Considering Other Woodland Income Opportunities?

As a forest landowner, you have opportunities for income beyond the production of traditional forest products. Niche markets for non-traditional products and recreational services provide new options. Many of these income opportunities are possible even on the small forest acreages typical of some Maryland woodland owners.

The chance of success in developing alternative income opportunities is increased when decisions are based on adequate, sound information. Some forest landowners discover too late that the realities of time, capital, return, and family considerations are not favorable to the start of a new venture. Christmas trees are an enterprise sometimes undertaken and then abandoned when assumed assistance with tasks such as pruning and marketing does not materialize. An understanding of the requirements of an enterprise and a realistic assessment of available resources can minimize the risks of failure.

What are possible opportunities?

Natural resources income possibilities are grouped into two main areas: forest farming and utilization and recreational access and tourism. Forest farming and utilization includes production of ginseng, goldenseal and other medicinal plants; mushrooms; native plants and materials; crafts; Christmas trees; maple syrup; pine straw; and enterprises such as custom saw milling and kiln-drying. Recreational access and tourism includes fee hunting and fishing; guide services for hunting, wildlife viewing, and photography; outdoor sports such as biking, hiking, and skiing; bed and breakfast operations; vacation cabin rentals; or weekend skill workshops.

Assessing opportunities and risks

Most alternative forest enterprises are home-based businesses. Successful enterprises often start as hobbies and develop over many years. They require a sound decision process, including the consideration of personal & family considerations: Seek out educational program & information, assess your goals, resources, & markets, develop enterprise budget, business & marketing plan, test production if needed, start or abandon enterprise. "Sieving Out" A Successful Enterprise.

Don't Miss It!

Natural Resources Income Opportunities
on Private Lands Conference
April 5-7, Hagerstown
See pages 2 and 3

Continued on page 2
Why attend?
This three-day conference is designed to help private landowners, as well as agriculture and natural resources professionals, understand how to choose and manage a private land income opportunity while protecting natural resources and minimizing personal liability and financial risk.

More than thirty-five speakers from the eastern United States will share their expertise and answer questions on many aspects of developing income opportunities on private lands. The speakers include landowners, consultants, Cooperative Extension Service educators, economists, business management specialists, researchers, foresters, and lawyers.

Timber management, hunting leases, ginseng growing, biking, horseback riding, nature walks, fishing, and recreational clubs are some of the opportunities that will be discussed. Speakers also will explore such potential obstacles as lack of entrepreneurial or marketing skills, and issues involving liability, insurance, and impact on natural resources.

Who should attend?
Those interested in developing an enterprise or hobby and those who work with landowners will want to attend. This conference is for woodland owners, farmers, and other private landowners; consultants; industrial foresters; state foresters; wildlife biologists; Extension educators; urban planners; legislators; and representatives of farm organizations, communities, land trusts, and woodland owner associations. For professional foresters seeking recertification credits, this conference qualifies for 13 Category One SAF continuing education credits.

Travel and lodging
The conference will be at the Ramada Inn Convention Center, Hagerstown, Maryland, near Interstates 70 and 81 in western Maryland. The Ramada Inn provides a shuttle service from the Washington County Regional Airport, which is accessible by USAir. Rooms have been reserved at a rate of $55 for a single, double, triple, or quad. To receive the conference rate, room reservations must be made by March 16. Call 301-733-5100 for room reservations; mention the “Natural Resources Income Opportunities Conference.”

Registration
Conference registration is $95, if postmarked on or before March 16, 1998. If postmarked after March 16 or walk-in, the fee is $115. This meeting is a bargain! The fee includes admission to all conference presentations and events, two lunches, two dinners, break refreshments, and a copy of the conference proceedings. Single-day registration is available. Checks or money orders should be made payable to: University of Maryland. No credit cards are accepted. For program information or a complete brochure, call 301-432-2767 x301, fax 301-432-4089, or e-mail cti11@umail.umd.edu. For registration information, call 301-791-1304.

Exhibitors
Commercial and educational exhibit space is available. Call Gary Goff at 607-255-2824 (Cornell University) or e-mail grg3@cornell.edu.

