

Phase 1: Final Results

March 2010

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Loss of forestland no small matter ... between 2000 and 2005 ...

- <u>3% of total global forests lost</u>. During that period of time the US had a higher percentage loss of forests than even Brazil.
- North America lost the most forest of the world's six forest-containing continents. 30% of total global forest loss occurred in North America
- 84% of the nation's industrial timberland has been sold off over the last 15 years

We're losing more than 2,000 acres of forest land ... every day!!

According to *landandfarm.com*: non-industrial private forestland for sale in the US as of *April 10, 2011*:

State	Acres for Sale (rounded)
Alabama	26,000 ac
Florida	19,000 ac
Georgia	95,000 ac
Kentucky	17,000 ac
Maine	13,000 ac
Missouri	11,000 ac
Mississippi	14,000 ac
Montana	48,000 ac
N. Carolina	30,000 ac
New York	395,000 ac
Oregon	30,000 ac
S. Carolina	29,000 ac
Tennessee	45,000 ac
Texas	32,000 ac
Utah	53,000 ac
Virginia	11,000 ac



<u>Combined totals</u>: natural forests, undeveloped land with forests, planted forests

	Acres	
<10	1913	
10-19	3167	
20-49	14899	
50-100	28,462	
101-499	133,870	
500-999	57,703	
1,000+	697,251	74%
Totals	937,268	

% of listings	
20%	
10%	560/
19%	56%
17%	
26%	
4%	
4%	
100%	

Possible new paradigm for NIPF landowner management with the next generation directing the change . . .

From: *health* ... *care* ... and *use* of forests

To: health care, and use of forests

2003: non-joiner interviews conducted: n=195

Over 100 non-joiner NIPF's

Non-joiner NIPF's located in 59 counties

44 professional *foresters*

25 "Smart growth" organizations

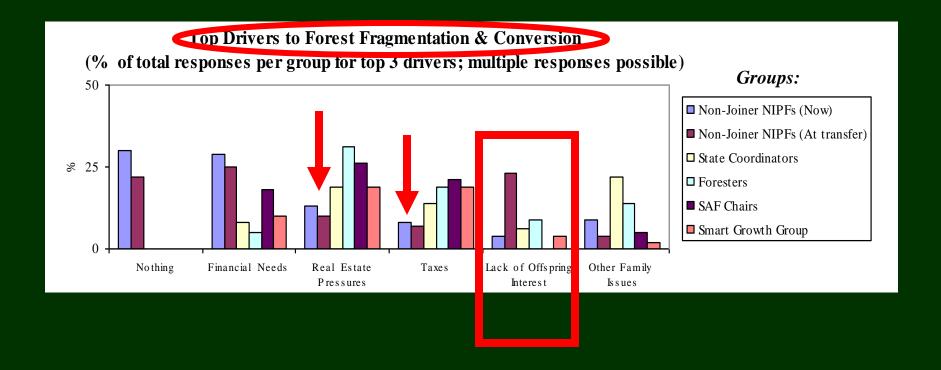
All state stewardship coordinators

All SAF chairs

9 eastern hardwood states

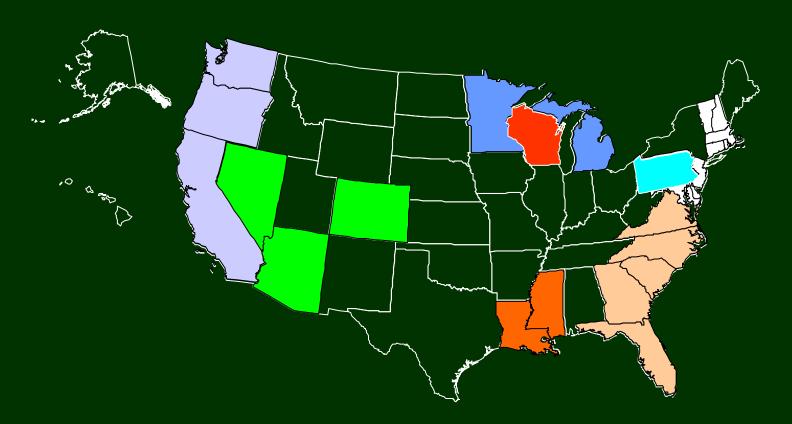


2003 non-joiner study results:



What offspring think is really important!

Do we know??



