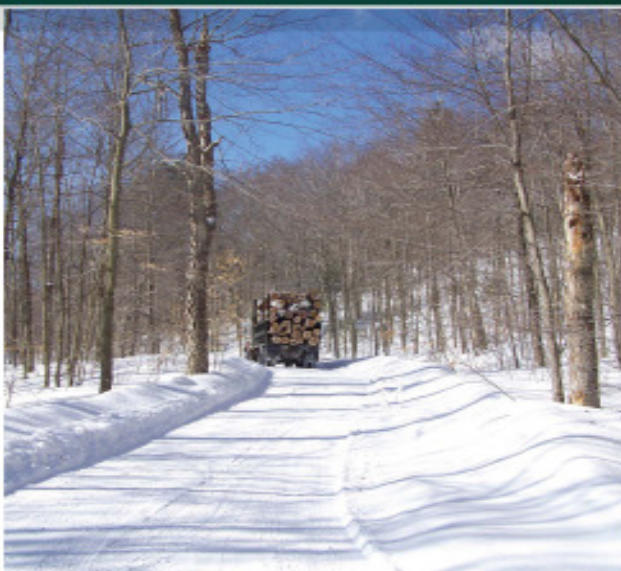




STRIVING, THRIVING, OR JUST SURVIVING?

ISSUES & ANSWERS FOR THE FOREST PRODUCTS COMMUNITY



NOVEMBER 9TH & 10TH, 2011

LYONS FALLS, NY: BOONDOCKS RESTAURANT & CONFERENCE HALL, RTE. 12.

Symposium funded with a grant from the Small Business Administration, facilitated by Congressman Bill Owens



ARE YOU.....

Striving, Thriving, or just Surviving?

Issues & Answers for the Forest Products Community

November 9-10, 2011

A Two-Day Symposium for Loggers, Foresters, Mill Owners and Forest Landowners

Wednesday, November 9th

**Focus on logging contractors with topics on:
financing, employee benefits, logging costs, business
planning, and personnel management.**

Thursday, November 10th

**Focus on the industry and supply chain management
with topics on: wood procurement, sawmill
characteristics, woodyard lay-out, woody biomass,
and certification.**

Attend both, or the one of your choice.

Benefit



Save the date now.....Make plans to be there.....

Boondocks Route 28, Lyons Falls, NY
Restaurant & Conference Hall

Sponsored by: SUNY ESF



Co-sponsors: NELA, ESFPA, NYLT



Acknowledgements:

*This symposium is funded by a federal grant
from the
Small Business Administration
facilitated by Congressman Bill Owens*

Continuing Education Credits available.....



1 CEC per day



Nov. 9: Cat 1-CF: 3.0; Cat 2: 3.0

Nov. 10: Cat 1-CF: 6.5



2 CEU's per day



8 hr. CEC per day



8 hr. per day

**Contact: Mona Lincoln at NELA for updated information and
registration at 315-369-3078 or mona@northernlogger.com**

Striving, Thriving, or just Surviving? Issues & Answers for the Forest Products Community

Wednesday, November 9 - Workshop Agenda

- 8:30 - 9:00.....**Registration, Coffee, Muffins**
- 9:00 - 9:05.....**Welcome (René Germain & Bill Smith, SUNY ESF)**
- 9:05 – 9:30.....**Challenges facing New York’s Logging community**
Presenter: Eric Johnson, NELA
- 9:30 - 10:15..... **Estimating and Projecting Logging Costs - An Annual Budget Approach**
Presenter: Steve Bick, Northeast Forests, LLC
- 10:15 - 11:00..... **Developing a monitoring program to assess the “health” of your forest operation**
Presenter: - Jeff Benjamin, University of Maine
- Break: 11:00-11:15
- 11:15 - 12:00.....**How can loggers secure financing**
Presenter: Gregg McConnell, Farm Credit
- 12:00 - 12:45..... **Managing your insurance dollars**
Presenter: Susan Kane, W. J. Cox Associates
- Lunch: 12:45 – 1:45
- 1:45 - 2:30..... **Ways to Improve Profitability**
Presenter: Matt Zlomek, Business Coach
- 2:30 – 3:15... **Logger Panel – Questions and Anxwers**
Presenters: Craig Jochum, Craig Jochum Logging
Kevin Regan, Kevin Regan Logging
- 3:15 – 4:45..... **How to build a kick-ass crew**
Presenter: Wendy Farrand, Maine Custom Woodlands, LLC
- 4:45 – 5:00.....**Closing remarks**
Presenter: René Germain, SUNY ESF