Sponsors and planners

Branching Out
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Contributor: Patrice Jastrzembski

Branching Out is published quarterly and distributed to over 4,100 woodland owners, resource professionals, and others interested in forest stewardship. Calendar and news items are welcome. For the spring newsletter, submit information to Branching Out by April 10; phone: 301-432-2767; x310, fax: 301-432-4089; e-mail: vs12@umail.umd.edu; or mail: Maryland Cooperative Extension Service, 18330 Keezletown Road, Keezletown, MD 21756.

The sponsoring agencies' programs are open to all citizens without regard to race, color, sex, or physical ability.
SUNDAY, APRIL 5, 1998
Registration: 4:30-7:30 p.m.
Exhibits: 4:30-8:30 p.m.
Dinner Reception: 6:30-8:30 p.m.

MONDAY, APRIL 6, 1998
8:45 a.m. - 5:20 p.m.
Registration opens: 7:30 a.m.

General Session - 8:45 a.m.
Natural Resources Income Opportunities in a Changing Landscape

Trends in Types of Recreation and Recreational Access
Policy Directions Affecting Public Use of Private Lands
Overview of Legal Liability Associated with For-Profit Enterprises: Myth vs. Reality
Marketing of Agricultural & Natural Resources Income Enterprises: Learning From and Sharing With Entrepreneurs

Lunch - 12:00 - 1:15 p.m.

Evaluating Natural Resources Options
Assessing Your Natural and Personal Resources: Are you really an Entrepreneur?
What Do You Really Need In A Business Plant
Sources of Help for Income Enterprises: What to Expect and Where to Go

Concurrent Sessions - Part I - 4:00 p.m.

Session A: Recreational Tourism
Opportunities for Ecotourism and Non-Consumption Recreation on Private Lands
Coordinating Accommodation Enterprises with Economic Development Opportunities

Session B: Recreational Access
Developing a Fee Hunting Enterprise
Developing a Hunting Lease: Considerations, Options and Realities

Session C: Forest Farming and Forest Utilization
Alternative Forest-Based Income Opportunities
Producing and Marketing Ginseng and Goldenseal

TUESDAY, APRIL 7, 1998
8:00 a.m. - 5:05 p.m.

Concurrent Sessions - Part II - 8:00 a.m.

Session A: Recreational Tourism
Diversification Through Recreation: A Winner for Farms, Farm Families, and Communities
Wildlife Associated Recreation in the United States: Results of the 1996 Hunting, Fishing, and Wildlife-Associated Recreation Survey and What It Tells Private Landowners
Developing Forest Guide Services for Outdoor Activities
Realities of Hunting Preserves and Sporting Clays: What You Need to Know High Risk Recreational Activities on Private Lands

Session B: Recreational Access
Managing Recreational Clubs and Cooperatives
Assessing Whole Farm Returns on Investments in Wildlife Recreational Opportunities: An Economic Analysis Using Farm Bill Programs to Improve Natural Resource Conservation, Recreational Opportunities, and Land Values

Session C: Forest Farming and Forest Utilization
Developing a Fee Fishing Operation: From Idea to Reality
Aquaculture Opportunities in the Mid-Atlantic & Northeast
Managing Forestland as a Sustainable Investment
Managing and Marketing Commercial Timber Products for Sustainability
Developing a Custom Sawmilling and Kiln-Drying Enterprise

Lunch - 12:00 - 1:15 p.m.

General Session - 1:00 p.m.
Challenges to Address
Real and Potential Income Opportunities for Riparian Areas
Role of Forest Industry in the Future Management of Private Landowners and Communities
Barriers to Recreational Access Opportunities and How to Deal with Them
Managing Your Investment
Managing Risk in Your Enterprise: Working Your Way Through the Legal Minefield
Insurance Needs & Availability for Income Enterprises: What Are Your Assets and How Should They Be Protected?
Estate Planning: How Existing Laws and Legislative Changes Affect Your Estate Tax Changes Resulting From the Balanced Budget Amendment
Integration of Natural Resources into Farm & Woodlot Management
Adjourn

REGISTRATION
Natural Resources Income Opportunities on Private Lands Conference - April 5-7, Hagerstown

Proceedings are included if you attend one day or all three days. The conference qualifies for 13 Society of American Foresters Continuing Education Credits, Category One. University of Maryland Federal Identification Number: 52-6002033.
Make checks, money orders, and purchase orders payable University of Maryland and mail to Washington County Extension Office, 1260 Maryland Avenue, Hagerstown, MD 21740 or fax to 301-791-1048. No credit cards accepted. Phone: 301-791-1304.