... based on **900 offspring interviews** across the US from 2005 - 2009...

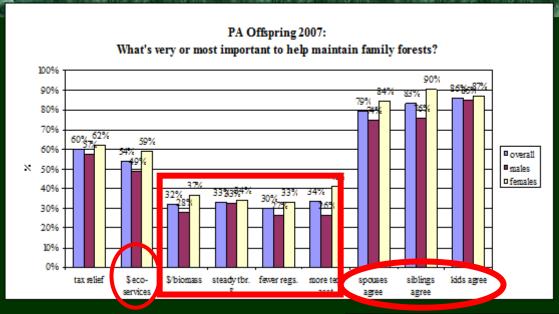
What would *force* offspring to sell the family forests?

What conditions would 'force' offspring to sell the family forest?

	2005 offspring (US)	2007 Wisconsin offspring	2009 PA offspring	
Need for \$ (unidentified)	41%	51%	46%	
Medical \$	20%	37%	18%	
Taxes	27%	30%	25%	

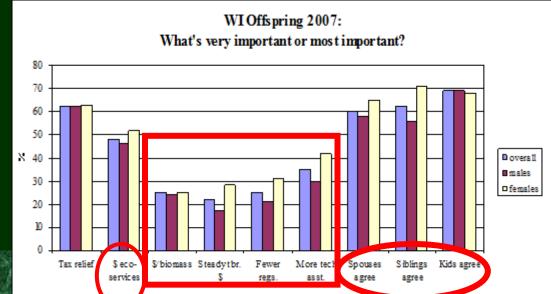
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What's important to help keep the land in family hands?



Pennsylvania

Wisconsin



Question: Is it possible to tie carbon sequestration payments to health care for family forestlands owners and their offspring?

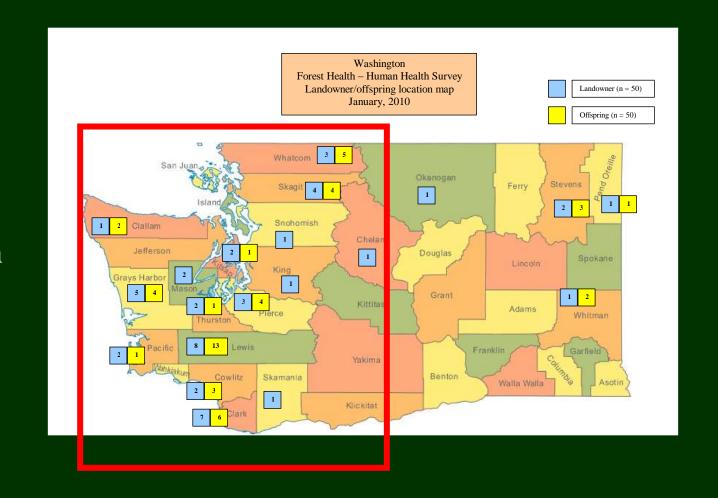
- > Evaluated <u>10 states</u> across US
- Correlated <u>carbon sequestration capability</u> of land base in each state (based on Carbon-On-Line Estimator or COLE; live tree only).
- Assumed only current ATF-certified lands
- Assumed <u>two carbon payment models</u> (\$7.50/mtCO2e and \$15/mtCO2e)
- > Assumed 30% carbon verification/annual monitoring costs off the top

Best Bets: Oregon, Washington, Pennsylvania, Wisconsin, and Tennessee to service landowners of >10 acres of forestland.

Focus on western Oregon . . .



...and western Washington



Forest acres represented:

Acres owned	<50	50-99	100-499	500-999	1000+
Oregon (<i>n</i> = 109,996)	12%	10%	40%	20%	18%
Washington (<i>n</i> = 58,287)	8%	16%	41%	18%	16%

50% +

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Landowners:

- ✓ 48% *joint ownership* or family trust
- ✓ 70% of forestland has been owned for more than 30 years
- ✓ 53% aged 65+
- ✓ 92% *have children* (2-3 offspring per family)

Offspring:

- ✓ 70% <u>did not grow up</u> on the family forestland
- ✓ 93% <u>do not currently live</u> on the family forestland and 57% <u>will not</u> in the future
- ✓ Over 70% visit the family <u>3x or more per year</u>

Offspring:

Donate annually:

