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Non-timber Forest Products: An Integral Part of a Forest Management Plan

BY JAMES R. FREED

Some foresters may think that non-timber forest products (NTFP) are something new to the industry. In fact, the native plants of our forest have been managed for their many values for thousands of years.

Native peoples have used lichens, mosses, bark, twigs, leaves, roots, and fungi as medicinals, edibles, crafts, clothing, utensils, housing, furnishings, transportation, and burial. Not only were the native plants of the forest managed by native peoples, so were wetlands and prairies.

To understand the level that these plants were managed with fire, one only needs to look at the effects



PHOTO COURTESY OF JIM FREED

This spot makes good use of a root rot pocket with its dead stumps for a hideaway.

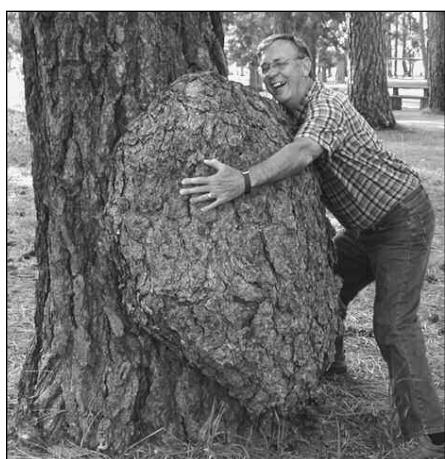
of fire on the ecosystem across the Northwest. Native plants that thrived along streams, lakes, and prairies are now pushed out by trees. Native peoples used fire to give the plants they valued most a better chance of surviving, thus producing a valued crop. So what looked like a natural forest to the first Europeans was in fact a managed forest for thousands of years as part of local native communities' vitality.

The forest has always provided substance and income to forest industry workers. The huckleberry fields of the Puget Sound were managed for the pie industry from 1919 to 1948. The harvesting of evergreen huckleberry provided income to out-of-work forest workers during the Great Depression.

The natural Christmas tree industry has provided extra funds to forest-based families from 1942 to present. Mushrooms and other wild edibles have provided income and substance to thousands of families during both good and hard times.

Today, thousands of individuals and families continue to rely on the forest to provide income and substance, but they are no longer considered timber industry workers. They are now called non-timber forest products harvesters, buyers, users, and special forest products companies.

More than 12,000 individuals in the Pacific Northwest obtain part of their family income from the harvest of



Is it a wort or is it wealth? When forest health professionals remove sick trees to protect the public in recreational areas, they should have someone from the speciality woods industry evaluate them for potential products, advises Jim Freed.

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Non-timber Forest Products

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plant materials from the commercial and private forests of the region. This industry is dominated by family-based companies from the very small one-person operation that picks evergreen boughs to make a couple hundred wreaths to large companies that make tens of thousands of wreaths per day. They all have one thing in common: They rely on the timber forest management programs of commercial, public, and private forestland owners for supply of raw materials to make their finished products. Less than 1% of the total raw materials that support the industries come from lands owned and managed by the harvesters.

Diverse products and new markets

The products that make up the NTFP industry are varied. Native plant products include aromatic oils for aromatherapy; pine nuts from our conifer

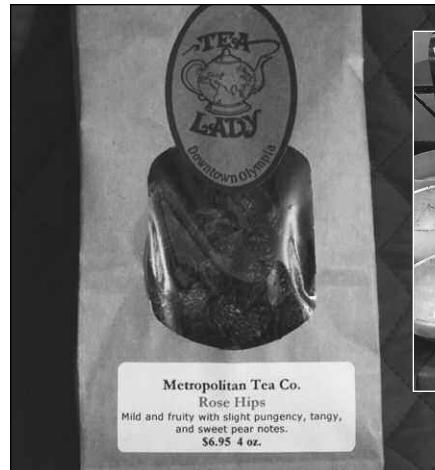


PHOTO COURTESY OF JIM FREED

Teas are the fastest growing drink in the world. Producers are looking for new flavors all the time. The Pacific Northwest has 129 plants that were used by Native peoples and early settlers for health and recreational drinks.

trees for specialty muffins; fungi for cancer control; berries for jellies; tree water (sap) from birch and maple for refreshing drinks; buds from cottonwood trees for skin care; leaves and



PHOTO COURTESY OF JIM FREED

Bowls made from burn pile salvage are sold at a local farmer's market.



PHOTO COURTESY OF JIM FREED

Not just a beautiful leaf anymore: The berries of salal are fast becoming a valuable edible and native landscape plant. One 4-inch pot of salal sells for \$4.99 at a Seattle nursery.

stems from salal, evergreen huckleberry, sword fern, red huckleberry, bear-grass, Oregon grape, and boxwood for floral decorations; evergreen boughs from western redcedar, incense cedar, Port Orford cedar, juniper, Douglas-fir and grand fir; and western white pine for Christmas greenery.

The NTFP industry is never idle. It must change to the demands of the marketplace and to the changing forest management techniques applied by forestland managers.

Today the industry is still based on production of large commodity products. Hundreds of thousands of boxes of salal leave the USA for the world market. This commodity marketing has provided jobs and income for thousands of individuals and families, but it only returns a small percentage of the retail value of the products to the harvesters and the owners of the



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Next Issue: What's New in Wood Products Research?

forestlands—but this is changing too.

As the new participants in the NTFP industry look around they wonder what else can be done with these great raw materials. Individuals and companies are looking at ways to expand the use of native evergreen boughs. Companies are marketing cedar boughs for floral arrangement 10 months of the year. Douglas-fir limbs from young plantations are being sold as greenery. Native Americans are looking to become more economically stable by making traditional products from native plants for personal use, trade, and sale worldwide.

Some of the most interesting new businesses that are planning to use native plants are based on recreational use. Harvest areas where individuals and groups can be escorted by a docent wildcrafter to harvest supplies to make their own salads, wreaths, medicinal compounds, and craft projects are being established. These wildcrafting projects are often linked to local campgrounds, but some entrepreneurs are developing long-term leases with forestland managers and owners to establish yurt camp sites on old log landings. These areas will be accessible by foot and mountain bikes only and take advantage of logging roads and infrastructure to provide an experiential learning activity for families and individuals that do not own land of their own.

More than just a byproduct

NTFP have traditionally been viewed by land managers as a minor crop of little significance to the overall timber management programs. NTFP have generally provided little income for the landowner and sometimes cause problems. The most significant problem has been the management of thousands of harvester. A timber harvest may involve working with a handful of people for a couple hundred-acre sale. That same area may now include hundreds of harvester who want to pick berries or mushrooms.

To solve people management concerns, timber companies are looking to develop leasing agreements for long-term management of all NTFP with individuals, companies, and associations that market not only floral or Christmas greenery, but just about any



PHOTO COURTESY OF JIM FREED

Leftover stumps and limbs are made into a garden structure.

and all plant-based products from the forest. To make these new management agreements work will require a complete forest management plan that includes NTFP. Doing so can provide companies and agencies with more than just money; managers should consider the following benefits.

- Incorporating a well thought-out NTFP plan into a forest management plan can be a useful supportive document for the land manager wishing to have their lands certified as sustainable by one of the major certifying bodies. This will show that the owner is interested in a sustainable forest not just a sustainable timber supply.

- NTFP plans provide a good neighbor tool for working with Native American communities.

- Plans help the landowner provide an economic development tool to local communities and families between timber harvests.

- NTFP can be used to provide income from areas like riparian zones while providing diversity and protection of the plant and animals.

- Harvests can be used as a method of keeping the forest floor plant community fresh and green by removing old plant parts for products, making it more fire proof.

- Old abandoned forest roads can

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PHOTO COURTESY OF JIM FREED

Gifts from tree prunings: 42 of these arrangements were made from the winter prunings of six different conifers.

be replanted to short-rotation herbs, edibles, and shrubs that can be easily removed if the road is needed again.

- Root rot areas can be planted to plants that need more sun and can provide income from their harvest. Organic natural Christmas trees grown on a short rotation is an example.

- By interplanting mixed varieties of conifers on a given site, the non-timber trees (noble fir, grand fir, and white pine) can be managed for boughs. This can be done for 20 years or so and then the tree is removed, providing income from the bough harvest. The timber crop trees will be well spaced at

the end of the cycle.

- The pruning of leave trees for boughs will provide clear wood for higher valued markets.
- Recreational harvesting trails can be established along streams and near wetlands.

If non-timber forest products are to achieve their greatest potential for both the NTFP industry and the landowner, they must be viewed as something more than a byproduct of growing trees for fiber. If that happens, then a meaningful discussion can take place between all the potential users of these plant communities and the peo-

ple who control the resource. Once this takes place, landowners will see more support for their total efforts of sustainably managing the working forest because thousands of people will personally value the forest and feel a strong need to ensure that these forests are there for future use. ♦

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Regional and Economic Impacts of NTFP

The size and scope of the non-timber forest products industry is quite hard to determine. Formal work was done by Washington State University in early 2000. The figures at that time showed a total regional wholesale value of the industry to be about \$278 million. It was believed to be a conservative figure due to the secretive nature of the industry.

The national value of NTFP is estimated to be in excess of \$1.5 billion on the wholesale level. The international value is over \$21.46 billion.

The real economic impact is not felt at the regional, national, or international levels, but at the community level. This is the level where the money is earned by the first buyers (concentrators) and where harvesters live and work. It is estimated that over \$27.3 million is earned and spent at local levels in the PNW region.

