

# XXVII. NWOS Corporate Survey Telephone Guide

## INTERVIEWER INTRODUCTION

Interviewer text:

Hello, this is <NAME> calling on behalf of the <STATE> Field Office of USDA's National Agricultural Statistics Service. We are conducting the National Corporate Forest Land Survey for the U.S. Forest Service and you were selected to participate. Several weeks ago you were mailed a copy of this survey. We have not received it and were hoping to collect the data by telephone today. Your cooperation is extremely important to the accuracy of the survey and your individual report will be kept confidential (under Title 7 of the U.S. Code and CIPSEA (Public Law 107-347)). Response is voluntary.

**The rest of the interview time is allotted to going through the survey and recording landowner's answers. These interview questions will a subset of the National Corporate Forest Owner Survey (below), with the interviewer reading the questions and the landowner responding. Interviews will not go beyond the allotted time (25 minutes).**

### 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.

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### 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):						

**Uses and Management of your Company's Forested Land**

6. 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): \_\_\_\_\_

7. 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

9. 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):						

10. 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): \_\_\_\_\_

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

12. 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

13. 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

14. 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): \_\_\_\_\_

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

- Yes  No

16. Does your company have uneven-aged stands on its forested land in the <REGION>?  
 Yes  No
17. Has your company thinned any of its forested land in the <REGION> in the past 5 years?  
 Yes  No
18. Has your company planted seedlings on any of its forested land in the <REGION> in the past 5 years?  
 Yes  No
19. 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. What percentage of your company's forested land in the <REGION> is certified under one or more of these systems?  
\_\_\_\_\_ %
20. 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
21. 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
22. 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

23. 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 24*

### Income Generation

24. 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.

\_\_\_\_\_ %

25. 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): \_\_\_\_\_

26. 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

### The Future of your Company's Forested Land

27. 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

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