



FORESTLAND STEWARDSHIP

WORKING TOGETHER FOR HEALTHY FORESTS

Photo: Albert P. Bekker © California Academy of Sciences



How can you make a living from your forestland? With good planning and a bit of ingenuity you can make ends meet, even in an economic downturn.



UC Berkeley Forest Products Group



Photos (left and above): © Yana Valachovic

Creative solutions for challenging times

These are difficult times. We face an uncertain economy, concerns about changing fire regimes and climate patterns, competing visions for limited resources...plus the market for forest products is dismal. Yikes!

But all is not doom and gloom. Difficult times call for fresh ideas, of which there are plenty.

In this issue we look at a variety of ways—both traditional and innovative—to generate revenue from forestland.

Just a few examples: Ecosystem services may begin to pay off for good stewardship. New ventures, such as agritourism or ecotourism, may work for you. Biomass utilization may help thin out overcrowded forests and even provide renewable energy. Conservation easements can be donated or sold in exchange for your development rights. Many niche markets are available for traditional and nontraditional forest products.

Explore some new enterprises that fit your needs, abilities, interests, and forest type. Treat any commercial endeavor as a serious business to maximize your success. Check with your local Resource Conservation District (RCD), UC Cooperative Extension office, or economic development agency to see how they can help.

Lastly, we want to remind you that fire season is coming. Do what you can to decrease your risk of wildfire but prepare for the worst just in case (see page 12 for resources).

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CAL FIRE

Forest Stewardship Program
c/o P.O. Box 162644
Sacramento, CA 95816

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California Forest Stewardship Program
P.O. Box 944246
Sacramento, CA 94244
(916) 653-8286
Fax (916) 653-8957
ceres.ca.gov/foreststeward

Editorial Committee
Jeff Calvert, CAL FIRE
Rich Gresham, Placer RCD
Jane La Boa, SAF
Gary Nakamura, UC

Editor
Laurie Litman, InfoWright

Governor
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Ecosystem services...who pays?

Have you ever considered that the glass of clear, cold, clean water drawn from your faucet may have been purified for you by the root system of an entire forest? Trees trap dust, dirt, and harmful gases from the air you breathe. The bright fire of oak logs that keeps you warm on cold nights and the medicine you take to ease your pain come from nature's warehouse of services. Natural ecosystems perform fundamental life-support services upon which human civilization depends.

—from www.actionbioscience.org

There is more to a forest than its trees. Healthy forests are the source of some of the most basic processes necessary for our survival.

These processes, sometimes called ecosystem services, are the benefits we all receive from healthy ecosystems. They include clean water, biological diversity, pollination services, wildlife and fish habitat, fresh air, recreation, soil formation, flood control, carbon sequestration, nutrient cycling, erosion control, aesthetics, recreation, and much more. It's quite an impressive list.

Traditionally, ecosystem services have been considered free to the public and as a result are too often overlooked, undervalued, and exploited. There is a growing recognition of the critical importance of these services. Now the trick is to find ways to support those who safeguard them.

The public relies on landowners to “do the right thing” by being good stewards of the land and maintaining healthy forests. We do not want to see forests converted to development and expect management activities such as fuels reduction, invasive species removal, reforestation, etc. to be done. However, these activities can be costly.

Good management may suffer when times are tight and forest products are not profitable. Pressure on landowners to sell, often to developers for top dollar, can be difficult to resist. The end result of habitat conversion and poor management are degraded ecosystem services.

How can we make good stewardship profitable for landowners? A number of nonprofit organizations and government agencies are exploring this question, looking for ways to compensate landowners for the ecosystem services they provide.

There are various ways to reward good

Besides wood products, what does a healthy forest offer the public?

- clean water
- biological diversity
- pollination services
- wildlife and fish habitat
- flood control
- fresh air
- carbon sequestration
- nutrient cycling
- erosion control
- recreation opportunities
- scenic views
- and more...

stewardship. While formal markets for ecosystem services do not yet exist, successful programs such as markets for pollution offsets, renewable energy credits, and the developing market for carbon credits illustrate some of the possibilities. Government incentives, such as subsidies, are another way to support ecosystem services. Private businesses and organizations sometimes provide payments for mitigation, public relations, philanthropic and other reasons.

There is still a long way to go to develop an effective ecosystem services market. It will be necessary to establish a legal framework which defines ownership of the services, put a monetary value on the services, create a system to buy and sell the services, and deal with a number of uncertainties including quality and permanence of the resources.

Ecosystem service payments is a concept that has great potential for forest landowners. Revenues could help landowners keep their properties intact and manage them to restore and enhance the habitat. And the public would win through avoided forest loss, fragmentation, and degraded ecosystem services.