These funds have an added benefit in that they are not lost to the local communities, but instead are captured and spent seven more times in the community before they leak out to the world. So the \$200 a day that is earned by a harvester picking greenery will be spent buying food, medicine, and shelter in the community where they live.

A family business owner that provides supplies to harvesters stated that harvesters spend over \$150,000 in his store each year on clothing and equipment and that these purchases made the difference of him surviving the timber shutdown five years ago. This is not surprising as the forest has always provided income to its communities in good and poor timber market times.

The money that a harvester receives per pound for product is what the ultimate consumer pays per ounce. A pound of wild chanterelles may fetch \$1.50 per pound to the harvester, but the consumer will pay over \$23 per pound at Whole Foods Market or \$19 a pound at Safeway.

A pound of salal will bring the harvester \$0.55 to \$1.75. When it reaches its final destination it will sell for as much as \$0.50 a stem (27 stems per bunch).

Landowners can figure that they will receive between 5-10% of the amount of money that harvesters receive. This is confusing when you see a brush lease go for \$6 an acre per year and know that if it is a good site it will produce 125 to 210

bunches at \$0.55. The reality is that only a small portion of the salal lands produce at this rate. Most only produce 45 to 70 bunches. It takes as long to pick 45 bunches on bad land as it takes to pick 200 bunches on good land.

If landowners want to make more per acre off their lands they need work with harvesters who can use more of the total forest production. If a land manager has an agreement to receive 5% of every item from the forest and they give a 5 or 10 year lease, then the harvester can plan their marketing efforts to match the landowner's forest management activities.

Cedar long butts in a burn pile have little value. Those same long butts salvaged by a harvester and sold to a local fence builder can generate \$150-300 a pickup truck load. That big leaf maple that is cut down and pushed into the fire pile is of low value. If it has music wood in it can sell for over \$800 for one 18-inch by 10-foot-long piece.

The ever-growing natural foods markets linked with organic certification currently generates over \$50 million to the Northwest and is projected to expand at 7% per year for the next 10 years.

Medicinals are valued at over \$13 million and based on industry projections that could double every 3 years for the next 15 years.

Wild mushrooms generate over \$67 million for the PNW during good production years. One Chinese company is looking at leasing all the lands they can to produce over \$210 million of mushrooms from PNW forests.

Again, the only way that companies can capture their share of this economy is to have a comprehensive non-timber forest products plan as part of their overall forest stewardship plan.

It is interesting that with all this potential there are land management agencies and companies that still expect one of their employees to manage this industry for them on 10% of their time.

There is an old saying that my grandfather used, "If you think you can or you think you can't, you are right."

It is the right time for the timber industry to think that they can be a major player in the expansion and sustainability of the NTFP industry.

Kake Forests Provide More Than Just Trees

BY SAMIA SAVELL

On a typical late summer day in Kake, Alaska, workers prepare for the day by layering heavy-duty rain gear, protective gloves, and rubber boots over jeans and fleece. It's nothing unusual in this rural southeast Alaskan town of 557, where fishing is an integral part of life and mean annual precipitation exceeds 50 inches. Instead of heading out on the boat to pull shrimp pots or reel up a halibut line, however, these workers go to the woods to collect a small but lucrative catch: blueberries.

In the late 1980s and early 1990s, clearcut harvesting converted much of the area to young-growth forests, which in southeast Alaska typically regenerate at a density that far exceeds that of the region's typical old-growth forests. Here, it is not unusual to have young-growth stands with 2,000 to 5,000 trees per acre or more. The density of these young trees results in poor habitat for shrubs and forbs that make up the forest understory. Trees win the competition for light and nutrients, and after about 15 years the forest floor is dark and bare of most plants except for a few mosses and fungi.

In 2008, the USDA Natural Resources Conservation Service (NRCS) awarded funds through the Environmental Quality Incentives Program to Sealaska, the regional Alaska Native Corporation that owns a substantial amount of forestland adjacent to the village. The funding allowed Sealaska to thin several hundred acres of young-growth forests to about 200 trees per acre, helping the remaining trees grow faster and increasing the amount of available light and nutrients for understory plants. The result is better overall forest condition with a greater diversity of plants and enhanced habitat for a variety of animals—including moose, an important subsistence species for the village. In this case, thinning also resulted in the addition of new business opportunities for local residents from non-tim-



ber forest products.

Prices for blueberries topped \$3.10 per pound in 2012, in part due because Sealaska had obtained USDA Organic Certification for its Kake forests. Some people were able to harvest 200 pounds per day—more than \$600 for a day's work. That's a significant wage in a town where the per capita income is just over \$22,000 per year and 17.6% of all residents live below the poverty level.

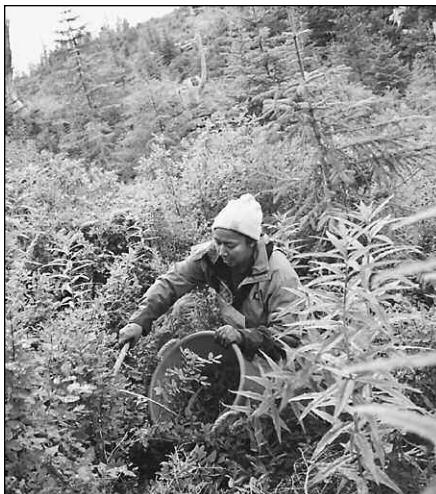


PHOTO COURTESY OF SEALASKA CORPORATION
Eveena Aceveda harvests organic blueberries in thinned second-growth forests near the village of Kake, Alaska.

Blueberry harvesting also became an empowering, small-scale business for a town with few economic opportunities. Besides picking, local residents established a weighing and buying center, and berries were stored at a revitalized fish processing plant before shipping. The blueberries were sold to Alaskan companies for use in health products, pharmaceuticals, and wine. Alaskans managed and benefitted from the entire operation—from the bush to the bottle.

Thinning of previously harvested forests will continue in Kake and throughout the region where timber once played a major economic role. Since 2006, NRCS has funded dozens of projects in southeast Alaska to improve forest conditions for wildlife, subsistence, and recreational purposes, and eventually for future timber harvesting. The benefits of thinning are apparent just a few years after treatment: Kake residents agree that blueberries are thriving in the managed forests. ♦

Samia Savell is a soil conservationist with the USDA-NRCS Juneau Field Office in Alaska. She can be reached at 907-586-7220 or samia.savell@ak.usda.gov.



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Green Diamond Views Specialized Forest Products Program as an Asset

BY PATTI CASE

Boughs, brush, mushrooms, and more—it's all part of the specialized forest products industry, sometimes touted as a gold mine for forest landowners.

In truth, the income is incremental for a forest landowner, but it does provide some financial return and can benefit in other ways, according to Craig Marbet, lease administrator and seed orchard manager for Green Diamond Resource Company's Northwest Division, based on the southern end of the Olympic Peninsula in Washington state.

Among other duties, Craig administers annual permits for specialized forest products on about 60,000 of the company's 330,000 Washington forest acres. Permits are sold for picking boughs and floral greens, mushrooms,

and other specialized forest products. "Our permits include floral greens and mushrooms, rather than trying to permit an area to one group for one set of products and then re-permit it to another group for another type," explained Marbet. The company does not allow harvest of moss or cascara due to elements of its Washington Habitat Conservation Plan.

The glacial soils on the Olympic Peninsula are prime ground for salal and evergreen huckleberry, two popular floral greens. Craig permits land by the section, capturing the areas where harvestable salal occurs. Larger areas ensure permittees always have some productive ground to harvest from.

Most pickers are immigrants from Mexico, Central America, and Southeast Asia. It is hard work and wages are low, but several pickers have raised families and sent children to college



PHOTO COURTESY OF CRAIG MARBET

A white pine bough harvester on Green Diamond land.

with these jobs.

Greens houses abound on Washington's Olympic Peninsula. These wholesalers sell floral greens year round, mostly into the European market, although evergreen huckleberry, salal, bear grass, and other greens are found in bouquets locally as well. "Europe is by far the biggest market," explained Marbet. Wholesalers state that European buying habits are oriented toward purchasing fresh flowers regularly, rather than just for special occasions as US consumers tend to do.

From October through the beginning of December, employment swells at least tenfold in the wholesale warehouses as they assemble, pack, and ship countless pounds of noble fir, white pine, cedar, and other evergreen boughs for garlands, wreaths, table decorations, and more.

The effect on the local economy is profound. During that time period, dozens of vans crisscross Mason County from well before sunrise to after dusk. Craig works closely with the contractors who obtain permits from Green Diamond: "We want to make sure the folks picking specialized forest products on our land are connected to those who hold the permits. That makes security more straightforward

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and gives us confidence that the workers are covered by insurance in case of injury."

Developing relationships with harvesters has also been a hedge against theft. "I'm not sure you can overharvest salal," said Marbet, "but when it comes to cedar and other boughs, we have had incidents that have killed our trees. The permittees can be great eyes and ears in the forest, guarding against theft from less scrupulous pickers who are trespassing." Some small forest landowners have employed individuals to pick greens and perform security at the same time.

Specialized forest products are covered by law in Chapter 76.48 of the Revised Code of Washington. Neighboring states have regulations as well, so it is important to know and understand the law in your state. For example, Washington state law states that permits are required to harvest, possess, or transport specialized forest products. The Department of Natural Resources provides the permits in Washington state; they can be issued by landown-



PHOTO COURTESY OF CRAIG MARBET

Twigs are harvested and used for decorative arrangements.

ers, but must be validated by the sheriff's office in the county where the land holdings to be permitted are located.