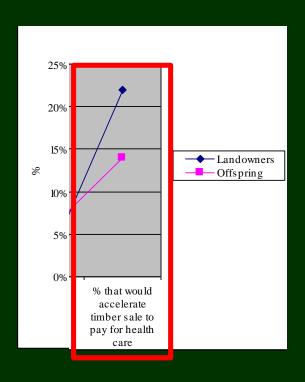
- * 26% health care research
- * 24% <u>humanitarian</u> organizations
- * 20% <u>church</u>

Parents and kids: how well do they communicate with each other?	Parents (yes)	Offspring (yes)
Parents have discussed future of family forestlands with kids.	88%	85%
Offspring involved in management of family forests. Decision-making role	65% 48%	74% 36%
Offspring interested in owning the family forestlands.	59%	79%
Expect offspring to inherit the family forests.	74%	55%

20 point spread!

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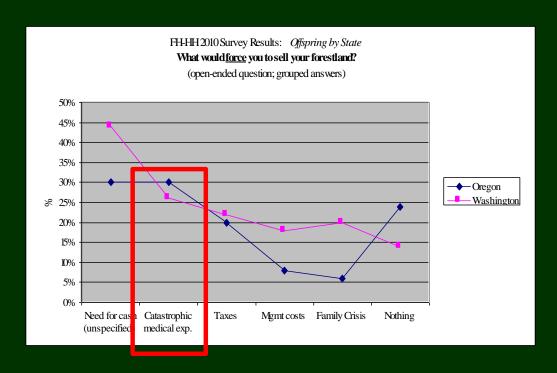
When asked how likely to <u>accelerate sale of timber</u> to pay for health care . . .



... over 20% of current landowners and ~15% of offspring said this was <u>likely or very likely</u>.

What would *force* offspring to sell the family forests?

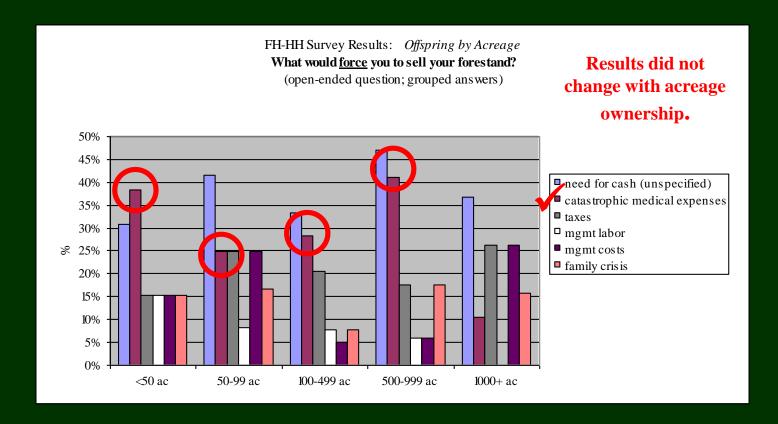
Offspring: What would force you to sell your forestland?



Between 25%-30% of all offspring interviewed identified that having to pay for a <u>catastrophic medical</u> <u>event</u> could force forestland sale.

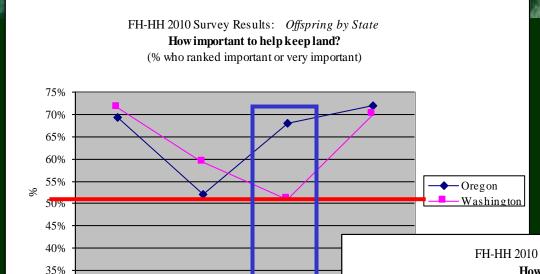
Concern over catastrophic medical events <u>ranked higher</u> than concern over taxes, family crisis (loss of job), or costs to manage the family forestland.

Offspring: What would force you to sell your forestland?



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Offspring: What tools are important to help keep forestlands in family hands?



Market for

biomass

Over 50% of offspring ranked <u>payment for ecosystem services</u> as important or very important.

Both male and female offspring agree.

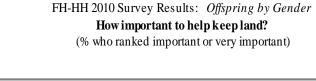
But Oregon offspring far more interested in biomass markets than Washington offspring.

