

# IMPACT

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Extension

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## Making money from your land: conducting timber sales and creating a forest plan

### AT A GLANCE

Forest landowners learn how to conduct a timber sale and create a forest plan to produce income and improve land stewardship.

### The Situation

Many landowners in North Central Idaho have forests that if properly managed can provide an economic boost to rural communities as well as create improved ecological conditions on rural landscapes. However, many landowners lack the knowledge for conducting timber sales on their property or the process for creating an approved forest plan that can produce additional income and set the stage for better land management.

### Our Response

Two new land management workshops were developed in 2015 to instruct forest owners on how to conduct timber sales and how to create a forest plan for their property that would make them eligible for cost-share forestry assistance from the NRCS as well as get a better price for their logs at some mills.

*Conducting Your Own Timber Sale 101* was a practical “how to” for conducting a logging operation. It included instruction on setting up a timber sale, interviewing and selecting logging contractors, marketing timber, selecting trees for harvest, designation of roads and skid trails, and other practical matters landowners need to know to successfully conduct a timber sale on their own property. The workshop provided numerous reference materials to workshop attendees in addition to in-person instruction.



A load of Douglas fir headed to the mill. Photo by Bill Warren.

*Creating Your Own Forest Plan* was a two session workshop that provided landowners instruction on how to develop their own forest plans, whether a Tree Farm, Forest Stewardship, or NRCS Forest Plan for their property (all three plans are accepted by the NRCS for cost share eligibility as well as by local mills). Creating a forest plan not only provides a learning experience for landowners to make better decisions regarding the long term ecological and financial goals for their property, but having an approved plan can also bring landowners more money from the mill when they sell their timber, as well as qualifying them for cost-share funding from the NRCS for various forestry practices.

### Program Outcomes

*Conducting Your Own Timber Sale 101*

The 22 attendees (representing over 4,000 acres) to the inaugural workshop reported an 87% increase in

knowledge gained, and 94% indicated they would definitely use what they learned. Quotes from attendees: "Great job – thank you!", "Thank you – good workshops so far from this office!!"

#### *Creating Your Own Forest Plan*

The 9 attendees (representing over 800 acres) for this series reported a 77% increase in knowledge with 100% stating that they would produce a forest plan. Quotes from attendees: "Bill and Chris [Gerhart, Idaho Department of Lands] did an outstanding job. I'm a teacher and these guys are very good teachers."

#### **The Future**

Based on the initial success it is anticipated that these workshops will be offered in future years to assist landowners with improving the economic return from their land as well as being thoughtful stewards of their forest-land resources.

#### **FOR MORE INFORMATION**

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