It's tough to tell where the products came from once they are severed from the plant, so specificity in filling out the permit is critical for law enforcement and for the safety and well-being

of the permittees. In addition to the legal description of the land and other information, Marbet issues maps to each permit holder to ensure permittees are clear on the areas they are allowed to enter.

Marbet acknowledges a trend toward leasing more ground to a smaller number of contractors. "Some of the larger wholesalers are looking into hiring employees to pick, rather than relying on independent contractors," he said. "They are looking for large areas to lease, which cuts down on administration cost." Marbet, too, is focusing on a smaller number of contractors to make administration simpler, but hopes to continue working with harvesters who have long-time familiarity with Green Diamond's land and its people. ♦

Patti Case is public affairs manager for Green Diamond Resource Company in Shelton, Wash. She can be reached at 360-426-3381 or pcase@green-diamond.com.

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Full-value Forestry... With a Little Help from your Friends

BY TOM NYGREN, CF

Foresters expect to get full value—an accurate scale—of the *timber* they manage. But do they know they are not getting full value from their *forest*? The forest can be the source of many products that have value in the marketplace besides lumber, pulp, and other forms of tree cellulose. Capturing that worth in the marketplace, however, can be a challenge. Recognizing those values is the first step; managing and marketing them is the key to including them in your portfolio of “full-value forestry.”

The three types of full-value forestry products include the following.

Primary products are those that are driving the management of the forest. Of course this often means timber products of one type or another.



PHOTO COURTESY OF TOM NYGREN

A display of the Oregon Woodland Cooperative's essential oils with the Canopy brand.

However, it may mean forest products or values that may exceed the timber value, such as agroforestry crops, where trees provide needed shade for cultivated crops of herbs and medicinal plants, or recreation, where the forest provides the habitat for wildlife, scenic and contemplative values, or trails for active recreation use.

Complementary products are products that are produced in concert with

other products, often where a silvicultural strategy produces both timber and other values. The strategy purposefully results in multiple valued products, such as managing Douglas-fir plantations to produce an eventual timber product, but along the way (at least for a portion of the rotation) may produce edible varieties of fungi such as truffles.



PHOTO COURTESY OF LITA BUTTOLPH

Oregon white truffles can sell for over \$20 per ounce retail.

Supplementary products result from the coincidental but fortuitous production of multiple products. Firewood or boughs from the tops of trees harvested for lumber or posts and poles from precommercial thinning for timber are examples.

These three types of forest value relationships may overlap, but the goals of the forest landowner will provide clarity to which values are primary, complementary, or supplementary. Public land managers, industrial forestland managers, and small private landowners vary widely in their goals. However, recognizing the potential for multiple products and values from the forest should be an important part of their management plans.

Managers of large acreages such as public forests and industrial forests usually consider these values as part of their portfolio. However, the nature and scale of their responsibilities often diminishes their interest in managing for non-timber products. Owners of small forestlands, however, can and often do look at non-timber forest products as a potential income source, one that may come on a more frequent basis than the once-a-rotation or thinning income that timber provides.

Professional foresters can be an important resource for forest landowners—large or small. Forests are a complex system of organisms, with the tree

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PHOTO COURTESY OF NEIL SCHROEDER

Anne Hanschu collects white pine boughs on John Poppino's Lazy RB Tree Farm.

layer as the dominant organism. Silviculture involves understanding, nurturing, and manipulating the trees and other organisms to meet pre-defined objectives. Assisting landowners, particularly small private landowners, in recognizing and managing all potential forest values on their property is an important role for a forester.

Some challenges

Managing, harvesting, and marketing non-timber forest products and values can be challenging. Local experts, such as harvesters, marketers, and other forestland owners who have experience may need to be consulted. In the first place, identifying any non-timber resource requires detailed knowledge—and there are many potential resources possible in any forest. Harvesting the resource may involve special techniques. Once identified, managing the resource can be a challenge as well. Valuable products, such as truffles, may be poached by harvesters that ignore property boundaries. Determining the inventory available, and when it is "ripe" for harvest is necessary. Correct handling

and storage of certain products, particularly edible, medicinal, and floral products, is critical to maintaining the quality needed for marketing. Markets for non-timber forest products may be difficult to find or access.

Many small forestland owners recognize that they have non-timber resources, but are daunted by the difficulty in utilizing them. For many of these owners, managing, harvesting, and marketing these products and values is beyond their knowledge and capability. Knowledgeable consulting foresters can be a valuable resource to these landowners. However, there is

still a major problem—the quantity of resource they have is too small to interest the available markets.

Now...a little help from your friends

The need for specific information about a wide variety of non-timber forest products and values and the lack of generally accessible markets for many of these products has led forest landowners to work cooperatively. In Oregon, a landowner cooperative was established to provide members with information on identification, man-

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agement, and harvesting these products, and to create and access markets (see sidebar). The Oregon Woodland Cooperative (OWC) provides assis-

tance directly to landowners through member assistance or cooperative-endorsed consulting foresters.

OWC has established agreements



The Oregon Woodland Cooperative

The Oregon Woodland Cooperative was established in 1981 by a group of forest landowners that were concerned they were not being treated fairly in their dealings with log purchasers. A consulting forester was engaged to help the landowners inventory, plan, manage, and market their timber. Over time the membership changed, and the need for additional services and assistance became apparent. The cooperative began a process of "re-inventing" itself. With the aid of Value-added Producers grants from the Rural Development agency of the US Department of Agriculture, OWC developed a business plan and began initiating a number of product-oriented efforts including bundled firewood, floral products, and essential oils. Additional work was done to investigate other products such as Oregon grape (medicinal) and truffles (edible), as well as craft-type products.

The OWC business plan is based on three concepts: 1) OWC exists to serve private forestland owners; 2) OWC members produce products (and services) from sustainably managed forests; and 3) Members produce valuable, high-quality goods and services, and OWC assists them in finding, accessing, and marketing those products (and services). Members select which, if any, product venues they wish to participate in. OWC develops the product standards, provides training in production to meet the standards, and locates markets for the products. Under terms negotiated by OWC with market sources, member producers then deliver their products to the markets. Payment is made to OWC, which then distributes the appropriate income to members (after a modest fee for marketing and management is deducted). To date the OWC operation has been based entirely on volunteer effort by members.

Bundled firewood, floral products, craft items, and essential oils are in production. These products are available on the OWC website as well as in local retail stores. Another website has been developed under the OWC Canopy brand for marketing of essential oils (www.oregon-canopy.com).

Membership in OWC is available to any forestland owner in Oregon or other person or entity engaged in forestry activities. Affiliate membership is also available to anyone interested in or engaged in related activity. The current membership is 70, with an approximate total acreage of 25,000. The cooperative is managed by a volunteer elected board and officers. For additional information, visit www.oregonwoodlandcooperative.com.



PHOTO COURTESY OF NEIL SCHROEDER
Lyal Purinton instructs members on how to bundle firewood at a Oregon Woodland Cooperative training session.



PHOTO COURTESY OF NEIL SCHROEDER
Firewood and kindling (on top) bundles show the Oregon Woodland Cooperative brand label.

with several consulting foresters so that members can have a source for professional assistance in managing their properties. OWC has also sponsored technical training sessions to help members who have some interest in the non-timber forest products possibilities on their land. Not all OWC members have these prospects, and not all that do are interested in managing or harvesting them. However, groups of OWC members are interested in particular products, and OWC tailors assistance programs for them.

Perhaps the most significant value that OWC provides to members interested in non-timber forest products is in helping them market the products they produce. OWC has a guiding principle: OWC-labeled products are of the highest quality and are produced by sustainably managed family forestland owners. This brand identification is important, and has enabled OWC to access the higher end markets and build up a market clientele that yields higher returns to participating members.

OWC retains a minimum fee for marketing and labeling, and the remainder of sale proceeds is returned to the member. Members retain their ownership of products through the marketing and sale process; OWC simply provides a service to members. All work in producing the product to OWC specifications is done by the members. Some members have indicated they would prefer to have OWC manage the whole process—including production—and this approach may be considered in the future.

Recognizing, managing, and marketing the full value of forestlands through a diversity of products and values pays off for many landowners. Foresters can play a valuable role in helping them do so. Small private forests may also find that working with other landowners through a cooperative or other facilitating organization will provide the support they need to make managing these non-traditional resources feasible. ♦

Tom Nygren, CF, is a co-owner of White Oak Natural Resource Service LLC, based out of Hillsboro, Ore. He can be reached at 503-628-5472 or tnygren@juno.com.

A Partnership to Manage Non-timber Forest Products

Don Collins grew up in the world of non-timber forest products (NTFP). His parents owned a small greens company in Washington state and he often went brush and mushroom picking as a youngster. With respect for the land formed at an early age, it was natural that he would become a forester and spend over 30 years with the US Forest Service.

James R. Freed (Jim) is a Washington State University extension professor. His program focus since 1977 has been on all the products that come from the forest that are not pulp or timber. He works with forest landowners who want to manage for all the products that come from their forest.

Jim Freed identified three major concerns of land managers large and small who want to work with NTFP: (1) maximizing income while keeping the plant community sustainable; (2) ensuring that harvesters protect the resource and pay what they owe to the landowner; and (3) accessing the marketplace for NTFP.

In 2000 Don Collins retired and was looking for a way to assist landowners looking for trustworthy harvesters and harvesters looking for access to lands to harvest. He teamed up with Jim to form the Northwest Researchers and Harvesters Association.

