Managing Trees For Profit

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Growing Paulownia for Profit
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Forest Beauty

• Presentation Overview
  – Personal Background
  – Experiences
  – Lessons Learned
  – Risk Management Recommendations
  – Numerous Pictures
  – Tree Farming Options
Juggle – “What Comes First?”

- Labor of Love vs Labor for Profit or Both?
- Opportunity + Potential + Desire = Success!
Life Cycle Concept

Concept / Idea

Develop Plan
(Goals, Management Concept, Financing)

Make Investment

Grow Own Timber
Purchase Standing Timber
Invest In Another’s Timber

Land, Equipment, Time
Perform Maintenance

------------------------ Harvest Timber

Marketing

Purchase Lumber

Product Fabrication
------------------------ Sale of Raw Timber / Lumber (*I)

------------------------ Secondary Market Products

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Personal Use (*CA) Business Use (*CA) Sale of Products (*I)
Native Hardwood Forest

• Farm Woodlots
• Forest Management Plan – A Must
• Short Term (1-3 yrs)
• Mid Term (3-10 yrs)
• Long Term (10+ yrs)
Native Hardwood Forest

• Forest Management Plan – Review Often
• Profitability Rule
• Compare Alternative Investments
• Where to Go for Help
Black Walnut – Age: 12 Years

- Long Term Investment
- Profit vs Pleasure
White Pine Grove

- Christmas Trees to Timber
- Other Benefits
White Pine Grove

- Profit vs Product Love
- Patience Pays Rewards
- Mud On The Wall
Paulownia “tomentosa”

- The Occasional Opportunity
- Profit Realization
Christmas Trees

• Here is Another Approach To Tree Farming
Tough Discipline

- Business Discipline
- Opportunity
  - Inclusive vs Exclusive
Intercrop: Paulownia & Hemlock

- Mutually Inclusive Strategy
Clawing For Profit

• Learn From Mistakes and Successes
• Admit Mistakes
• Do Not Procrastinate
• Have a Backup Plan
• Be Patient
Paulownia – Age: 3 Years

- “Highest and Best Use of Your Land”
Paulownia – Age: 8 Years

- Time to Harvest?
- Growth Rates
P. “tomentosa” flora

• Some Things Are Just Beautiful, Smell Good and Compliment Nature
P. “tomentosa” seed pod

• A Matter of Perspective
• Plan Your Planting Carefully
Bates Forest 01

• Proper Plantation Management
• Cultural Management Plan
• Superior Products are Recognized and Appreciated
Bates Forest 02

- Beauty - Clean, Straight & Uniform
Bates Forest 03

- Edge View – Well Maintained
Bates Forest 04

- Proper Management Practices
Flying High

- Industry Involvement
- Exposure
- Public Education
Camp’s Tree 01

- Paulownia Tree
  - 48 Years Old
Camp’s Tree 02

- Proper Harvesting & Marketing
Comparative Timber Prices

• Timber/Lumber
  – Worth vs Selling Price

• Relevance

• Sample of BF Prices*:
  – Cedar $0.35
  – Oak $0.70
  – Walnut $0.60
  – Maple $0.55
  – Pine $0.30
  – Cherry $2.00
  – Paulownia $2 to $10

Yippee, I Made It!

- Successful Planting
- Successful Growing
- Successful Harvest
“Good Luck” Blue Man

• Definition of Luck
  “Where Opportunity Meets Desire”

• Prepare for Transition to 3rd Party
What’s Next?

- What Else Is Needed To Make A Decision?
- Who Will Help Develop My Plan?
- Where Do I Obtain Necessary Information?
- Where Do I Get The Planting Stock?
Managing Trees For Profit
Growing Paulownia

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