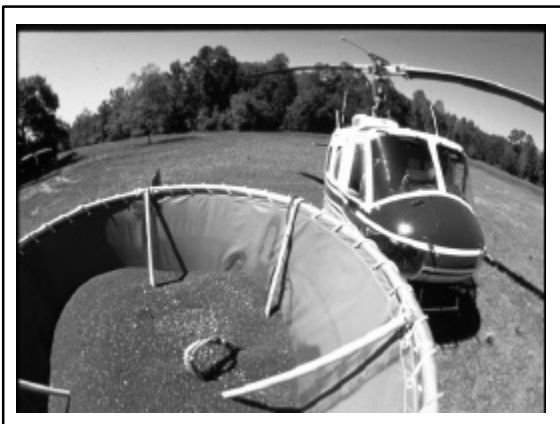
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COMPONENTS OF INDUSTRY  
LANDOWNER ASSISTANCE PROGRAM.

- Focused principally on NIPF landowners.
- Minimum acreage determined by each company; generally no maximum.
- Landowner must indicate a commitment to improve productivity and diversity.

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COMPONENTS OF INDUSTRY  
LANDOWNER ASSISTANCE  
PROGRAM...Contd

- First step in the process is a meeting with the landowner(s) to determine objectives.
  - Letter of mutual understanding.
  - Landowner's expectations are determined.
  - Forest management plan reflects goals.

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COMPONENTS OF INDUSTRY  
LANDOWNER ASSISTANCE  
PROGRAM...Contd

- Generally, companies **DO NOT** require a contractual commitment to sell forest products.
- Generally, **NO CHARGES** for professional services provided.

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COMPONENTS OF INDUSTRY  
LANDOWNER ASSISTANCE  
PROGRAM...Contd

- Landowner is expected to pay for silvicultural services.
  - Site preparation /tree planting.
  - Herbicide applications.
  - Fertilization.
- Companies often able to coordinate services at reduced cost through consolidation.

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BENEFITS OF AN INDUSTRY  
MANAGEMENT ASSISTANCE PROGRAM  
TO FOREST LANDOWNERS

- Establishment of a Cooperative relationship with an industry landowner assistance forester.
- Detailed forest management plan for the property.
  - Property map showing timber types/land features
  - Recent aerial photo of property provided
  - Recommendations for each timber type
  - Financial analysis and expected results

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BENEFITS OF AN INDUSTRY  
MANAGEMENT ASSISTANCE PROGRAM  
TO FOREST LANDOWNERS...Contd

- Landowner assistance forester will provide support in implementation.
- Periodic updates on best forestry practices.
- Consistent markets for forest products.

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BENEFITS OF AN INDUSTRY  
LANDOWNER ASSISTANCE PROGRAM  
TO FOREST INDUSTRY

- Long-term relationships with NIPF landowners.
- Improvements in productivity assure long-term supply.
- Regular communications with NIPF landowners.
  - SFI outreach efforts improved
  - Networking to provide stronger political voice
  - Sharing information on best forestry practices

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**BENEFITS OF AN INDUSTRY  
LANDOWNER ASSISTANCE PROGRAM  
TO FOREST INDUSTRY...Contd**

- Source of forest products from managed lands.
  - Green certification
  - Chain of custody requirements
  - Documentation
- Opportunities to improve understanding of mill and forestry operations.

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**KEY COMPONENTS OF A FOREST  
MANAGEMENT PLAN**

- Map of the tract with timber stands/ features.
- Description of each timber stand.
  - Species composition
  - Age classes
  - Volume per acre
- Recommendations for best forestry practices for each stand.

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KEY COMPONENTS OF A FOREST  
MANAGEMENT PLAN...Contd

- Best management practices (BMP's) for the tract.
  - Streamside management zones (SMZ's)
  - Wetlands management issues
  - Water quality issues
- Wildlife habitat improvements/ recreational aspects
  - Presence of threatened/ endangered species
  - Hunting/Fishing opportunities
  - Leasing opportunities

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OTHER SERVICES PROVIDED BY  
INDUSTRY LANDOWNER ASSISTANCE  
PROGRAMS

- Contractor coordination.
- Pre-harvest planning/ quality control checks.
- Best forestry practices workshops.
- Networking with state forestry associations and forest landowner groups.

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OTHER SERVICES PROVIDED BY  
INDUSTRY LANDOWNER ASSISTANCE  
PROGRAMS...Contd

- American tree farm system certification.
- Quarterly newsletter/ other publications.

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FINAL THOUGHTS AND REVIEW  
OF MAIN POINTS

- Industry landowner assistance programs are beneficial to all parties.
- Professional services provided free of charge.
- Landowners expected to pay for silvicultural treatments.
- Detailed forest management plan and map provided.

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FINAL THOUGHTS AND REVIEW  
OF MAIN POINTS...Contd.

- Contractor coordination and quality control.
- Cost savings through consolidation.
- Contractual commitments to the company should be clearly stated and understood up front.

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