The association was built on six premises: (1) if non-timber forest products harvesters were given a more active role in the management of the lands they harvest from, the total resource would be better utilized; (2) if harvesters had a commitment of five years or more, they would treat the lands in a more sustainable manner than if they were just obtaining monthly permits; (3) the association would provide members with a unified face when dealing with large public and private land managers; (4) training for the harvesters to ensure sustainable harvest practices would be provided; (5) harvesters would be provided with the necessary insurance required by the landowners; and (6) association members would increase their knowledge of NTFP marketing networks so they can

provide higher quality products that will net higher returns to members.

The association has found success over the years as a clearinghouse for harvesters, tree planters, and thinners to be matched with landowners big and small to help manage their NTFP resources.

The association's greatest value to all landowners, but especially the commercial and public forestland manager, is its ability to provide trained and insured harvesters. This enables the companies and agencies to manage all NTFP crops with a single contract instead of multiple contracts with hundreds of individual harvesters. The association also ensures that the landowners/managers have one contact person who will make sure that the work is done as contracted and payments are made as agreed upon.

Based in Oregon and Washington, the association currently has 45 har-



PHOTO COURTESY OF JIM FREED

Don Collins works on a mushroom plot in southwest Washington.

vesters, although the number varies by season. All harvesters undergo a screening process by the association. The harvesters are mostly husband and wife teams with the kids helping on the weekends. Ninety percent are Hispanic and 10 percent are Asian. Most are resident harvesters, but in the summer (during the floral greens growing season when harvesting does

(CONTINUED ON NEXT PAGE)

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not take place), most travel to other areas to help with cherry, onion, and other harvests. Harvesters can make about \$125/day in the floral green industry and \$300/day in the orchard industry.

How the association works

NRHA is actually more of a cooperative in nature—one member receives one vote. Members meet once a year to vote in a new board of directors and determine and approve projects. In 2005 and 2009 new board members were elected—they all started out as members harvesting products, but now they take an active part in the research and management of the association.

Members/harvesters assess themselves 5 percent of their earnings to cover association costs plus an additional \$10/month, which covers the cost of a multi-million dollar liability insurance policy, permits, and record keeping.

Freed has worked hard with association members to provide training on all phases of the NTFP industry, including how to establish ecology plots to test different management techniques. He works with Don and other leaders to develop harvest records that can be used by land managers who are working with certification agencies.

On the landowner side, NRHA works with small woodland owners, industrial-scale owners, public entities, and others to assess their NTFP resource and develop a lease. Don Collins visits the site to evaluate the extent of the NTFP resources, and if deemed a viable oper-



PHOTO COURTESY OF WSU EXTENSION

Cambodian harvesters are trained on non-timber forest products.

ation, matches a harvester to the landowner. The harvester is a subcontractor, not an employee of the landowner. The landowner and harvester work directly together as partners so the landowner has hands-on control of their product; many of these relationships are long-term. Products harvested from lands include salal (by far the largest market), boughs (Douglas-fir, western redcedar, incense cedar, and Port Orford cedar), evergreen huckleberries, mushrooms, bear grass (in high elevations), and more. The harvester processes the product according to current standards in the woods, places the product in a truck or van, and then transports it to the local greens company for sale. The greens company then issues a check to the harvester. The association currently has 18 leases with landowners, including Weyerhaeuser, Tacoma School District, and Kitsap County.

The Northwest Researchers and Harvesters Association is engaged in

many projects, including the following.

- Developing new Christmas greenery products from old Christmas tree plantations that had little or no value in the past.
- Developing new markets for Douglas-fir boughs from salvage from precommercial thinning projects.
- Exploring non-timber forest products that members can manage during the off-season when they can't harvest floral greens. For example, in the summer, members work on cedar salvage projects where all the long butts and six- to eight-foot pieces of cedar that are in burn piles are removed.
- Harvesting wild edibles during the spring-fall growing season and marketing them directly to small business and farmers markets in the Northwest.
- Directing marketing of forest-fresh products to hispanic-based businesses in the southwestern United States.
- Supplying floral greens houses with high-quality Christmas greenery. Seventy-five percent of the large companies are now supply boxes for bulk Christmas greenery to fill directly in the field, which makes members more money and provides the buyer with a fresher prepackaged product that has been cut to meet their specifications.

• Working with land managers public and private to determine the economic potential of precommercial thinning of small-diameter trees with low-impact methods to protect riparian areas and unstable soils.

• Providing road protection projects such as clearing culverts of debris, repairing water bars, and controlling non-native vegetation on road corrodors.



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- Organizing a trash pickup and removal program that association members are expected to participate in, a step that has removed tons of trash left by other public and private forest users.

- Security is provided by members who are on site. Because of the long-term nature of the association's projects, members feel a sense of ownership of the site and take an active part in identifying problems caused by vandals, thieves, and poachers.

- Actively participating in the design, construction, data gathering, and evaluation process of all research plots. Research plots have been established to monitor harvesting of salal, evergreen huckleberry, white pine boughs, mushrooms, and Douglas-fir pruning. Additional plots have been established to monitor the effects of fertilizing forest floor plants, thinning of overstory, and pruning of overstory trees

- On private land, conducting cedar bough harvests in the fall on sites that will be harvested the following summer.

- Working with Native American communities to ensure that the native plants that they value are not over harvested. In many cases, native craft materials like bark, grasses, rushes, roots, and berries are provided by the association leadership to local individuals and families.

- Working with companies to ensure long-term sustainable harvesting of their forest as part of an organized certification program. Members work with landowners who have as few as three acres of Scotch broom to landowners with thousands of acres of second-growth Douglas-fir.

- Assisting forestland managers to obtain organic certification for their lands, which enables harvesters to sell their floral products, medicinals, mushroom, Christmas trees, wild berries, and vegetable products to stores and companies across the country with a better return on their investment of hard work.

Future plans include developing new agreements with both public and private landowners that focus not only on the harvesting of traditional NTFP, but include other products like recreational harvesting of wild edibles, educational demonstration areas, wild-crafting classes, and supporting K-12 school system business studies and science programs.

The overriding goal is to do whatever is needed to enable NRHA to include more trained harvesters on forestlands in the Pacific Northwest in a long-term sustainable special forest products management program.

If the association is successful in its efforts, land managers in the Northwest will have access to a valuable partner to assist them in the management of traditional NTFP and new and exciting products and projects.

For more information about the association, contact Project Manager Don Collins at dwlcollins@centurytel.net. ♦

Oregon has New Fungi Law

Truffles, mushrooms, bark, needles, firewood, conks, cacti, and berries are a few of the many non-timber forest products found throughout Oregon. People harvest these products for personal use and to sell.

Property owners and law enforcement learned that some people were harvesting truffles and other forest products without landowner permission. Truffles and other forest products weren't listed as special forest products, so harvesters were not required to first get the landowner's permission before harvesting. The legislature fixed this problem by directing the Oregon Board of Forestry and the state forester to revise the administrative rules to include special forest products. The new rules are now in place and effective as of July 1, 2014.

The fungi family includes both mushrooms and truffles. HB 2615 amended the state statute on the harvesting of special forest products, ORS 164.183, to read "edible fungi" instead of "edible mushrooms" to capture truffles as a special forest product. Buyers are also now required to keep records of landowners they purchase from.

Private landowners that allow people to harvest special forest products on their land can utilize the following new forms that are posted at www.oregon.gov/odf/privateforests/Pages/HB-2615-Special-Forest-Products.aspx: special forest products buyers record form; special forest products permit; and special forest products permit sales donation form.

Questions can be directed to Angie Lane, ODF operations policy analyst, at 503-945-7387 or angie.g.lane@state.or.us.



PHOTO COURTESY OF C. LEFEVRE



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Earth Gifts: Tribes Protect, Respect, and Restore

BY DON MOTANIC

Tribes in the United States have 18 million acres of forestland held in trust on reservations. In addition, tribes have millions of acres of reserved treaty rights and agreements to gather non-timber forest products (NTFP) on US Forest Service and other federal lands that tribal members have managed and used for thousands of years.

NTFP, sometimes called special forest products, are part of what tribal people would call "Earth Gifts." As with any gift, tribes want to protect, respect, and restore NTFP.

Tribal people have used more than 4,000 species to create over 40,000



medicines, foods, shelter materials, baskets, and other subsistence and trade items.

During a workshop conducted by the Intertribal Timber Council in March 2011, a report for tribes provided the following information:

- Markets for all non-timber forest products are expanding at an annual rate of 4%.
- The world market for plant-based medicinals is over \$9.5 billion per year.
- The natural foods market in the US is over \$3 billion each year.
- The native transplant market is estimated by the American Horticulture Association to be over \$450 million per year.
- All Native American communities in the United States have traditional knowledge of local native plants. Each community is different, and differ-

ences such as processes make it possible to offer a spectrum of products to the marketplace, which provides the consumer with choices and expands the total market for all Native American products.

- Over 84% of Native American craft products are sold via non-Native internet sites and stores. The large consumer market for crafts representing Native American culture is dominated by non-Native American producers. In most Native American casinos the products sold are not produced by Native Americans.

- Research has shown only limited attempts by Native communities, families, or individuals to market Native-made products from native plants for medicinals, floral greenery, Christmas trees, native landscape plants, Christmas greenery, and wild edibles.

- Researchers and western scientists are just now starting to recognize the tremendous amount of special forest products that have been under tribal management for thousands of years. Researchers must take the time to understand the tribes' concepts of protecting, respecting, and then restoring NTFP.

