

XXVI. NWOS Corporate Form

Survey of Corporate Forest Owners in the United States

USDA Forest Service

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Instructions

- ✓ Please provide answers for all of the forested land that your company owns in the <REGION> (see map below).
- ✓ The person who is most knowledgeable about the company's forested land in the <REGION> should answer this questionnaire.
- ✓ If the company listed on the envelope is a subsidiary of a larger company, please respond for the larger, parent company.
- ✓ If the company listed on the envelope has multiple subsidiaries, please respond for the larger, parent company and all of its subsidiaries.

[INSERT REGION MAP]

Forested Land Definition

Forested land covers XX% of the <REGION>.

Forested land includes:

- ✓ Timberland, forests, and woodlands
- ✓ Land at least 1 acre in size, 120 feet wide, and has at least 10% forest cover
- ✓ Land at least 1 acre in size, where trees were harvested and will grow again

Forested land does *not* include:

- ✓ Christmas tree farms, orchards, or nurseries
- ✓ Land that is mowed for lawn

General Questions about Your Company’s Forested Land

1. How many acres of forested land does your company own in each state in the <REGION>? (Include a small map). Please list each state and acres by state. Include an additional sheet of paper if needed.

General Questions about Your Company

For the rest of the survey, please consider only the forested land your company currently, as of January 1, 201X, owns in <REGION>

2. What is the structure of your company as of January 1, 201X?
 - Timber investment management organization (TIMO)
 - Publicly traded real estate investment trust (REIT)
 - Privately held real estate investment trust (REIT)
 - Traditional forest industry company (vertically integrated – own land and mills)
 - Other (please specify): _____

The History of your Company’s Forested Land

3. In what year did your company first acquire forested land in the <REGION>?

4. Has your company sold or given away any of its forested land in the <REGION> in the past 5 years?
 Yes No

Your Company's Reasons for Owning Land

5. How important are the following as reasons for why your company currently owns forested land in the <REGION>?

	Very Important	Important	Moderately Important	Of little importance	Not Important	Not Applicable
For land investment, where lands are to be sold and will likely remain in timber						
For land investment, where lands are to be sold and likely converted to non-timber uses, such as home lots or other highest and best uses (HBU)						
For timber production						
For oil or gas extraction						
For extraction of other mineral products, such as sand or gravel						
Other						
(Please specify):						

Labor/Workforce

6. How does your company employ logging crews?

Check all that apply.

- Employ directly
- Contract or subcontract
- Both, employ directly and contract/subcontract

7. How does your company secure logging, tree planting, road construction, and general maintenance contracts for its forested land in <REGION>?

Check all that apply.

- Your company secures these contracts
- A second party, such as foresters or land managers under contract by your company, secures these agreements

8. Does your company, either directly or through a second party, utilize long-term logging agreements?
__ Yes __ No

*If no, skip to question 11.
If yes, please answer a.*

- a. If yes, what is the average length of these contracts?
_____months

9. Does your company have people and equipment that are used for wildfire suppression in the <REGION>?
__ Yes __ No

10. Does your company have researchers that conduct studies on tree improvement or other forest management issues?
__ Yes __ No

Uses and Management of your Company's Forested Land

11. Who manages your forested land in the <REGION>?
Check all that apply
__ Company (in house)
__ Local/regional consultants or forestry professionals
__ National consultants or forestry professionals
__ Other (please specify): _____

*If company (in house) only, skip to question 12.
If local/regional or national consultants, please answer a.*

- a. What is the average length of these agreements?
_____months

12. A management or stewardship plan may be written in order to help the landowner meet their goals for their forested land. Does your company have a written management or stewardship plan for any of its forested land in <REGION>?
__ Yes __ No

14. How important are the following reasons for why your company currently manages its forested land in the <REGION>?

	Very Important	Important	Moderately Important	Of little importance	Not Important	Not Applicable
To protect beauty or scenery						
To protect nature or biological diversity						
To protect water resources						
To protect or improve wildlife habitat						
For land investment						
For firewood						
For timber products, such as logs or pulpwood						
For nontimber forest products, such as berries or mushrooms						
For hunting						
For recreation, other than hunting						
For oil or gas extraction						
For extraction of other mineral products, such as sand or gravel						
For carbon capture/sequestration						
Other						
(Please specify):						

15. What types of forest products have ever been cut or removed from any of your company's forested land in the <REGION>?