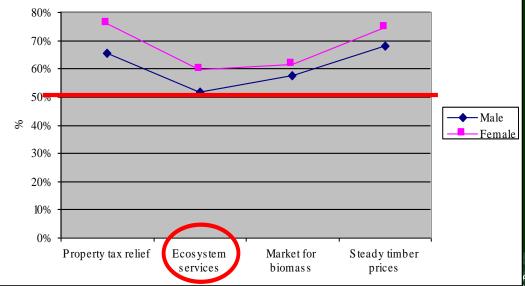
Ecos ys tem

services

Property tax

relief





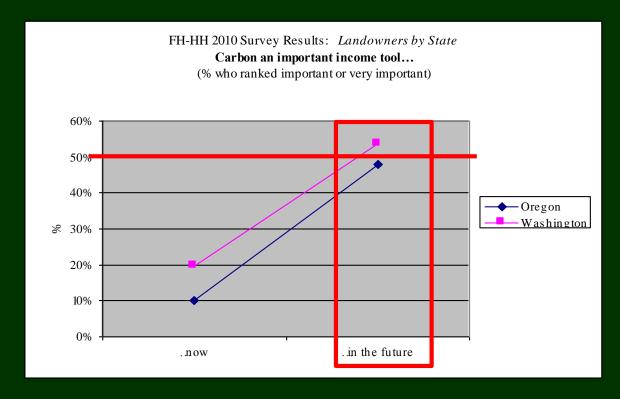
30%

What parents know about carbon sequestration and forests:

Aware of	93%
Think it's important for landowners now	93 % 14%
Believe it will be important in the next few years	51%

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Carbon an important income tool?



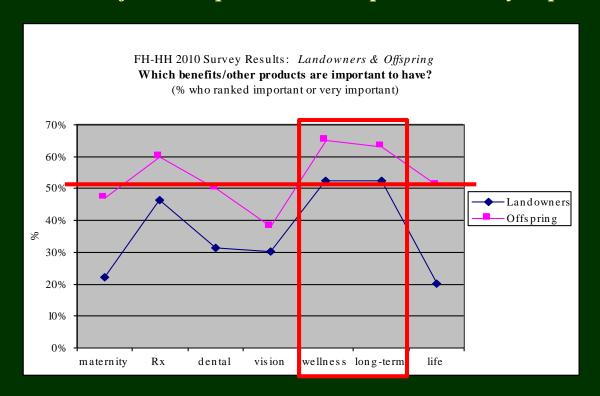
Results true for landowners in both states . . .

Which benefits/other products are important to have?

Asked to rank:

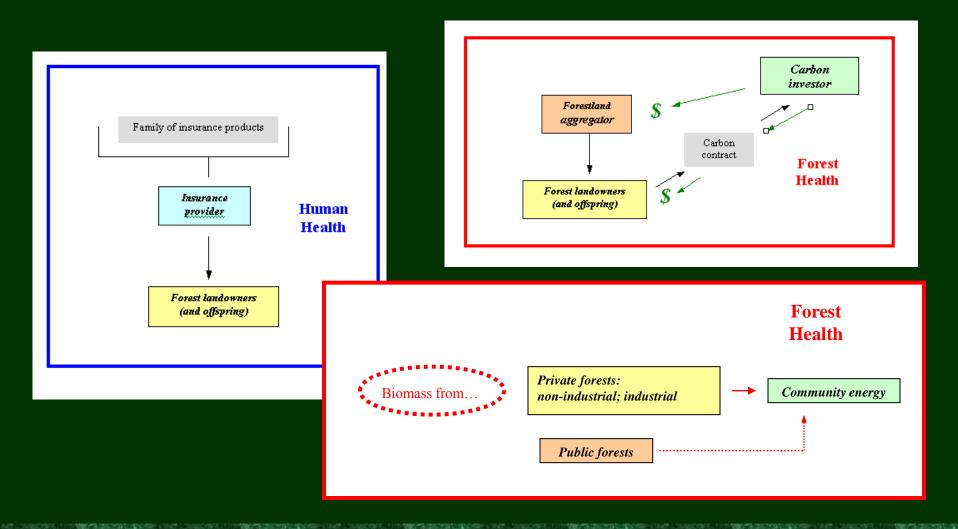
- 1. Rx
- 2. Maternity
- 3. Dental
- 4. Wellness
- 5. Long-term care
- 6. Life insurance

Which benefits/other products are important or very important to have?