Tribal Forest Product Marketing—Tribal Group Response

In March 2011, I made a presentation to the Affiliated Tribes of Northwest Indians (ATNI) Economic Development Committee about the Intertribal Timber Council's (ITC) Forest Products Marketing and Branding Workshop, which also included information about special forest products.

ATNI is a nonprofit organization that works with 54 tribes in the northwest United States to improve the region's tribal communities. ATNI has several committees that address community issues and ITC attends and gives presentations at the general sessions and to the education, natural resources, and economic development committees.

I described the tribal forest product marketing report during the economic

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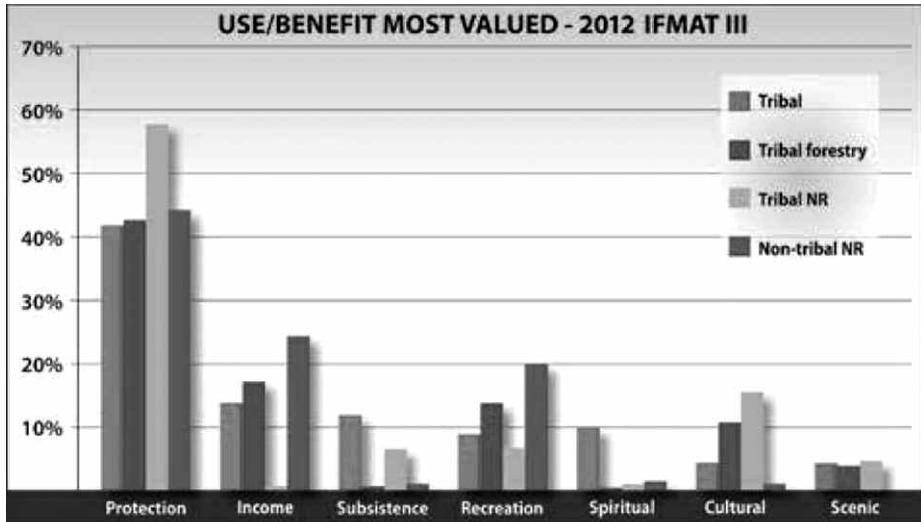


Table 1

development committee session and they had an interesting reaction to a brand, Earth Gifts. The session was attended by tribal interest groups that included tribal council leaders, fishers, agriculture, wildlife, energy, traditional tribal root diggers, berry gatherers, and basket weavers. I mentioned these two words that caught every interest groups' eyes and attention, and the whole audience looked up when I said the words: earth gifts.

The audience went silent and I realized I hit a nerve.

The tribal basket weavers, and diggers and gatherers for berries, roots, and grasses had a concern that the workshop was not going to address their major issue, protection. Tribal leaders will develop restoration programs to address protection concerns through their forestry programs.

When most foresters hear or see the word "protect," it is most associated with forest health and wildland fire protection. In the tribal communities, the word protection refers to environmental protection and a concern on how activities will impact the other natural resources in the forest such as water, fish, and wildlife.

Protection is a value most desired by the tribal community as illustrated in the Table 1 from the Third Independent Assessment of Indian Forest Land by Indian Forest Management Assessment Team (IFMAT-III).

Respect is a value that appreciates the importance of special forest products that is equal or more with some

communities. Tribal communities have gathering events and ceremonies to thank the resources before going to harvest the resources. The forest provides heat from the firewood and internal energy from the berries, roots, fish, and wildlife, and also the medicines to heal. Each product has a name and a value that's viewed as an equal and valuable to the community.

Restoration is something that's understood by most foresters, which is to restore a balance that is guided by

traditional knowledge. Tribes have been utilizing tools used by foresters for years through prescribed fire and thinning the forest. Restoration work is only initiated when tribes feel the first two steps of protection and respect are part of the plan.

An outline that follows a pattern of protect, respect, and restore was developed by Jim Freed, faculty from WSU extension, for tribes to consider.

Protect

Sustainability: Protect the capacity of the resources and the environment to sustain harvest and utilization at levels acceptable to the Indian community.

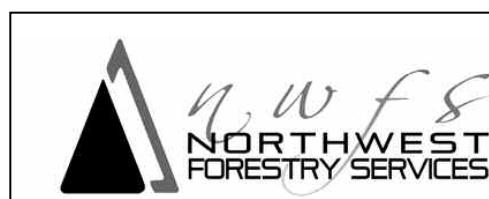
Cultural Needs: Maintain availability to NTFP needed to maintain community lifeway and means of cultural expression.

Respect

Free and Informed Prior Consent: Rights to free and informed prior consent when deciding whether to withhold or share knowledge or access to NTFP.

Intellectual Property: Guard individual and cultural traditional knowledge

(CONTINUED ON NEXT PAGE)



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against unprincipled exploitation while providing for fair and equitable sharing of benefits derived from use of NTFP.

Restore

Health and Safety: Provide food and medicinal products that will promote healing, maintain health, and improve the nutritional quality of the diets for all segments of the community, with



PHOTO COURTESY OF CONFEDERATED SALISH AND KOOTENAI TRIBES FIRE DIVISION

A prescribed fire to reduce hazardous fuels is conducted on the Flathead Indian Reservation.

special attention given to elders, women, infants, children, and at-risk individuals.

The various tribal communities and governments have been and will continue to individually discuss how they may or may not involve the non-tribal communities with managing and utilizing non-timber forest products. Some NTFP are sacred to the tribes and very sensitive even as a discussion topic, which non-tribal communities

may not understand because the values cannot be quantified in western science, but only through the tribes' traditional knowledge.

The tribal and non-tribal communities will need to walk softly and listen carefully to each other to help protect, respect, and restore earth gifts, and one is NTFP. The dialogue between the two communities needs to continue to help our natural resources.

Additional information about how to walk softly and listen carefully with tribal communities can be found in a recently completed document, Guidelines on Considering Traditional Knowledges with Climate Change Initiatives at <http://tribalclimate.uoregon.edu/publications/>. ♦

Don Motanic is the technical specialist with the Intertribal Timber Council in Portland, Ore. He can be reached at 503-282-4296 or donmo@teleport.com.

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Washington's Foresters and Wildlife Professionals Meet Together in 2015

The 2015 annual meeting of the Washington State SAF (WSSAF) will be held in conjunction with the Washington Chapter of The Wildlife Society (WCTWS) and the Northwest Section of TWS on April 15-17, 2015, at the Great Wolf Lodge near Grand Mound, Wash. The theme of the meeting is *Forestry and Wildlife Management—Working Together Toward Common Goals.*

Tuesday, April 14 will feature a pre-meeting Forestry and Silviculture 101 workshop for biologists. The joint meeting will start mid-morning on Wednesday, April 15, with leadership meetings followed by concurrent technical sessions, exhibits, and posters. By early evening the focus shifts to students and young professionals followed by a hosted welcome reception and mixer.

Thursday, April 16 will start with a morning plenary session focused on policy relationships supporting the meeting theme. A luncheon will include a to-be-announced featured speaker. In the afternoon, concurrent sessions, posters, exhibits, and vendors will provide an opportunity to mix and match talks and activities to your interests. Evening activities will include a mixer and an awards banquet.

Friday morning will start with breakfast business meetings for each organization and then a choice of a field trip or more technical sessions.

Great Wolf Lodge, located about halfway between Seattle and Portland, is a destination resort with a massive indoor water park including exciting slides, raft rides, shallow pools and more. Perhaps you can entice other family members to come along!

Keep an eye out for early online registration and a great hotel rate that includes entry to the water park. Mark your calendar and plan to join us next April 15-17. ♦

New Discovery Pavilion Dedicated for Forestry Education



PHOTO COURTESY OF OFRI

The new Oregon Garden Pavilion showcases Oregon wood and wood products. The facility will be an event venue for the thousands of students, teachers, parents, and small woodland owners in good weather and bad for years to come.

After two years of planning, fundraising, and construction, the new Discovery Pavilion at The Oregon Garden Rediscovery Forest is complete.

The 1,300-square-foot, open-air structure is a showcase of Oregon wood products, and will allow expanded forest education programs for students and adults who visit the demonstration forest inside The Oregon Garden near Silverton.

About 140 people—including project partners, pavilion donors and other guests—gathered in early October at the Discovery Pavilion for its dedication. World-class materials, skilled craftsmanship, and generous resources helped create this legacy for the community.

At the dedication ceremony, Julie Woodward, forest education program manager for the Oregon Forest Resources Institute (OFRI), celebrated the project and asked each of the project partners to talk about the collaborative effort and the community support the project received.

"I dedicate the building today to those who had a vision over 80 years ago to plant the trees that became the very pillars of the building—and to the next 80,000 students we invite to explore the trails, peek under the logs and walk through these doorways to rediscover Oregon's forests and all the benefits they provide this state," Woodward told the crowd, "A sincere thank you to each of you for being part of this story."

In all, \$250,000 was raised for the pavilion—in cash, materials, and in-kind services. Among the Oregon wood products on display are glulam beams donated by Rosboro in Springfield; 10-by-10 posts from Hull-Oakes Lumber Co. in Monroe, and eastern Oregon juniper cabinets from Neil Kelly and Sustainable Northwest Wood, to name a few.

OFRI led the project, with generous help from five partners: SEDCOR; The Oregon Garden Foundation; Rich Duncan Construction; Moonstone Hotel Properties, owner of Oregon Garden Resort; and Withers Lumber. Several donors gave \$10,000 or more. Ten Oregon SAF chapters and the Oregon SAF contributed a combined amount of \$3,562. ♦

2015 PNW Forestry Leadership Academy

January 16-17, 2015 – Oregon Garden Resort in Silverton, Oregon

All SAF members from Oregon, Washington, Idaho, and Alaska are invited to participate in the 2015 PNW Forestry Leadership Academy on January 16-17 at the Oregon Garden Resort in Silverton, Ore. The purpose of the forestry leadership academy is to equip forest landowners and foresters to take active roles in leading Pacific Northwest forestry organizations.