For More Information:

<http://www.fs.fed.us/ecosystemservices/>
<http://www.ecosystemmarketplace.com/>

Nature tourism: potential revenue in your forest

Deborah Giraud

For many decades rural Americans have offered tourist services to their urban neighbors, inviting them onto their farms and ranches to share the experience of rural life. Increasingly, **Ag, Nature, and Heritage Tourism** is seen as a way for rural residents to enhance their income while providing fun, relaxation, and education to urban dwellers.

Recognize the idiom “pin money”? Pin money used to be money earned to give you a little extra for luxuries and treats. Today, agritourism may be the pin money that pays the taxes!

Many activities fall under the umbrella of ag, nature, and heritage tourism. Each operation is unique and you can build a tourism service any way you feel most comfortable. It might be an occasional event such as a tour you arrange, or a bus group stopping at your property. Or it might include a home stay, a campsite, a ride or hike through the forest, a demonstration of techniques, hosting a bird watching group, or families on mountain bikes.

You can act individually or join up with a group of other landowners to plan activities, retreats, or community events. Building a local effort together can enhance marketing, and local tourist boards may welcome your ideas with open arms. There are many examples, not only in California, but nationwide. About 36 states have concerted efforts in this area. Tourists are looking for new experiences, and hands-on activities are popular.

Exposing urban residents to the issues involved in stewardship of rural lands can also make a difference politically. When issues come up concerning water policy, ag land protection, forestry rules and regs, etc. which the urban population vote and comment on, their visits to working rural lands may help them consider the severity and importance of these issues. Meeting the people who work the land, milk the cows, haul the timber, fix the specialized equipment, risk their lives and limbs, will leave a lasting impression and give them an appreciation of what it takes to steward our working lands.

Tourism Ideas:

- Timberland tours—different age stands, importance of thinning, invasive species, pruning demonstrations, draft horse



Photo: © Tom Catchpole

timber harvests, cloned trees, deer fencing demonstrations

- Home stays (one room in your house) or bed and breakfast (multiple rooms and guests)
- Fishing, hunting, wildflowers, photography, artist retreat, bird watching
- Cabins in the woods—short term vacation rentals
- Horse and hiking trails (they can bring their own horses)
- Private campsites, small group sites, self contained RV (sell it as quiet and out of the way)
- Events on your place: wine tasting in the barn, catered dinners, weddings, music events
- Produce stands (you could partner with a farmer needing a good location)
- Shearing sheep, pet the pony, feeding calves, hauling hay

Concerns and Barriers

What are some of the concerns or barriers to engaging in these income producing activities? Insurance and permits are at the top of the list.

There are insurance carriers now who are very familiar with agritourism and do not shy away

You may be pleasantly surprised to find that people are willing to pay for the opportunity to spend time on your forestland.



Photo: © Yana Valachovic

Gene Whitney proudly displays his forest's harvest record.



Photo: © Gary Nakamura

Urban dwellers may enjoy a working vacation to learn about forestry.

Agritourism may be the pin money that pays the taxes!

from writing policies. Covering the cost of it is part of your business plan.

Permits may be more of a hurdle, depending on what activities you are planning. Some of the advisors and tourism groups are working with planning departments around the state to educate and assist in new ideas and break down barriers. Obviously, being safe and legal are very important.

Start with the Manual

Agritourism and Nature Tourism in California is the starting place for any new venture into tourism. This comprehensive manual was produced by the UC Cooperative Extension Workgroup on Ag and Nature Tourism, which has been actively working on this topic for 10 years. The Workgroup includes agriculturists; planners; tourism board staff; Resource, Conservation and

Development Council members; as well as Cooperative Extension advisors.

Starting a side business that offers tourism services in addition to your current production schedule and life can be daunting. Some suggestions that have worked for others include starting small, enlisting other family members, engaging the



Photo: © 2002 Regents of the University of California

Tourism opportunities are unlimited; use your imagination.

next generation, or finding new business partners. Your services can be occasional or continual.

Make It Happen

As with any serious venture, planning and persistence are necessary (see page 9: Approach Your Forest as a Serious Business). You will need to design your enterprise, take care of the business end, market, and work with customers.

Look for organizations that can help. Chambers of Commerce, tourism boards, and other local agencies have websites and materials to market lodgings and activities. You can print your own brochures. When you put your mind to it you will find many ways to spread the word.

Nature tourism is a terrific opportunity to share your passion for your forest while bringing in revenue. You can design tourism activities tailored specifically to your property, personality, and needs. The possibilities are unlimited.

Deborah Giraud, UC Farm Advisor, presented a session on Ag, Nature and Heritage Tourism at the recent Forest Future II conference. The audience was quite enthusiastic about tourism and other alternative ways to increase income from family-owned forests.

