Overall forest management philosophy

- Maximizing timber income
- Maximizing biodiversity (or other non-monetized values)

<table>
<thead>
<tr>
<th>Biodiversity approach</th>
<th>Timber and income focus</th>
</tr>
</thead>
<tbody>
<tr>
<td>Species diversity</td>
<td>Douglas-fir, maybe cedar</td>
</tr>
<tr>
<td>Shrubs and canopy gaps</td>
<td>Fully stocked</td>
</tr>
<tr>
<td>Snags and down logs</td>
<td>Full utilization</td>
</tr>
<tr>
<td>Older trees</td>
<td>Shorter rotations</td>
</tr>
<tr>
<td>Reserves – non-harvest areas</td>
<td>Only what’s required around streams</td>
</tr>
</tbody>
</table>
Given your management philosophy, how to optimize timber values?

**Get reasonable harvest-related costs**

**Nature of harvest**

- Thinning (intermediate treatment)
- Regeneration (clearcut or heavy partial cut)

**Harvest costs**

- Access and terrain
- Volumes/acre
- Logging equipment

Hauling costs can be as much as logging costs!
Maximize the value of the logs

Time harvest for favorable market

- Timing can be important
- Pitfalls of trying to hit the market peak
- Several small harvests may be lower risk than one large harvest

**Grand fir log price trends**

Data from our files, ODF, and interpolations and includes export and domestic prices

DIY log marketing vs. hiring a professional

- Frequency in the market
- Familiarity with all reasonable options
- Ability to make adjustments on the fly
Trends

- Lumber as a commodity
- Larger and fewer mills
- Log prices stunted
Opportunities

- Provide something industrial owners can’t (Hint... not 40 year-old Douglas-fir)
- Unique products/specialty markets
- Utility poles – Requires older Douglas-fir
- Western hardwoods
  - Alder
  - Maple
  - Oak
- Cedar
- Make local connections

Thank you!

Barry Sims
Trout Mountain Forestry
503-784-1128
barry@troutmountain.com