The 2015 leadership academy is joining forces with the Oregon Tree Farm System, Oregon Small Woodlands Association, Oregon and Washington State Society of American Foresters, Oregon

Forest Resources Institute, OSU Forestry and Natural Resources Extension, Cispus Institute, Washington Farm Forestry Association, and Washington Tree Farm Program. The event is organized by the Partnership for Forestry Education.

Funders for this year's academy include USFS State and Private, Oregon Forest Resources Institute, and SAF Foresters' Fund.

Class instruction will primarily be by Cispus Institute and OSU Forestry and Natural Resource faculty, with additional sessions given by invited speakers, including SAF members.

FRIDAY, JANUARY 16

9:00 a.m. - Noon – Concurrent OSAF and WSSAF Executive Committee Meetings

Noon – Lunch (included in registration fee)

1:00-2:30 p.m. – Opening General Session Keynote: Land Ethic Leadership—**Jennifer Kobylecky**, The Aldo Leopold Foundation

2:30-3:00 – Break

3:00-6:00 – Concurrent sessions

7:00 – Dinner (included in registration fee)

SATURDAY, JANUARY 17

7:30 a.m. – Breakfast (included in registration fee)

8:30-9:00 – General Session Presentation: **Bob Alverts**, SAF President

9:00-9:30 – Break – Check out of resort

9:30-12:30 p.m. – Concurrent sessions

12:30 – Lunch (included in registration fee)

1:30-2:00 – Wrap-up Talk: **Tom Fry**, American Forest Foundation, Western Conservation Programs

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January 16-17, 2015 – Oregon Garden Resort, Silverton, OR

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SESSION CHOICES

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Friday, January 16 (choose one A session or two B sessions)

- ____ A1a. Understanding Learning Styles (3:00-6:00 p.m.)
____ A2a. Designing Effective Meetings (3:00-6:00 p.m.)
____ A3a. Building understanding through Environmental Ed Activities (3:00-6:00 p.m.)
____ A4a. Leadership in the Volunteer Arena (3:00-6:00 p.m.)
____ B1. Forestry/Agriculture Leadership (3:00-4:30 p.m.)
____ B2. Forest Policy (3:00-4:30 p.m.)
____ B3. Marketing your Organization (4:30-6:00 p.m.)
____ B4. OFRI Speakers Bureau (4:30-6:00 p.m.)

Saturday, January 17 (choose one A session, B5/B6, or B7 session)

- ____ A1b. Exploring the Role of Conflict (9:30 a.m.-12:30 p.m.)
____ A2b. Using Facilitation Techniques (9:30 a.m.-12:30 p.m.)
____ A3b. Engaging Volunteers (9:30 a.m.-12:30 p.m.)
____ A4b. Strategizing Issues (9:30 a.m.-12:30 p.m.)
____ B5. Forest History (9:30-11:00 a.m.)
____ B6. Fundraising (11:00 a.m.-12:30 p.m.)
____ B7. Managing Media Interviews to Deliver your Messages (9:30 a.m.-12:30 p.m.)

Return form and payment to:

Leadership Academy, SAF Northwest Office, 4033 SW Canyon Rd., Portland, OR 97221;
503-224-8046; fax 503-226-2515; amanda@forestry.org

CONCURRENT SESSION INFORMATION

Six concurrent sessions are taking place on Friday afternoon and Saturday morning. Sessions led by Cispus Institute staff are identified with an A next to the title. These are designed as four separate tracks. Participants can take them individually and learn a lot, but if you take the Friday and Saturday session on the same track, you will gain a deeper understanding of the topic without having information repeated.

The additional sessions, identified with a B next to the title, are 90 minutes each and two will run back to back in the same room during the three-hour block. Session B7 is 180 minutes and is offered Saturday morning.

Sessions are highly interactive and will be capped at 25-30 for maximum learning. Mark your session choices (first and second) on the registration form. Classes will be assigned on a first-come, first served basis.

CONCURRENT SESSION DESCRIPTIONS

A. Cispus Institute Concurrent Sessions

1. Productive Communication

A1a. Understanding Learning Styles (Friday – 3:00-6:00 p.m.). This session is fundamental to understanding how people learn and how to design programs that engage all learners. This session engages participants in discovering their dominant learning style as well as styles that they may use less often. By analyzing the attributes of different learning styles, participants will learn how to engage people effectively in group processes.

A1b. Exploring the Role of Conflict (Saturday – 9:30 a.m.-12:30 p.m.) How do people handle conflict? Participants will complete the Thomas-Kilmann Conflict Mode Inventory to determine how they address conflict, then explore the benefits and challenges of the various modes, and examine how they apply to working with issues.

2. Effective Meetings

A2a. Designing Effective Meetings (Friday – 3:00-6:00 p.m.). Examine and apply strategies that will help you design productive meetings. Learn tools and techniques to help you set a group up for success and keep it on track. Participants will examine key elements and how to use them effectively throughout the meeting to manage and increase group interest and participation.

A2b. Using Facilitation Techniques (Saturday – 9:30 a.m.-12:30 p.m.) What are the skills and techniques used by an individual to effectively facilitate a group of people? The facilitator's role is to manage the process, people, and information. Ground-tested methods are described for designing and managing a process to meet group objectives; managing group interactions to ensure open, respectful, and focused communication; and helping the group gather, organize, sort, and synthesize information.

3. Successful Volunteer Engagement

A3a. Building Understanding through Environmental Education Activities

(Friday – 3:00-6:00 p.m.). This session is for those who want to engage young and old in learning about the environment through an event, field session, school classroom, or tour. Challenges and strategies will be identified and examined for conducting positive experiences.

A3b. Engaging Volunteers (Saturday – 9:30 a.m.-12:30 p.m.). Explore basic techniques for recruiting, engaging, and sustaining the volunteers in your organization. What draws people in? What motivates them to engage? Discover the strategies for working with volunteers in ways that meet both the individual's and organization's goals.

4. Active Leadership

A4a. Leadership in the Volunteer Arena (Friday – 3:00-6:00 p.m.). Are people born leaders? No, leaders possess certain qualities and skills that anyone can learn, practice, and master. This session will focus on the qualities of leadership and some key techniques and skills individuals can apply to effectively engage colleagues in their organizations. It is designed for those who are in designated leadership roles as well as those who want to engage others effectively in meeting goals.

A4b. Strategizing Issues (Saturday – 9:30 a.m.-12:30 p.m.). What is it that makes issues so difficult and is there a better way to approach them for a more successful result? In this session we will explore 10 elements that if addressed up front will help you navigate any issue or challenge.

B. Additional Concurrent Sessions

B1. Forestry/Agriculture Leadership (Friday – 3:00-4:30 p.m.). Bob Brink, Pomeroy Farm, and Dan Brink, Pomeroy Cellars. The Washington Agriculture and Forestry Leadership Program: Reflections by two participants.

B2. Forest Policy (Friday – 3:00-4:30 p.m.). Dr. Paul Adams, OSU Professor & Extension Specialist (retired); Roger Beyer, OSWA Lobbyist (invited); Kristina McNitt, OFIC President (invited). Learn how to develop position statements on forestry issues, and how to testify, effectively communicate with legislators, and provide a professional perspective on policy.

B3. Marketing your Organization (Friday – 4:30-6:00 p.m.)

Vicki Handy, Workplace Dynamics Consulting. This session will help you focus on who you are as an organization, what attracts people to your organization, what is the heart and soul of your work, and how to communicate that to people from various backgrounds and generations.

B4. OFRI Speakers Bureau (Friday – 4:30-6:00 p.m.). Mike Cloughesy and Jordan Benner, OFRI. Learn how to become part of the Speakers Bureau and represent OFRI by giving short presentations within our communities. Speakers Bureau members receive a notebook and a CD containing the current presentations including scripts for each.

B5. Forest History (Saturday – 9:30-11:00 a.m.). Bob Zybach, Oregon Websites & Watersheds Project and Dick Powell, Starker Forests (retired). The development of human civilization as it relates to forestry in the Pacific Northwest. This session will ground foresters and landowners in the bigger picture of forest management.

B6. Fundraising (Saturday – 11:00-12:30 p.m.). Julie Woodward, Oregon Forest Resources Institute and others. How to design and run a successful fundraising campaign by following the example of the Discovery Pavilion at the Oregon Garden.

B7. Managing Media Interviews to Deliver your Messages

(Saturday – 9:30 a.m.-12:30 p.m.). Pat McCormick, AM:PM PR. Learn how today's media works. Get tips and suggestions for delivering the "right message." Participate in a discussion on message development and media engagement, and gain experience in developing and using message boxes to focus your points.

Registration—The registration fee is \$125 for a regular registration and includes lunch and dinner on Friday, and breakfast and lunch on Saturday. The student rate is \$25 and includes lodging for the first 40 students to register and indicate they need a room on the registration form. There is no late fee, but registration by January 7 is appreciated.

Cancellation Policy—For cancellations on or before January 7, a \$30 administrative fee will be assessed. No refunds for cancellations after January 7, but substitutions are always welcome.

SAF CFE Hours—This program is approved for 8 Category 2 SAF CFE credits.

