

# **Managing Trees For Profit**

Dan Blickenstaff

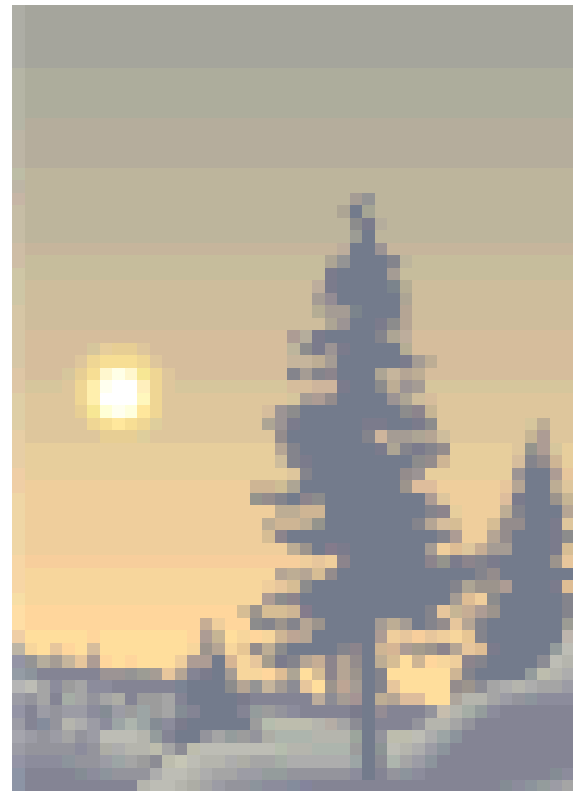
Growing Paulownia for Profit

Hagerstown, Maryland

January 23, 2002

# Forest Beauty

- Presentation Overview
  - Personal Background
  - Experiences
  - Lessons Learned
  - Risk Management Recommendations
  - Numerous Pictures
  - Tree Farming Options

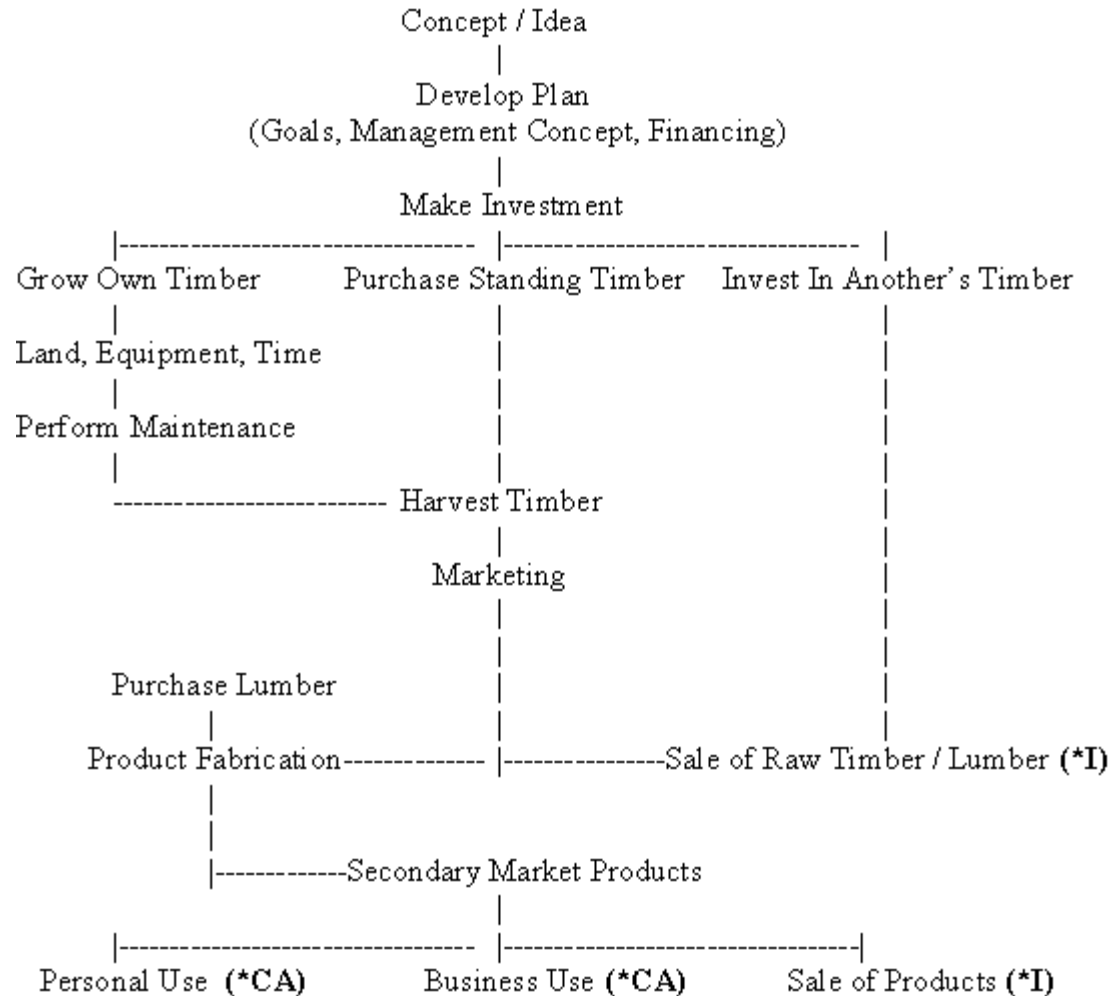


# Juggle – “What Comes First?”

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



# Life Cycle Concept



# 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





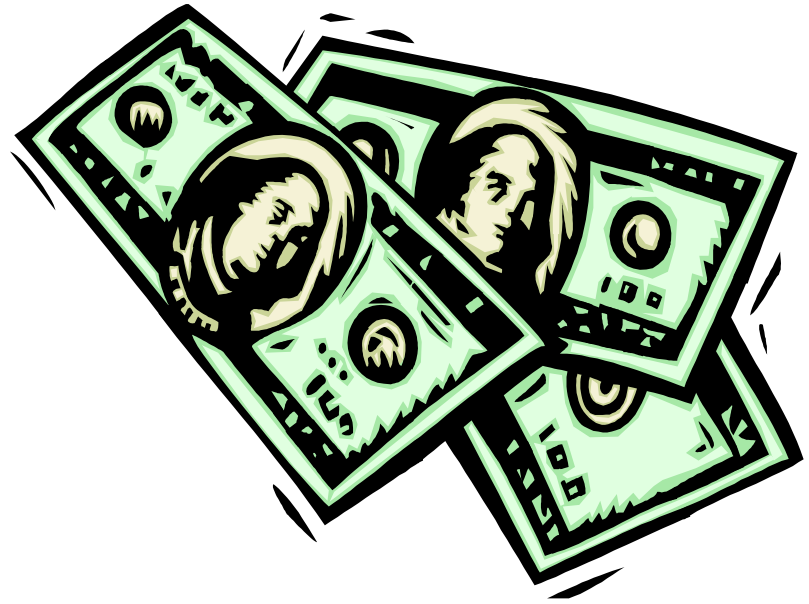
# Camp's Tree 02

- 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



\*Source: "Tennessee Forest Products Quarterly Bulletin", Apr-Jun 99

# 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  
3<sup>rd</sup> Party



Good luck to you!!!  
You have been Tagged by the Blue Man!!!  
Which means you are a great friend!! You will Have Good Luck

# 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?

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## Growing Paulownia

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