Check all that apply.

Firewood

Logs

Wood chips or pulpwood

Other (please specify): _____

16. On average, how many acres were harvested each year on your company's forested land in the <REGION>?

_____ acres per year

17. Which of the following have occurred on your company's forested land in the <REGION> **in the past 5 years?**

Check all that apply.

Cut and/or removed trees for sale

Cut and/or removed trees for personal use

Collected nontimber forest products, such as berries or mushrooms

Reduced fire hazard

Controlled burn/prescribed fire

Eliminated or reduced invasive plants

Eliminated or reduced unwanted insects or disease

Road construction or maintenance

Trail construction or maintenance

Improved wildlife habitat

Livestock grazing

Used herbicides

Used pesticides

Used fertilizers

Other (please specify): _____

None of the above

18. Which of the following will likely occur on your company's forested land in the <REGION> in the next 5 years?

Check all that apply.

- Cut and/or removed trees for sale
- Cut and/or removed trees for personal use
- Collected nontimber forest products, such as berries or mushrooms
- Reduced fire hazard
- Controlled burn/prescribed fire
- Eliminated or reduced invasive plants
- Eliminated or reduced unwanted insects or disease
- Road construction or maintenance
- Trail construction or maintenance
- Improved wildlife habitat
- Livestock grazing
- Used herbicides
- Used pesticides
- Used fertilizers
- Other (please specify): _____
- None of the above
- I don't know

19. Which of the following silvicultural practices have occurred on your company's forested land in the <REGION> in the past 5 years?

Check all that apply.

- Clearcut with planting
- Clearcut with natural regeneration
- Seed tree cuts
- Shelterwood cuts
- Single tree selection
- Group selection
- Other (please specify): _____

20. Does your company have even-age stands on its forested land in the <REGION>?

Yes No

If yes, please answer a.

If no, skip to question 21.

a. What is the average rotation length of your even-aged stands?

_____ years

21. Does your company have uneven-aged stands on its forested land in the <REGION>?

Yes No

If yes, please answer a.

If no, skip to question 22.

a. What is the average frequency of cutting, commercial or non-commercial, in your company's uneven-aged stands?

_____ years per stand

22. Has your company thinned any of its forested land in the <REGION> in the past 5 years?

Yes No

If yes, please answer a and b.

If no, skip to question 23.

a. What is the typical number of thinnings performed on a stand in this region?

b. How many acres, on average, are thinned each year in the <REGION>?

_____ acres

23. Has your company planted seedlings on any of its forested land in the <REGION> in the past 5 years?

Yes No

If yes, please answer a, b, c, d, and e.

If no, skip to question 24.

a. How many acres, on average, have been planted each year in the <REGION>?

_____ acres per year

b. How are the seedlings planted?

Machine

Hand planted

Both machine and hand planted

c. What are the planting densities your company typically uses for the most common species that it plants?

Species Tree per acre

d. What types of seedlings were planted?

Genetically modified seedlings

Non-genetically modified seedlings

24. To encourage good woodland management, groups have created green certification programs to recognize landowners who comply with groups' standards. Examples include Forest Stewardship Council (FSC) and Sustainable Forestry Initiative (SFI).

a. Is any of your company's forested land in the <REGION> currently green certified?

Yes No

*If yes, answer questions b and c.
If no, skip to question 25.*

b. Which certification processes does your company use for its forested land in the <REGION>?

Sustainable Forestry Initiative (SFI)
 Forest Stewardship Council (FSC)
 Other (please specify): _____

c. What percentage of your company's forested land in the <REGION> is certified under one or more of these systems?