Questions? Contact Amanda at 503-224-8046 or amanda@forestry.org

MORE INFORMATION

Meeting Location and Lodging—The meeting will take place at Oregon Garden Resort, 895 West Main St., Silverton, OR 97381; 503-874-2500; www.oregongardenresort.com/. A block of rooms have been reserved at the resort for Thursday, January 15 and Friday, January 16. Rates for a room with one king-sized bed, single or double, are \$79. For a double queen room, rates are \$79 for a single and \$99 for double occupancy. After January 1, 2015, the reduced rate will be subject to availability. You can book your reservation by calling 503-874-2500 and referencing the group password of OSAF.

Students should indicate if they will be utilizing complimentary lodging on the registration form. Rooms are double occupancy, so indicate roommate preference.



We Remember

W.D. "Bill" Hagenstein 1915-2014

If I have seen further it is by standing on the shoulders of giants. —Isaac Newton

Newton's famous phrase comes to mind when one thinks of the giant that SAF and the forestry community lost on September 4, 2014, at the age of 99 years. W.D. (Bill) Hagenstein was a giant. He was large in stature, character, and leadership. Bill was a leader in the age when forestry was coming into its own as a profession based on sound science and a long-term vision of the future. He was instrumental in the move to sustained yield management and reforestation. Bill started working in the woods at the age of 12 and really never quit until he was physically unable to go to the woods just a few years ago. He remained active in forestry and in sharing his vast knowledge and experience right up to his death. Thousands of foresters can proudly say that they have "stood on Bill's shoulders" and became better foresters because of Bill's mentorship and leadership.

Bill was born on March 8, 1915, in Seattle, Wash., to Charles William and Janet May (Finigan) Hagenstein. Bill's father died when he was quite young and he was raised by his mother. At age 12 he began working in logging camps. The Great Depression put Bill "on the rails" as he traveled the country by hopping freight cars between jobs in logging camps. Being a "hobo" was a story Bill was fond of telling. Throughout the early 1930s he worked many major forest fires in Idaho.

In 1934, Bill entered the University of Washington's College of Forestry to pursue a forestry degree. He received his Bachelor of Science degree in 1938. Forestry employment was not easy to find and he spent the next two years working several jobs in government and industry. In 1940 he spent some time working as a foreman in a CCC Camp on the Snoqualmie National Forest. Bill returned to school in 1940 to work on his Master of Science degree at Duke University School of Forestry. He received his Master of Forestry degree in 1941 and was immediately hired as a forester with the West Coast Lumberman's Association



(WCLA). Bill was mentored in his years at WCLA by Colonel William B. Greeley, who became one of Bill's closest professional colleagues.

On January 20, 1942, Bill was one of 13 prominent lumbermen and foresters to meet in Portland, Ore., and certify the country's first tree farms. Bill served as secretary and signed the minutes. He was very proud of this achievement and this is another story he was proud to tell over the years. Many of us would have trouble remembering the names of others after so many years, yet Bill could not only do this, but tell us where each of the gentlemen sat around the table.

In 1943, Bill became the chief engineer of military lumbering in the Central and South Pacific theaters of World War II. Bill's work was critical to providing the much-needed lumber to support the war effort. He also spent time in Costa Rica establishing a cinchona plantation to provide the quinine used to produce the drug to treat malaria.

Following the war, Bill returned to the Northwest and WCLA as chief forester. In 1949, WCLA formed a new organization, the Industrial Forestry Association (IFA) to focus entirely on forestry. He was named IFA's executive vice president and held that position until his "retirement" in 1980. Bill led many initiatives to assure the contributions of Northwest forests to the regional and national economy, including the establishment of nurseries and the first regional tree improvement program. Bill was often called to testify before agencies and Congress on forestry issues, authored over 500 articles, and gave a speech on forest management on the average of one every 10 working days.

Bill joined the Society of American Foresters after receiving his BS from the University of Washington in 1938, and he quickly became one of the Society's prominent leaders. He served as associate editor of the *Journal of Forestry* for seven years, spent 10 years on Council, and served four years as SAF president (1966-1969). He was elected Fellow in 1963 and received the Society's Gifford Pinchot medal in 1987. SAF's national W.D. Hagenstein Communicator Award is named after him.

Bill attended his first SAF National Convention in 1940 in Washington, D.C. where he met Gifford Pinchot. Pinchot invited Bill to lunch at his house in D.C. and they had a lively discussion on the role the federal government should play in managing and regulating private forestlands—another one of the stories Bill was fond of telling. He subsequently met five of the original seven men that founded SAF at later conventions. Bill regularly attended conventions until a few years ago when

travel became too difficult. He was a regular at Portland Chapter meetings; a time was always allotted to Bill to give his "History Minute" (actually, it was closer to 5-10 minutes) where he would tell stories of past significant forestry events. He had a keen ability to tell stories and his recollection of details was amazing.

Bill was a devoted husband to two wives. Ruth Helen (Johnson) Hagenstein and Bill were married nearly 40 years until her death in 1979. He later married Jean Kraemer Edson who passed in 2000.

Bill devoted his life to forestry and forestry owes a lot to giants like Bill. He believed and emphasized that if we take good care of the forests, the forests will take good care of us. May Bill rest in peace with the other giants knowing that his legacy to the nation's forests will live on.

Much of the information in this tribute to Bill comes from his biography located in the Leadership Hall of the World Forestry Center.

Walter Burton Johannsen 1923-2014

Walt Johannsen passed away on September 26; he was a member of the Siskiyou Chapter. He was born in McMinnville, Ore., to Fred C. and Cora Priester Johannsen. The youngest of three brothers, he graduated from Lebanon High School in 1941 where he greatly enjoyed playing trombone in the Dance Band. He graduated from Oregon State College in Forestry in 1949. He served in the US Army from 1943-46 at Hollandia, New Guinea, and Luzon, Philippines. He worked for the US Forest Service from 1949 to 1978 and worked on the Ochoco, Gifford Pinchot, and Malheur national forests. He retired as a supervisory forester on the Siskiyou.

Walt met Dolores Metcalf in college and they married in 1948. Walt was a supportive parent and took pride in his children's accomplishments. He spent summer weekends throughout their childhood supporting their participation in competitive swimming and spent many years as a Boy Scout Leader. Along with his children and grandchildren, he participated in the Pole, Peddle, Paddle Multisport in Bend, Ore., for almost 20 years.

Walt had a passion for the outdoors and a commitment to high professional standards. Family activities were often conducted in nature and two of his children followed his footsteps by working in the natural resources field. Long drives were his idea of a good time. He was a do-it-yourself guy around the house and yard. In retirement, he enjoyed travel, subdividing

family property, rural living, and documenting family history.

He is survived by his wife Dolores and five children and many grandchildren and great-grandchildren.

Harold "Hal" Salwasser 1945-2014

Harold J. "Hal" Salwasser, former dean of the College of Forestry at Oregon State University, died at his home in Corvallis October 16 of apparent natural causes. He was 69 years old.

Salwasser had been an active member of the forestry faculty since stepping down as dean in 2012 after 12 years leading the college. He had planned to retire from Oregon State at the end of December.

"Hal was a wonderful colleague, a respected forester and an engaged Corvallis community member," said OSU President Edward J. Ray. "His work leading the College of Forestry grew the university's essential contributions in teaching and research concerning the world's forests, watersheds, natural areas, and the wood products industry."

Salwasser guided the OSU College of Forestry through a period of transition in forest policies and management nationally and globally. He led efforts to maintain forest production while incorporating new concerns about biodiversity, climate change, wildfire, stream health protection, and other issues.

As dean, Salwasser oversaw a forestry program that is more than 120 years old. Today the OSU College of Forestry has an annual budget of some \$25 million, with more than 1,000 undergraduate and graduate students.

Salwasser also directed the Forest Research Laboratory at OSU, which spans a broad range of disciplines, while incorporating social, economic, and policy aspects of forests.

Before coming to Oregon State, he was the chief executive officer of the Pacific Southwest Research Station of the US Forest Service. There he supervised the natural resources research and development of Forest Service activities in California, Hawaii, and the Pacific Islands. He previously was regional forester for the northern region of the US Forest Service, which included Idaho, Montana, and the Dakotas.

In September, Salwasser had applied for a vacancy on the Corvallis School Board. During his interview process with

the district, he said he wanted to help lead the district to deliver an education that helped students feel a sense of wonder at the world around them. He also said that he was looking forward to doing more public service when his retirement began in January.

Bonnie Parr Philipson, retired clergy from Corvallis First United Methodist Church, said Salwasser was a lay leader in the church and his passing is a blow to the church and community. "He was a visionary leader and helped the church move forward at a time when the church really needed it," she said.

When Salwasser announced he was stepping down as dean in 2011, the Corvallis, Ore. *Gazette-Times* reported that during his tenure, the college had revamped degree programs to better meet employer needs, raised more than \$39 million during the Campaign for OSU, created five faculty endowments, developed new distance education degree programs, and grew enrollment by more than 50 percent.

A memorial service to celebrate Hal Salwasser's life will be held on December 3 from 4:00-6:00 p.m. in the CH2M Hill Alumni Center Ballroom. A website has been set up as a tribute to Hal at www.demosdurdan.com/obituaries/Hal-Salwasser where individuals can post or read written tributes, photos and videos. The Salwasser family has requested that in lieu of flowers, contributions be made to the Hal Salwasser Fellowship Fund through the OSU Foundation.

John Christie 1926-2014

John Livermore Christie Jr. passed away peacefully in Astoria, Ore., on October 26.