Resources:

- See the UC Cooperative Extension Workgroup on Ag and Nature Tourism website at <http://www.calagtour.org>
- *Agritourism and Nature Tourism in California* (UC ANR publication #3484) is available for \$25 from <http://anrcatalog.ucdavis.edu/SmallFarms/3484.aspx>, or call 1-800-994-8849. There is also a research paper, *Obstacles in the Agritourism Regulatory Process*, at <http://aic.ucdavis.edu/pub/briefs/brief22.pdf>.
- Ask your UC Cooperative Extension Advisors; local tourism boards; Resource, Conservation, and Development Councils (RC&D); and other economic development groups what activities are found in your area, and what might be on the horizon for group efforts. Examples are: Central Coast Agritourism Council <http://www.agadventures.org/> and the Upstate California Adventures <http://www.upstatecaliforniaadventures.com/>

Ranch for wildlife, reap the rewards

A “ranching for wildlife” program offers economic incentives to encourage private landowners to manage their property for the benefit of wildlife. Officially known as the Private Lands Management (PLM) Program, the program was developed, and is managed, by the California Department of Fish and Game (CDFG). The program’s goal is to conserve and enhance wildlife habitat on private property.

In exchange for making habitat improvements for wildlife, PLM landowners can market special hunting opportunities and charge fees for those activities. Flexible hunting seasons, including late-season hunts, can be offered by the landowner to generate income.

Habitat improvements can cover a large range of activities, including planting native plants, making brush piles for cover, providing water sources, removing invasive species, and more. The improvements are negotiated by the landowner and CDFG, and are designed to be compatible with the landowner’s goals and objectives for the land.

There are a number of steps required for enrollment in the PLM program. First of all, the landowner must consult with CDFG biologists and prepare a wildlife management plan. This plan identifies the goals and objectives of the PLM area, the wildlife species on the property, and a five-year schedule of habitat improvement activities to benefit those species. Those eligible for the program include individual landowners, groups of landowners with contiguous parcels, and individuals leasing property from a consenting landowner.

Just about everything you need to know about the PLM program can be found in *The Private Lands Management (PLM) Program Policies and Procedures Handbook* (<http://www.dfg.ca.gov/wildlife/hunting/docs/PLMManual2008.pdf>). This 70-page manual contains information about

the program, the application process, the management plan, and general and species-specific policies.

The PLM program may be just the thing for your needs.

Photo: Dr. Lloyd Glenn Ingles © California Academy of Sciences



For more info:

Call 916-445-3549

PLM site at <http://www.dfg.ca.gov/wildlife/hunting/plm.html>

The Private Lands Management (PLM) Program Policies and Procedures Handbook: A Guide for California Department of Fish and Game Employees and Interested Landowners
<http://www.dfg.ca.gov/wildlife/hunting/docs/PLMManual2008.pdf>

PLM Program Facts

- The Private Lands Management Program encompasses more than 895,640 acres of wildlife habitat.
- There are currently 90 PLM properties in California.
- The largest PLM property is 270,000 acres; the smallest property is 340 acres. The average PLM size is about 9,952 acres; half have fewer than 4,500 acres.
- Many wildlife species benefit, including deer, elk, pronghorn antelope, wild turkeys, quail, waterfowl, as well as threatened and endangered species like the bald eagle and red-legged frog.
- The program began in 1979 as a three-year pilot program with five ranches in five counties. In 1983 the California Legislature voted to make it a long term program.
- Participation in the program requires the submission and acceptance of a sound management plan by the California Department of Fish and Game. PLM areas are licensed for five-year periods; annual reviews ensure that agreed-upon habitat improvements have been made.
- Many PLM properties offer expanded hunting season dates and/or bag limits. Wherever possible, “parity hunts” with similar season dates are offered for people hunting on public lands adjacent to these properties.
- Wildlife do not recognize property boundaries between public and private lands, so improvements to a PLM property can benefit adjacent public land as well.

Photo: Gerald and Buff Corsi © California Academy of Sciences



Benefits of Biomass Use

Environmental

- Decrease unnaturally severe wildland fires
- Remove invasive woody species
- Fewer insect and disease outbreaks
- Protect and restore critical wildlife habitat
- Cleaner air due to decreased wildfires
- Increase longevity of landfills
- Improve vigor of remaining trees
- Reduce fire-related erosion
- Improve forest health
- Reduce dependence on fossil fuels
- Reduce greenhouse gas emissions

Economic

- Provide new jobs
- Decrease energy costs
- Provide carbon market income
- Fewer wildfires
- Reduce net cost of treatment
- Provide employment and economic stability
- Attract new industry and markets
- Avoid fire suppression and resource damage
- Pursue new incentives/opportunities (e.g., carbon trading)

Social

- Reduced threat and impact of wildfires
- Recreation/scenic opportunities
- Improved human health through better air quality
- Sustainable environments for rural communities
- Lower treatment costs with new markets

—US Forest Service

Looking for ways to use woody biomass

Woody biomass is the trees and other woody material in the forest, including the tops and limbs that remain after harvest or do not have a commercial use.

Many of the forests in California contain too much woody biomass, excessive amounts of brush and small-diameter trees that can cause damage to the forest. These overcrowded conditions cause increased competition for water and nutrients, and lead to unhealthy forests that are more prone to disease and catastrophic fire.