_____ %

25. Some state and local governments have programs that defer, reduce, or eliminate property taxes for forested land. Is any of your company's forested land in the <REGION> currently enrolled in one of these programs?

Yes No

26. Development rights for land can be sold or voluntarily given away. This is usually in the form of a conservation easement.

a. Have development rights been sold or voluntarily given away on any of your company's forested land in the <REGION> by your company or a previous owner?

Yes No

b. How likely is your company to do so in the next 5 years?

Extremely Likely	Likely	Undecided	Unlikely	Extremely Unlikely	Not Applicable
—	—	—	—	—	—

27. Has your company ever collected money for allowing people to use its forested land or leased its forested land in the <REGION> (other than from logging)?

Yes No

*If yes, please answer questions a.
If no, skip to question 28.*

a. What leasing activities did they use it for?
Check all that apply.

- Hunting
- Recreation (other than hunting)
- To graze/pasture livestock
- Public water supply protection
- Wildlife habitat/biodiversity
- Other (please specify) _____

28. a. Who, with your company's permission, has hunted, hiked, or otherwise recreated on your company's forested land in the <REGION> in the past 5 years?
Check all that apply.

- Company employees
- Neighbors
- The general public for free
- The general public for a fee
- Other (please specify): _____
- Nobody -> *If nobody, skip to question 30*

b. How did they recreate?
Check all that apply.

- Hunting
- Fishing
- Hiking/walking
- Bicycling
- Camping
- Horseback riding
- Skiing or snowshoeing
- Off-road vehicles, such as ATVs or snowmobiles
- Other (please specify): _____

Concerns

29. Please indicate your level of concern about each of the following topics for your company's forested land in the <REGION>.

	Great concern	Concern	Moderate concern	Of little concern	No concern	Not Applicable
Air pollution						
Climate change						
Damage from animals						
Development of nearby lands						
Drought or lack of water						
Damage or noise from off-road vehicles						
High property taxes						
Government regulation						
Invasive plants						
Keeping land intact for future generations						
Misuse of forested land, such as vandalism or dumping						
Trespassing or poaching						
Unwanted insects or diseases						
Water pollution						
Wildfire						
Wind or ice storms						
Changes in national or state tax laws and structure						
Changes in state and local ordinances in road use/weight limits						
Changes in state and local ordinances in land use or timber management regulations						
Regulations limiting the use of chemicals in timber management						
Changes in the forest products industry						
Changes in timber markets						
Long-term fiber supply agreements						
Securing logging contractors						
Liability issues with hunting and recreation leases						
Securing seedling planting stock						
Changes in investors' preferences						
Meeting and maintaining timber green certification standards						
Other						
(please specify):						

Community Relations

30. Does your company engage in any of the following activities with communities in the <REGION>?

Check all that apply.

- Landowner outreach and education
- Landowner technical assistance, such as writing forest management plans
- Charitable contributions
- Other (Please specify): _____
- None of the above

Income Generation

31. Approximately, what percentage of your company’s total revenue is derived from your forestland operations? This includes receipts from timber sales, sale of forestland, and other revenue streams directly from your forested land.

_____ %

32. What are the sources of income from your company’s forested land in the <REGION>?

Check all that apply.

- Timber products, such as logs or pulpwood
- Hunting leases
- Recreational (non-hunting) leases
- Resale (land remains in timber)
- Resale (lands going to non-forest or highest and best use (HBU))
- Conservation easements
- Carbon sequestration agreements
- Other (please specify): _____

33. Does your company have any long-term timber/fiber supply agreements with mills or other primary wood using facilities for its forested land in the <REGION>?

Yes No

If no, skip to questions 33.

If yes, please answer a.

a. What is the typical length of these agreements?

_____years

The Future of your Company’s Forested Land

34. How likely is it that your company will sell any of its forested land in the <REGION> in the next 5 years?

Extremely Likely	Likely	Undecided	Unlikely	Extremely Unlikely	Not Applicable
—	—	—	—	—	—