John was born in Fairfield, Connecticut, into a family with roots that extended into Colonial America. Living near Long Island Sound, he developed a lifelong love for the water. Summers in the Adirondacks gave him a fondness for hiking, trees, and the outdoors.

He attended high school in Fairfield and graduated from Admiral Farragut Academy. He served in the Navy aboard the USS Antietam during World

War II. Following the war he attended Yale University graduating with a B.S. in botany. He left for Oregon when he was advised to go west to practice forestry.

After a stint as a fire lookout in the Gifford Pinchot National Forest, he found work in Klamath Falls, where he also sang as a tenor in the Presbyterian Church choir. It was there that he met Peg Brundage, an alto, also of Connecticut, and they decided to make a life together in Oregon.

He earned a degree in forestry from Oregon State University. He began work at the Oregon Department of Forestry, and in 1955 was transferred to Astoria, settling into the Olney-Walluski area.

From 1971 to 1986 he worked as an instructor at Clatsop Community College, teaching in the Forestry Department during the era of timber carnivals and national recognition for the program. In 1968 he purchased land and named it the Big Wallooskee Tree Farm, which became his pride and joy. He knew each tree on the property, where the bears slept, and where the deer lurked during hunting season.

He was an institution in his community, where he helped start the Olney-Walluski Water Association, served on the school board, was a Scout Master, and led 4-H forestry clubs. He served in the greater community on the Intermediate Education District, Clatsop Small Woodland Owner's Association, Fort Clatsop Memorial, SAF events, and the Salmon and Trout Enhancement Project, among others. He and Peg were members of the First Presbyterian Church in Astoria.

John took courses to become a charter boat captain, but chose instead to fish for fun, spending many summer days over the bar fishing for salmon and catching crab below Cape Disappointment.

He was a cheerful man who loved his work, enjoyed travel overseas, and driving the blue highways of America. He was proud of his family, he believed in the importance of education and conservation, and was happiest on the water or in the woods.

In lieu of flowers donations may be made to the Christie Family Memorial Fund, Astoria High School Scholarship Inc., P.O. Box 598, Astoria, OR 97103. ◆



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Policy Scoreboard

Editor's Note: To keep SAF members informed of state society policy activities, Policy Scoreboard is a regular feature in the Western Forester. The intent is to provide a brief explanation of the policy activity—you are encouraged to follow up with the listed contact person for detailed information.

Heathy Forest Restoration Act Amendment. The 2014 Farm Bill allowed state governors to request designation of a landscape-scale area within a national forest as part of an insect and disease treatment program that can then qualify for restoration funding, authorized at \$200 million per year through 2024. Projects that

meet certain criteria, one of which is project size not exceeding 3,000 acres, can be treated as a categorical exclusion under NEPA. The Secretary of Agriculture approved 1.8 million acres of such areas in Idaho, 5.7 million in Oregon, and almost 1.5 million in Alaska. The State of Washington had none approved because the governor did not request such designation. The University of Idaho will be analyzing whether there may be a role for Idaho Department of Lands foresters to work with the US Forest Service to plan and implement restoration projects on these designated areas. Contact: David Jackson, Inland Empire SAF, djackson@uidaho.edu.

Beetle-kill to Liquid Biofuel. As the Biomass Alliance Network of the Rockies (BANR) project enters its second year, most investigators have designed their research plans for the USDA-funded \$10 million 5-year, 4-state project (Idaho, Montana, Colorado, and Wyoming) and hired researchers to begin the work. The policy analysis component will focus on US Forest Service capacity to move not only beetle-kill timber off the land to a processing facility, but also fire-kill and hazardous fuel reduction thinnings. Technology partner Cool Planet Energy Systems (CPES) has broken ground for their first commercial-scale facility in Alexandria, LA,

and expects to be producing gasoline reformate and biochar from wood biomass, perhaps by the end of 2015 if all goes well.

Unless the Energy Act of 2007 is changed to allow the use of biomass from federal lands to count toward the Renewable Fuel Standard (RFS) targets and thus qualify for tradable RINs (Renewable Identification Number), it is unlikely that CPES will be processing dead timber from federal lands. The EPA created the RIN system to track RFS compliance of obligated parties (fuel refiners, blenders, and importers). Each physical gallon of renewable fuel produced or imported is assigned a RIN. Obligated parties that produce or own RINs must register with EPA and comply with RIN record and reporting guidelines on a quarterly basis. Obligated parties may sell RINs to one another. As a hypothetical example, Refiner A has already fulfilled its annual RFS requirement but continues to buy and blend renewable fuels, therefore obtaining excess RINs. Refiner A can sell the excess RINs to Importer B, who has not purchased sufficient renewable fuels to meet its RFS requirement. RIN prices are determined by market factors typical of other commodities. Contact: David Jackson, Inland Empire SAF, djackson@uidaho.edu. ♦



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Calendar of Events

CESCL: Erosion and Sediment Control Lead Re-Certification, Dec. 2, Bellevue, WA. Contact: 425-270-3274 ext. 103, https://nwetc.org/course-catalog/cescl-102-dec-2-2014#more_information.

Native Trees Seminar and Book Signing, Dec. 4, WSU Snohomish County Extension, Everett, WA. Contact: Lauren Grand, 425-357-6023, lauren.grand@wsu.edu, <http://forestry.wsu.edu/nps/events/pizzaseminar/#trees>.

Adding Value to Your Company: Measuring and Improving Timber Harvesting Productivity, Dec. 4-5, DoubleTree Lloyd Center, Portland, OR. Contact: WFCA.

Skyline XL, Jan. 13-14, 2015, in Corvallis, OR, or Apr. 13-14 in McCall, ID. Contact: FEI.

23rd Annual Family Foresters Workshop, Jan. 16, Coeur d'Alene Inn, Coeur d'Alene, ID. Contact: Chris Schnepp, 208-446-1680, cschnepp@uidaho.com.

Forestry Leadership Academy, Jan. 16-17, Oregon Garden Resort, Silverton, OR. Contact: Amanda Mattern, 503-224-8046, amanda@forestry.org, www.forestry.org/oregon/2015Leadership.

Basic Road Design, Jan. 20-23 in Yakima, WA, Jan. 26-29 in Coeur d'Alene, ID, or Mar. 23-26 in Corvallis, OR. Contact: FEI.

Washington State SAF Legislative Reception, Jan. 22, Olympia, WA. Contact: Ellie Lathrop, 360-274-3057, ellie.lathrop@weyerhaeuser.com.

22nd Annual Endangered Species Act Conference, Jan. 22-23, Hilton

Contact Information

WFCA: Western Forestry and Conservation Association, 4033 SW Canyon Rd., Portland, OR 97221, 503-226-4562, richard@westernforestry.org, www.westernforestry.org.

FEI: Forest Engineering Inc., 620 SW 4th Street, Corvallis, OR, 97333, 541-754-7558, office@forestengineer.com, www.forestengineer.com.

Send calendar items to the editor at rasor@safnwo.org.

Seattle, Seattle, WA. Contact: Terri Kipp, 800-574-4852, registrar@theseminar-group.net, www.theseminar-group.net/seminar.lasso?seminar=15.ESAWA#.

Forest Tax Symposium, Jan. 26, OSU CH2M Hill Alumni Center, Corvallis, OR. Contact: Oregon Small Woodlands Association, 503-588-1813, taxsymposium@gmail.com, www.oswa.org.

Mapping the Course: Timberlands, Forest Products Processing, and Energy Issues for 2015, Jan. 28, Heathman Lodge, Vancouver, WA. Contact: WFCA.

14th Annual Foresters Forum, Feb. 4-6, Coeur d'Alene Resort, Coeur d'Alene, ID. Contact: Jennifer Childers, 208-660-2158, info@forestersforum.com, www.forestersforum.com.

Joint Inland Empire and Montana SAF Leadership Conference, Feb. 13-14, Lutherhaven, Coeur d'Alene, ID. Contact: Phil Aune, psaune@gmail.com.

Cable Logging, Feb. 17-20 in Corvallis, OR, or Apr. 7-10 in McCall, ID. Contact: FEI.

Logging, Construction, Trucking, and Heavy Equipment Expo, Feb. 19-21, Lane County Convention Center and Fairgrounds, Eugene, OR. Contact: 541-686-9191, www.oregonloggingconference.com.

Unit Planning and Layout, Feb. 23-26 in Corvallis, OR. Contact: FEI.

2015 Small Log Conference, Mar. 24-26, Coeur d'Alene, ID. Contact: Tom Waddell, 406-546-5977, www.forestbusiness-network.com/our-events/2015-small-log/.

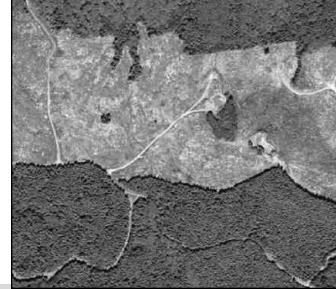
2015 Washington SAF annual meeting, joint with Washington Chapter of The Wildlife Society, Apr. 15-17, Great Wolf Lodge, Grand Mound, WA. Contact: Peter Heide, 360-791-8299, peter@tkgforestry.com.

2015 Oregon SAF and Oregon Chapter of The Wildlife Society joint annual meeting, Apr. 29-May 1, Eugene Hilton, Eugene, OR. Contact: Dale Claassen, 541-954-6953, dale@sperry-ridge.com, or Fran Cafferata Coe, 503-680-7939, fran@cafferataconsulting.com.

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SEMINARS & TRAINING:

Continuing Education Credit – ArcPad for Foresters – Timber Cruising