Due to a confluence of issues, this state of affairs has become critical. Increased small diameter vegetation in the forest, years of drought, more people living in areas adjacent to wildlands (the wildland-urban interface, or WUI), plus some of the possible results of climate change such as lengthening fire seasons, increased fire severity, and decreased snowpack, have brought the message home: we need to find ways to decrease the biomass in our forests.

Removing the excess biomass in overcrowded forests is easy in theory, but practical issues remain. How can we pay for the treatments and what do we do with all the material?

Burning the woody material from fuels reduction treatments is problematic; concerns about smoke and the risk of escape make this a less than ideal solution.

The ideal would be to find commercially viable and environmentally sustainable ways to use the small diameter vegetation.

Biomass Products

A large number of products can be made from woody biomass. These include (in order from lowest value/least processing to highest value/most processing; *from UC Cooperative Extension*):

- soil additives and amendments (mulch, compost, etc.)
- firewood and fuelwood
- combustion fuel for biomass power plants
- solid wood products (lumber and roundwood)
- densified fuels such as wood pellets and fire logs
- non-structural composite products including wood/plastic lumber and wood/cement product
- composite products such as particleboard and medium density fiberboard (MDF)
- engineered wood products such as laminated veneer lumber (LVL) and oriented-strand board (OSB)
- pulp chips for paper products
- organic chemicals including alcohol (ethanol, methanol), cellulose-based compounds, turpentine, tannins, pharmaceuticals, fragrances, and the basic building blocks for many plastics.

While feasible, many of these products have problems or undesirable traits that make them commercially inviable. In some cases the cost of transport is the limiting factor. In others it is quality. Small-diameter wood is less desirable for lumber because it warps. Using this wood in the form of poles or chopping it up for particleboard

and other reconstituted products works much better. But even when there are good uses available, competition from higher quality materials may still make woody biomass utilization economically impractical.

Cogeneration

There is a lot of interest in using woody biomass to generate energy. Biomass powerplants account for about 2 percent of the



Photo: © L. Litman

Overcrowded forests can lead to poor health, disease, and increased fire risk.



UC Berkeley Forest Products Group

Small-diameter wood is chopped up to make particleboard and other reconstituted products.

electricity generated in California. While about 5 million bone-dry tons of biomass are used for energy each year, much of this is from agricultural wastes and sawmill residues, not forest biomass.

The California Biomass Collaborative calculates that there is enough woody biomass available to double current energy production.

Using forest biomass to generate heat and electricity solves two major problems: it gets rid of excess small diameter vegetation in the forest and can serve as a substitute for fossil fuels to generate energy, a major environmental/political issue.

Wood is a renewable energy source, and energy from biomass is considered carbon neutral. Unlike fossil fuels, such as coal and petroleum which have been sequestered for millions of years and so add to the net CO₂ in the atmosphere when released, the carbon found in woody biomass is already part of the cycle of carbon available to the atmosphere. Although recently sequestered in the plant, its release through combustion does not add to the total CO₂ in the atmosphere.

There are, however, important limitations on producing energy from woody biomass. The biggest problem is transportation; the cost of transporting the biomass to the powerplant becomes unsustainable beyond about 50 miles. One solution is to build more and smaller powerplants at a scale that can power public buildings and small communities.

The search for economically feasible uses of woody biomass continues. The future looks encouraging.

For More Information:

US Forest Service: <http://www.fs.fed.us/woodybiomass/benefits.shtml>

UC Cooperative Extension: <http://groups.ucanr.org/WoodyBiomass/Biomass%5F%26%5FSmall%5FDiameter%5FTrees/>

The language of biomass utilization

Biomass—Organic matter in trees, agricultural crops, and other living plant material made up of carbohydrates formed through photosynthesis, a natural process by which energy from the sun converts carbon dioxide and water into carbohydrates, including sugars, starches, and cellulose.

Board Foot—The amount of wood contained in an unfinished board 1-inch thick, 12 inches long, and 12 inches wide. Abbreviated “BF” Common units as related to sawlog-volume measurement include 1,000 BF or MBF and 1,000,000 BF or MMBF.

Bone Dry Ton—Traditional unit of measure used by industries (pulp/paper, biomass power) that utilize biomass as a primary raw material. One bone dry ton (BDT) is 2,000 pounds of biomass (usually in chip form) at zero-percent moisture. Typically biomass collected and processed in the forest is delivered “green” to the end use facility at 50-percent moisture. One BDT (assuming 50-percent moisture content) is two green tons (4,000 pounds at 50-percent moisture content).

British Thermal Unit (BTU)—The quantity of heat required to raise the temperature of one pound of water, 1 degree Fahrenheit.

Chip—A small piece of wood typically used in the manufacture of pulp/paper, composite panels, fuel for power/heat generation, and landscape cover/soil amendment.