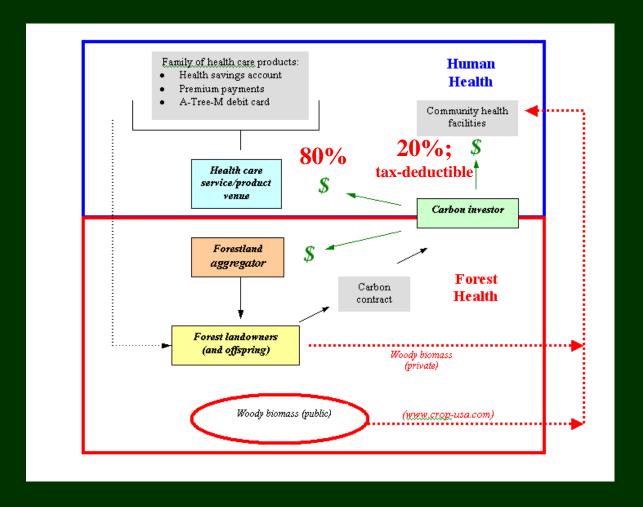


No matter landowner, offspring, or gender . . . health insurance framed around platforms of wellness and long term care were valued as important or very important by over 50% of each interviewed audience.

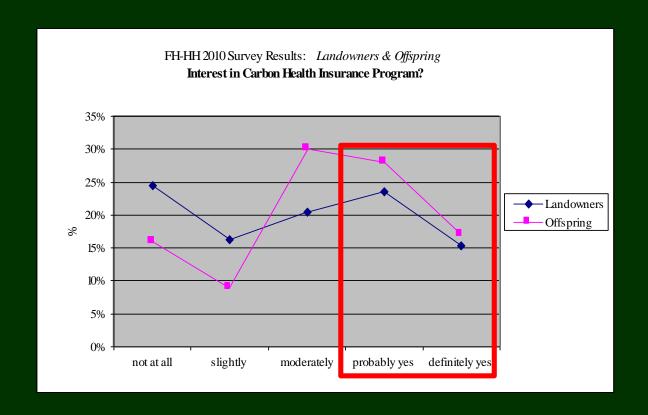
Interest in a Carbon Payment to Health Care Program?



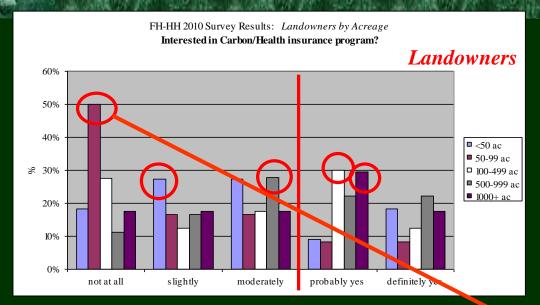
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Interest in Carbon Health Insurance Program?

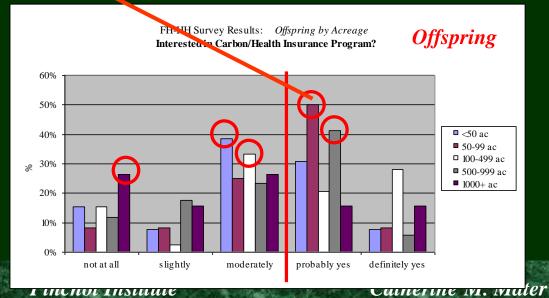


Almost 40% of all landowners and 45% of all offspring were interested or very interested in a carbon payment to health care product.



Interest in Carbon Payment to Health Care Program?

And while <u>landowners</u> who own 50-99 acres of forestland were not interested . . <u>.their</u> <u>children notably were!</u>



Phase 2 Partners: Forest Health-Human Health (FHHH) Initiative in Pacific NW:

- Regence BlueCross Blue Shield
- Kelley Family Foundation
- USFS/BLM
- Western University of Health Sciences (Oregon's new medical school)
- Oregon State University (Forestry and Public Health Policy Colleges)

Phase 2: Forest Health – Human Health Initiative in PNW

- <u>~300 interviews</u> with landowners and offspring within 50-mile radius of NW Oregon site selection
- Work with **carbon investment companies**
- Test out new <u>single-pass biomass/carbon forest scanning</u> technology to reduce monitoring costs to landowner
- Determine plate of <u>health care product payments</u> that best meet landowner/offspring needs (A-Tree-M card; premiums, etc.)
- <u>Match carbon contracts to biomass contracts</u> for servicing community thermal energy center.



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Thank you!

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