Last name ___________________________________________ First name ________________________________
Address on back label - correct if necessary; add if missing
Organization __________________________________________
Telephone ( ) ___________________________ Fax ( ) ___________________________

☐ I will be attending the entire program. $ 95.00*
☐ My spouse will be attending the entire program also (no proceedings provided) $ 75.00

Spouse’s name __________________________________________

☐ I will attend the Sunday evening reception Yes ______ No ______

☐ I cannot attend the entire program, but will attend
☐ Monday, April 6 ___________________________ $ 60.00*
☐ Tuesday, April 7 ___________________________ $ 50.00*

☐ I am interested in attending Concurrent Session: ☐ A ☐ B ☐ C

☐ If postmarked after March 16, add $20 to the registration fee $ ________________________
☐ Please send me _____ extra copies of the proceedings @ $20.00 ea. = $ ________________________
☐ Please send me information on displaying exhibits and posters.

☐ I will be paying by purchase order # ________________________ (enclose copy of purchase order) TOTAL ENCLOSED $ ________________________
Upcoming Stewardship Events...

March 5: Tree Farm and Tree Farm Grassroots Committees joint quarterly meeting, Havre de Grace. All tree farmers, especially those in the region, are encouraged to attend. Contact Ron or Ruth Hendrickson, 410-272-5516, rrhen@aol.com, or Jeff Bracken, 304-258-4681.

April 1: Maryland Arbor Day. Plan an activity.


May 16: Landowner Forestry & Wildlife Workshop, Sugarloaf Mountain, Frederick, 9 a.m.-3 p.m., $5. Hands-on instruction including tree identification, ecology, bird watching, timber sales, chainsaws, sawmills, TSI, forest weed control, deer management, property lines. Call Mike Kay, 301-473-8417.

1998 Tree Farmer of the Year

Bill Slagle, Garrett County, has been named the 1998 Maryland Tree Farmer of the Year. Bill was selected for his outstanding forest management and his practice of sharing with others the importance of forest management.

The Slagle farm, Walnut Meadows, is one of 1,500 certified Tree Farms in Maryland. It is managed for multiple uses, including agroforestry, alley cropping, timber harvests, reforestation, wildlife habitat, and environmental education.

Following a management plan, Bill annually thins and prunes trees, obtaining lumber for cabinetry, trim, and other construction and housing uses. He also inoculates oak logs to produce shiitake mushrooms. Alley cropping of ginseng between rows of walnut trees provides him with income from the ginseng until the trees mature and can be harvested.

In the past twelve years, more than 70 acres of hardwood and pine trees have been planted by the Slagle family with the help of Boy Scouts, forestry students, and Rotarians. While planting, Bill teaches these helpers about conservation of natural resources. A steady stream of local, national, and international adults and youth visit Walnut Meadows to learn of Bill’s enterprises. Bill has promoted tree farming by sponsoring an Arbor Day essay contest at the local elementary school and distributing more than 600 bluebird nesting box kits to community groups and individuals.

Recently retired as a teacher for the Preston County, WV, school system, Bill now builds “environmentally friendly” homes with a crew of building construction students.

In addition to being Maryland’s 1998 Tree Farmer of the Year, Bill is a West Virginia Forestry Hall of Fame member, 1996 Preston County Teacher of the Year, 1996 Arbor Day Good Steward, southeast landowner representative for the Walnut Council, and recipient of Goodyear and West Virginia conservation awards. He is being nominated by the Maryland Tree Farm Committee for Northeast Region Tree Farmer of the Year.