Cogeneration—The combined generation of both heat and power at one facility using the same fuel source. Typically the heat is used to generate steam that is utilized onsite (process steam). Power generated is in the form of electricity that is utilized onsite or sold to a local utility.

Cull Log—Logs that do not meet certain minimum specifications for usability or grade. A cull log typically has very little value in the production of lumber products.

Gasification—The thermochemical conversion of organic solids and liquids into a producer or synthetic gas (syngas) under very controlled conditions of heat and strict control of air or oxygen.

Gasifier—A combustion device that produces biogas from solid biomass.

Generation—The process of creating electricity, typically to supply electricity to an onsite facility and/or for sale to an electric utility.

Kilowatt—A standard unit for expressing the rate of electrical output.

Megawatt—One thousand kilowatts. Enough electricity to support approximately 1,000 households.

Moisture Content—The amount of moisture contained in biomass material. Typically expressed as a percentage of total weight.

Saw Log—A log that meets minimum regional standards of diameter, length, and defect, intended for sawing into lumber products.

Volume (gross)—Measurement of log content in log-scale board foot (see board foot definition) without deduction for defect.

Volume (net)—Measurement of the actual amount of merchantable wood in log-scale board foot, after deductions for defect.

—from *Woody Biomass Utilization Desk Guide* at http://www.forestsandrangelands.gov/Woody_Biomass/documents/biomass_deskguide.pdf

Other tools that might help make ends meet

Carbon Credits

The Governor bought carbon credits from the Van Eck Forest. PG&E buys carbon credits from the Garcia River and other forests. How does this work? Can you get in on the action?

The concept of carbon credits was developed as a strategy to help slow the rate of global warming.

Forests have a unique role in combating

climate change. As trees and plants grow, they take up carbon dioxide (CO₂; a major greenhouse gas), removing it from the atmosphere and storing it for varying periods; in some trees for hundreds of years.

Carbon credits are given for forest management practices that increase the stores of carbon beyond what normally would have occurred. This has to be proven through a process that involves inventorying pools of carbon on the property, then using models to show the increase in carbon over time.

The rules for selling carbon credits are complex and still evolving. For more information read the forest protocols for California, <http://www.climateregistry.org/tools/protocols/project-protocols/forests.html>.

Non-timber Forest Products

Lumber isn't the only product grown in your forest. Think about some of the others: mushrooms, botanicals, essential oils, craft and basketry materials, berries, nuts, decorative material, pharmaceuticals, seedlings, and more. All of these are potential income sources.

What you need is a buyer, which might take some marketing savvy on your part. Before you enter into any entrepreneurial enterprise, think about all aspects of the business. Write a business plan (see section at the end of this article). Talk to your local UC Cooperative Extension advisor.

Income Opportunities in Special Forest Products at <http://forestry.about.com/treeincome.pdf> is an excellent reference.

Forest Certification

The idea behind certification is that environmentally concerned consumers will choose and pay a premium for wood that has been certified as grown in a sustainable way.

There are two certification programs available in California, aside from Tree Farmer: Forest Stewardship Council (FSC) and the Sustainable Forestry Initiative (SFI). FSC accredits two organizations to implement and audit their standards: Smartwood and Scientific Certification Systems. FSC is the only third party accreditation program. Each has its own standards and certification process.

So far there has not been a major advantage to justify the cost of getting certified. However, when times are hard even a small marketing advantage may pay dividends. Home Depot now carries a line of certified wood and Mendocino Redwood Company, which is FSC certified itself, will give preference when they buy logs to those landowners who agree to comply with their certification standards.

NTMPs and PTEIRs

If you plan to harvest timber and wish the flexibility to respond quickly when the market is favorable, it is best to prepare ahead of time.

Timber harvest documents, such as Timber Harvesting Plans (THP) or Nonindustrial Timber Management Plans (NTMP), can take 6 to 18 months, or longer, to prepare.

The cost of harvesting timber in California has become increasingly onerous, especially for non-industrial private landowners who harvest relatively little. The average cost of a THP is now around \$30,000, depending on the issues of the property, which can unfortunately have unintended consequences when landowners end up harvesting more intensively in order to pay for the permitting costs.

A **Nonindustrial Timber Management Plan** is a special timber harvest permit for landowners with fewer than 2500 acres. The NTMP applies to the whole property and is valid forever. An NTMP is expensive, but can be economical in the long run as the landowner doesn't have to get a THP for



Photo: © L. Litman

The Sierra Business Council is taking steps to certify the Waddle Ranch for carbon credits. This land had been proposed for development of hundreds of vacation homes that would have cleared 65% of the forest, so the calculations of additional carbon is based on the avoided conversion.

each harvest. CAL FIRE must be notified prior to harvest and submit periodic inventory reports.

A **Program Timberland Environmental Impact Report**, better known by its initials PTEIR, was created to simplify individual timber harvest applications. It is an umbrella document that covers a similar area, providing the background environmental information equivalent to CEQA (California Environmental Quality Act) and specifying allowed forest treatments.

