

Small Acreage Forester Survey Report

October 13, 2016

Survey was sent out September 27, 2016 to 21 emails representing the foresters in the directory. A reminder was sent out September 30, and October 10, 2016. Of the 21 surveys all but one was completed, due to a bad email address. This represents a 100% return.

Message provided with survey:

The University of Maryland Extension (UME) created the Maryland Small-Acreage Professional Forester Directory in 2012 to encourage small-acreage landowners to seek professional assistance. The publication is available at: <http://www.extension.umd.edu/learn/small-acreage-foresters-directory-0>

State foresters do not typically provide services with landowners less than 10 acres and this voluntary directory was a resource that could be provided to landowners that attended workshops or visited the UME Woodland Stewardship Education website (www.extension.umd.edu/woodland).

It has been four years since the directory was developed and UME has plans to make greater efforts to distribute the directory. However, it is important to get some feedback from foresters in the directory regarding its effectiveness and ways to improve the resource.

Please take a few minutes and fill out this survey by Tuesday October 4, so we can improve the product and bring more clientele your way. Feel free to contact me at 301-432-2767 x323, jkays@umd.edu. Thank you.

*Jonathan Kays
Extension Forester - University of MD Extension*

Response Data Summary

Q2: Have you received contacts from clientele who located you using the directory?

- 37% (7) Yes
- 26% (5) No
- 37% (7) not sure

Q3: How many contacts have you received in the last year?

- 2-3 (5) 38%
- 4-5 (4) 31%
- More than 10 (4) 31%

Q4: Did the contact result in payment for your services?

- Always (1) 8%
- Usually (5) 38%
- Occassionally (3) 23%
- Rarely (1) 9%
- Never (3) 23%

Q5b: Most common discussed with client. Top 3 grouping in descending order:

- Manage a commercial timber sale, controlling invasive or exotic species in natural area (tied)
- Develop a written FSP, Noncommercial thinning or firewood cutting, marking trees to be cut for firewood (tied)
- Marking trees for thinning, establish a wildlife food plot (tied)

Q5a: Most common discussed with client. Top 3 grouping in descending order:

- Develop a written FSP
- Managed a commercial timber sale
- Marking trees for thinning, built brush piles for wildlife

Q6: How many acres of land were affect by activities you implemented?

- 31% (4) None
- 8% (1) 2-4 acres
- 8% (1) 4-6 acres
- 54% (7) 10 acres or more

Q7: What can the University of MD do to better promote your services to small acreage landowners?

- A statement that some activities such as timber sales may not be feasible might help. That may be on there already I haven't checked the site completely.
- Try to educate them on the positive note of using a professional forester.
- Better manage expectations with landowners who own land less than ten acres.
- continue to provide the list
- Try reaching out to non-traditional forest owners, maybe large lot commercial properties. Agricultural use will apply to commercial properties the same as residential, tax savings will likely be much more. Try working with real estate companies, those that may purchase or sell smaller acreages. They may have professional development forums - I would like to hear about them and would volunteer to speak at them. Try communicating the message of what is expected with a forest plan. Many folks probably

assume you have to commercially harvest trees which may turn them off. If they know commercial harvesting is not a requirement, they may be more open to a formal plan.

Q8: Should the directory continue to be distributed?

- 85% (12 foresters) yes

Q21: Do you want to continue to be included in the directory?

- 94% (15) yes

Q24: Huneke change provided

Q9: Please share any comments? Ideas on how to better market the directory would be appreciated.

- Small woodlots are a growing trend and the resource needs to be guided and served by foresters not just tree experts and landscapers. I think it's too early to give up on the small acreage list yet.
- Possibly conduct landowner workshops where foresters are involved.
- Scott Burroughs 11617 Wollaston Cir Issue, MD 20645 (391) 848-6654
- Include with sales of wood stoves / fireplaces Available at county fairs MFA distribution
- Thanks for all you do Jonathan! I appreciate it. Steve Stadelman

Conclusions

The directory is directing clients to professional foresters and the foresters want to have it continued.