Thursday, November 10 - Workshop Agenda

- 8:00 - 8:30.....**Registration, Coffee, Muffins**
- 8:30 - 8:35.....**Welcome (René Germain & Bill Smith, SUNY ESF)**
- 8:35 – 9:30..... **The Macro View: Market conditions in the forest products industry**
Presenter: William Luppold, US Forest Service
- 9:30 - 10:00.....**Challenges facing New York’s Forest Products Industry**
Presenter: Eric Carlson, ESFPA
- 10:00 - 10:30..... **What is Supply Chain Management within Hardwood Sawmills?**
Presenter: Patrick Penfield, Syracuse University
- Break: 10:30-10:45
- 10:45 - 11:30..... **Sawmill characteristics and wood procurement pressure in the Northeast**
Presenter: René Germain, SUNY ESF
- 11:30 – 12:30.....**Hardwood log supplies, suppliers, and supplier services — how has the First link in the supply chain changed during the first decade of the 21st Century?**
Presenter: Jan Wiedenbeck, US Forest Service
- Lunch: 12:30 - 1:30
- 1:30 - 2:15.....**Effective woodyard and mill management to maximize product quality**
Presenter: Bill Smith, SUNY ESF
- 2:15 - 3:00..... **Hardwood Sawmill Supply Chain Management Assessment Findings - How you can improve your sawmill’s operation!**
Presenter: Patrick Penfield, Syracuse University
- Break: 3:00-3:15
- 3:15 – 4:00..... **How does certification fit into the supply chain?**
Presenter: Dennis Hickman, Hickman Lumber, Emlenton, PA
- 4:00 – 4:45..... **Bio-prospecting and the Prospects for Woody Biomass Markets**
Presenter: Steve Bick, Northeast Forests, LLC
- 4:45 – 5:00.....**Closing Remarks**
Presenter: René Germain, SUNY ESF



PRE - REGISTRATION FORM

Striving, Thriving, or just Surviving? Issues & Answers for the Forest Products Community

Boondock Restaurant & Conference Hall, Rte. 28, Lyons Falls, NY

*Please complete all sections.....register for either one or both sessions
lunch will be provided*

Name _____
Company Name _____
Street Address _____
Town _____ State _____ Zipcode _____
Phone #: (____) _____ Fax #: (____) _____
Email: _____ ☐ Please send me information regarding accomodations at the adjoining Edge Hotel

I plan to attend the following session(s)

☐ **Wednesday, November 9th**

Focus on logging contractors with topics on: financing, employee benefits, logging costs, business planning, and personnel management

☐ **Thursday, November 10th**

Focus on the industry and supply chain management with topics on: wood procurement, sawmill characteristics, woodyard layout, woody biomass, and certification

Payment Calculation

☐ I am attending one session indicated above.....donation to Log-A-Load for Kids \$25.00 \$ _____
☐ I am attending both sessions.....donation to Log-A-Load for Kids \$40.00 \$ _____
 Amount Due \$ _____

Method of Payment

() Check for \$ _____ payable to NELA enclosed

Charge my () Visa () M/C () Discover (sorry, no American Express)

Card # _____ Exp. Date: _____

Seating limited.....please return completed form before Nov. 1, 2011

NELA, P.O. Box 69, Old Forge, NY 13420 / mona@northernlogger.com / FAX 315-369-3736

QUESTIONS ??? Contact: Mona Lincoln 315-369-3078