By itself the PTEIR is only a planning document. It does not authorize timber operations. In order to harvest timber the landowner must submit a Program Timber Harvesting Plan (PTHP) to verify that the harvest conforms to the requirements of the PTEIR.

A PTEIR can reduce costs for individual treatments while it provides a more comprehensive consideration of impacts and alternatives than an individual Timber Harvest Plan (THP). It also is less expensive for individual landowners.

For more info, contact CAL FIRE.

Conservation Easements

You hold all the rights to your property. But if there are some rights you don't plan to use—for example the rights to subdivide or develop the land—these can be sold or donated to a willing buyer through a conservation easement. The donation may provide significant tax relief for both income tax and estate taxes.

Much of the value of forested lands is in their development rights. Because of concerns about forestland conversion, nonprofit conservation organizations and government agencies may be willing to buy a conservation easement that ensures the land stays intact.

A conservation easement is tailored specifically to the landowner's desires and goals. The landowner decides exactly which rights to give away and which to retain. In many cases timber harvest and limited development is allowed under the terms of the conservation easement.

A conservation easement does not work for everyone. For one thing, the land must be valuable to the conservation organization that will act as the grantee to receive the easement. Also, an endowment is usually required to help pay for the monitoring that is done each year by the grantee to ensure compliance with the terms of the easement.

Most important, a conservation easement is forever; the easement goes with the deed to the property, binding all future owners to the deal. For this reason it is imperative to approach

Creative recycling



Photos: George Brightman

Blocksburg rancher George Brightman used some old fallen wood on his property for this wainscoting and table. The beautiful coloring and design of the spalted maple wainscoting is from wood that has been on the ground several years and is just beginning to rot.

the conservation easement thoughtfully and to consult with experts including tax professionals, foresters, lawyers, and others to be very clear on the ramifications of the easement.

For more information on conservation easements, contact your CAL FIRE Forestry Assistance Specialist (and see page 10).

Approach your Forest as a Serious Business

Your forest is a business and should be treated as such. Good planning, the key to success for any small business, requires 1) a business plan and 2) good recordkeeping.

The business plan is the blueprint for your business. It spells out your mission and vision, looks at specifics such as competition, marketing, financing and projections, and spells out all aspects of your business. A business plan is often required if you want to apply for a loan. But even more important, it provides a way for you to evaluate the feasibility of your business. It is a good idea to go back to the plan at least once a year to make sure you are on track and meeting your business goals.

Good recordkeeping gives you real numbers to evaluate your progress. Your records will also come in handy at tax time.

For help in creating a business plan, contact your local Small Business Development Center.

When times are hard even a small marketing advantage may pay dividends.

Resources

Conservation Easements and other Land Conservation Options: A Guide for Landowners

<http://www.ncrlt.org/conserve/easements/Landowner%20guide.pdf>

Conservation Easement FAQs from Pacific Forest Trust
<http://www.pacificforest.org/services/faqs.html>

Is a conservation easement for you?

Conservation Easements and other Land Conservation Options: A Guide for Landowners was developed by the Northcoast Regional Land Trust to help landowners decide if a conservation easement is appropriate for them. The discussion is easy to read and is helpful to anyone contemplating this option.

Steps to a conservation easement

- 1. Define the landowners' objectives**
 - Discuss landowner's management and conservation goals and whether a conservation easement is feasible.
 - Review examples of standard conservation easement documents.
- 2. Property review**
 - Tour of the property helps identify the conservation values of the land.
 - Review Preliminary Title Report
 - Landowner consults with legal, tax, natural resource advisors, and appraiser.
- 3. Develop agreement to move forward**

Land trust and Landowner agree on preliminary easement procedures and draft a Conservation Easement Work Plan with a time schedule, service costs, and stewardship endowment.
- 4. Develop draft conservation plan**

The draft Conservation Plan identifies natural,

agricultural, scenic, and historic values, and identifies reserved rights and use restrictions.

- 5. Landowner consults with advisors**

Landowner consults with legal and tax advisors, and with resource advisors.
- 6. Preparation of conservation easement**

Land Trust representatives inventory and map the current biological, historical and agricultural resources. A Baseline Documentation Report is developed. Land Trust and landowner, in consultation with attorneys, prepare the legal easement document.
- 7. Appraisal and survey of property**

The landowner has the conservation easement appraised for tax deduction purposes or valuation in the case of a sale of a conservation easement. In specific cases land may need to be surveyed.
- 8. Approval, signing and recording of the final easement documents**

Landowner and Land Trust review and sign the easement documents. The easement is recorded at the County Recorder's office.
- 9. Monitoring conservation easement**

Land Trust works with landowner to monitor property to ensure that easement conditions are being upheld.

—abridged from <http://www.ncrlt.org/conserve/easements/Landowner%20guide.pdf>

Technical Assistance

Many agencies are available to provide technical assistance, referrals, information, education, land management plan assistance, and advice.

California Stewardship Helpline
1-800-738-TREE; ncsaf@mcn.org

California Dept of Forestry & Fire Protection
Forest Landowner Assistance Programs
Jeffrey Calvert
916-653-8286; jeff.calvert@fire.ca.gov

Forestry Assistance Specialists
Guy Anderson (Mariposa/Madera/Merced)
209-966-3622 x218
Jan Bray (Amador) 530-647-5212
Herb Bunt (Redding) 530-528-5108
Jill Butler (Santa Rosa) 707-576-2935
Ed Crans (Placer/Yuba/Nevada)
530-889-0111 x128
Brook Darley (Tehama/Glenn) 530-528-5199
Mary Huggins (S. Lake Tahoe) 530-541-1989
Patrick McDaniel (El Dorado) 530-647-5288
Dale Meese (Plumas) 530-283-1792
Alan Peters (Calav/Tuol) 209-754-2709
Jim Robbins (Fortuna) 707-726-1258
Tom Sandelin (Fresno/King) 559-243-4136

California Association of RCDs
916-447-7237; staff@carcd.org

California Dept of Fish & Game
Scott A. Flint
916-653-9719; sflint@dfg.ca.gov

U.C. Cooperative Extension Advisors/Specialists
Mike DeLasaux, Plumas-Sierra counties
530-283-6125; mjdelasaux@ucdavis.edu

Greg Giusti, Mendocino-Lake counties
707-463-4495; gagiusti@ucdavis.edu

Gary Nakamura
530-224-4902; nakamura@nature.berkeley.edu

Bill Stewart
510-643-3130; stewart@nature.berkeley.edu

Yana Valachovic, Humboldt-Del Norte counties
707-445-7351; yvala@ucdavis.edu

USDA Forest Service
Jim Geiger
530-752-6834; jgeiger@fs.fed.us

Calendar

April 22, 2009

Oak Regeneration Field Day

Location: Sierra Foothill Research & Extension Center, near Browns Valley, CA

Contact: Sherry Cooper, slcooper@nature.berkeley.edu, (530) 224-4902

Topics: natural regeneration of oaks, collecting storing & planting acorns, how to grow oaks, livestock impacts to oaks

Cost: \$35

Website: <http://danr.ucop.edu/ihrmp>

April 30–May 2, 2009

Forest Landowners of California Annual Meeting Two Faces of Carbon: Forest Fires and Carbon Sequestration

Location: Rewood Empire Fairground, Ukiah, CA

Sponsor: Forest Landowners of California

Cost: \$85 for FLC members, \$120 for FLC couples, \$105 for non-FLC members. Registration fee covers Friday & Saturday seminars, Friday lunch and breakfast. Additional fees for field trip, Thursday BBQ, Friday banquet

Website: www.forestlandowners.org

May 5–7

California Board of Forestry Meeting

Location: Sacramento

Contact: 916 653-8007

Website: <http://www.bof.fire.ca.gov/>

May 12–13, 2009

Considering the Net Environmental and Social Benefits of Biomass Energy

Location: California EPA Building, Sacramento, CA

Sponsor: California Biomass Collaborative

Cost: TBD

June 2–4

California Board of Forestry Meeting

Location: Sacramento

Contact: 916 653-8007

Info: <http://www.bof.fire.ca.gov/>

June 15–18, 2009

Council on Forest Engineering Annual Meeting: Environmentally Sound Forest Operations

Location: North Tahoe Convention Center

Contact: Bruce Hartsough, brhartsough@ucdavis.edu

Cost: \$600 before May 1, 2009; \$700 after May 1

Website: conferences.ucdavis.edu/COFE2009

July 7–9

California Board of Forestry Meeting

Location: Sacramento

Contact: 916 653-8007

Website: <http://www.bof.fire.ca.gov/>

Stewardship Workshops for Forest Landowners

Forest stewardship workshops are designed to

- 1) provide landowners and land managers with information on the ecology, history, risks and management of forested properties,
- 2) show landowners examples of management practices undertaken to reduce risk and enhance forest health, and
- 3) introduce landowners to agencies and programs that they can utilize to gain technical and financial support for their management.

Achieving A Healthy Auburn Ravine: What a Landowner Can Do

May 2, Auburn, 8:30 am–5:00 pm; \$10

This workshop and field trip will inform landowners about conditions in the Auburn Ravine, describe risks and opportunities in watershed restoration and present ideas that landowners can use to benefit stream health. Agenda at <http://groups.ucanr.org/Forest/files/64398.doc>

Designing, Improving, and Maintaining Forest & Ranch Roads

May 8, Jackson and May 22, Jamestown; 8–5 pm; 15

This workshop provides rural landowners with practical information to manage their road systems, including landowner needs, rights & responsibilities related to property access, rural road design standards, road surfacing & drainage alternatives, stream crossings and road project costs. Register for these workshops at <http://cetuolumne.ucdavis.edu> or call Robin Blood at UCCE at (209) 533-5686.

Forest Stewardship in the Rural-Residential Wildland Interface

June 5, Foresthill; 8–5 pm; 15

June 12, Nevada City; 8–5 pm; 15

June 19, Alta; 8–5 pm; 15

June 26, Jenkinson Lake; 8–5 pm; 15

This workshop will provide information on the ecology, history, risks and management of forested properties. Speakers will introduce landowners to agencies and programs that provide technical and financial assistance. Field trips to selected sites will demonstrate management practices that can reduce risk and enhance forest health.

Pre-registration is required for these events. Space is limited to 30-40 people for each workshop, so register early! You can register for workshops at <http://ucce.ucdavis.edu/survey/survey.cfm?surveynumber=2837&back=none>

All workshops include lectures, resource materials, and lunch. Each includes a field trip, so please dress accordingly.

This is an opportunity to learn about your property, ask questions, and meet other landowners. For more information contact Sherry Cooper, slcooper@nature.berkeley.edu, 530-224-4902.

Seasonal Stewardship

Get ready—fire season coming!

100 Feet of Defensible Space is the Law

http://www.fire.ca.gov/communications/communications_firesafety_100feet.php

Homeowners Checklist

http://www.fire.ca.gov/communications/downloads/fact_sheets/Checklist.pdf

Debris Burning Safety Factsheet

http://www.fire.ca.gov/communications/downloads/fact_sheets/DebrisBurning.pdf

Forestland Steward Summer 2008 issue

<http://ceres.ca.gov/foreststeward/pdf/34-Foreststeward-Sum08.pdf>

You know the drill. It's spring, time again to prepare for the threat of wildfire in your area. You can't prevent wildfire—California is a fire-adapted environment—but there are things you can do to lessen the possibility and impact of a devastating wildfire.

First and foremost, to protect your life, home and property create defensible space around all structures. Choose fire resistant building materials for roofs, decks, siding, etc. (See the homeowners checklist [left] for more ways to improve the fire safety of your home.)

Make sure firefighters can effectively do their job. Your home should be easily identified with proper access for fire engines. A usable water supply is important.

Plan for survival with others in your community. Create a safety zone and rehearse evacuation. Work with your local fire safe council to protect the community.

More information is available at the CAL FIRE website at <http://www.fire.ca.gov>. And see our now-classic Summer 2008 issue of *Forestland Steward* for more fire safety tips and resources, <http://ceres.ca.gov/foreststeward/pdf/34-Foreststeward-Sum08.pdf>.

Prepare ... Leave Early ... Follow Evacuation Orders

The following joint statement was issued by FIRESCOPE and the Governor's Blue Ribbon Fire Task Force, which consist of local fire chiefs from throughout California, the CAL FIRE director and officials from federal agencies, and organizations representing rank-and-file firefighters.

The preeminent duty of the fire service is protection of human life. For that reason, the California fire service stands united in the position that early evacuation in the face of life-threatening wildfire is the single most important thing any homeowner can do to protect lives. The guiding principle of California's approach remains consistent and unwavering: Prepare your property, leave early, and follow all evacuation orders.

The fire service continues to study a variety of ideas and initiatives to enhance the protection of property, including supporting residents in returning to their property as quickly as possible. We also understand the need to find ways to assist those who are unable or unwilling to evacuate in a timely manner.

As a profession, the fire service is anxious to work cooperatively with individual communities, homeowners, local government, media, law enforcement and local, state and federal fire officials to build a fire-safe future. However, any consideration of the Australian so-called "Leave Early or Stay and Defend" policy would be irresponsible at this time in light of the tragedy in Australia, as well as California's own experience responding to firestorms.

Given California's ever-present risk of catastrophic wildfire, any fire protection plan must include a determined and forceful commitment to all available fire prevention strategies. In particular, it must recognize the value of building with ignition-resistant materials, maintaining a defensible space around structures, and preparing a home for the arrival of firefighters who have the experience of working under extreme conditions.

Finally, to achieve Fire Adaptive Communities, we must renew our efforts to provide the resources necessary to insure that California's emergency responders will be able to continue to protect the lives and property of its citizens.

How can Forestland Steward newsletter serve you?

I'd like to see more information on _____

My suggestions are _____

Add me to the mailing list / Change my address:

Name _____

Organization _____

Address _____

City, Zip _____ Phone _____

e-mail _____

To save on printing costs and paper, we encourage you to get the internet version of Forestland Steward. Check here for an email copy of each issue instead of a hard copy.

Fill out this box and send it to CAL FIRE, Forestry Assistance, P.O. Box 944246, Sacramento, CA 94244-2460. Fax: (916) 653-8957; email: jeff.calvert@fire.ca.gov
For address changes, please send this box or contact Jeff Calvert via e-mail, standard mail, or fax...be sure to reference Forestland Steward newsletter.