



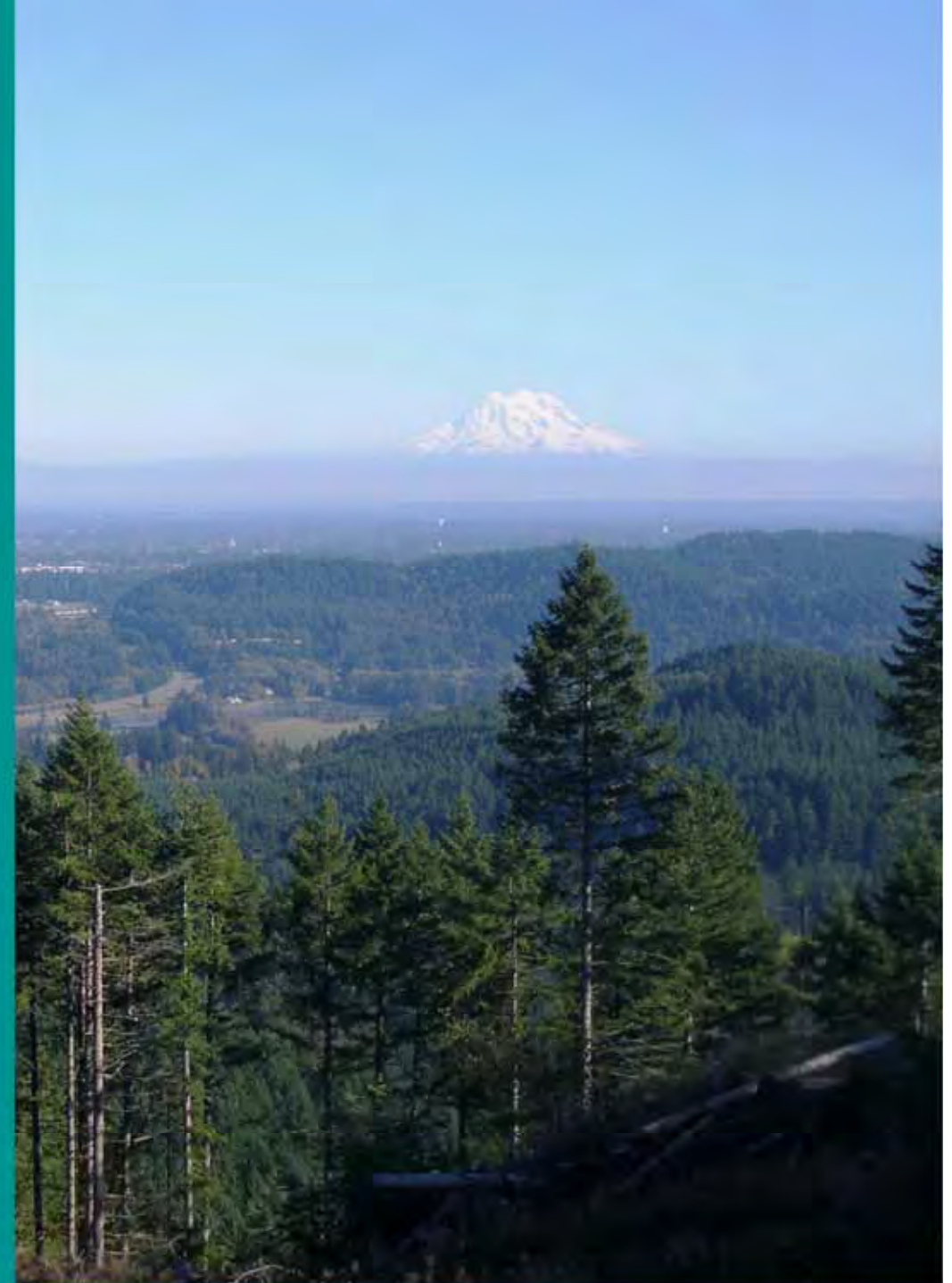
WASHINGTON STATE DEPARTMENT OF
Natural Resources

Peter Goldmark - Commissioner of Public Lands

Washington DNR's Log Sort Sales – A Look Back and Look Ahead

Timber Measurement Society
April 7, 2016

Dave Richards,
Chief Check Cruiser
Washington DNR,
Olympia Washington



WASHINGTON STATE DEPARTMENT OF
Natural Resources

www.dnr.wa.gov

DNR's Contract Harvest Program

Mission Statement:

*The citizens of Washington State and the forest products industry benefit from a balanced, multi-faceted DNR timber sales program which preserves the long term financial and ecological benefits DNR managed forest lands can provide.
(DNR's Contract Harvesting Strategic Plan - 2010)*



DNR's Contract Harvest Program

- **DNR timber sales program:**
 - **Stumpage sales**
 - **Scale or Lump sum**
 - **Contract harvest sales**
 - **Log Sorts**



DNR's Contract Harvest Program

- 2003 - Contract Harvesting Revolving Fund.
- Pays for harvesting and road building costs.
- Revenue is distributed to trust beneficiaries after paying harvest costs.



DNR's Contract Harvest Program

- **Forest Health Improvement**

- 2004, the Legislature passed the “Forest Health Improvement” bill.

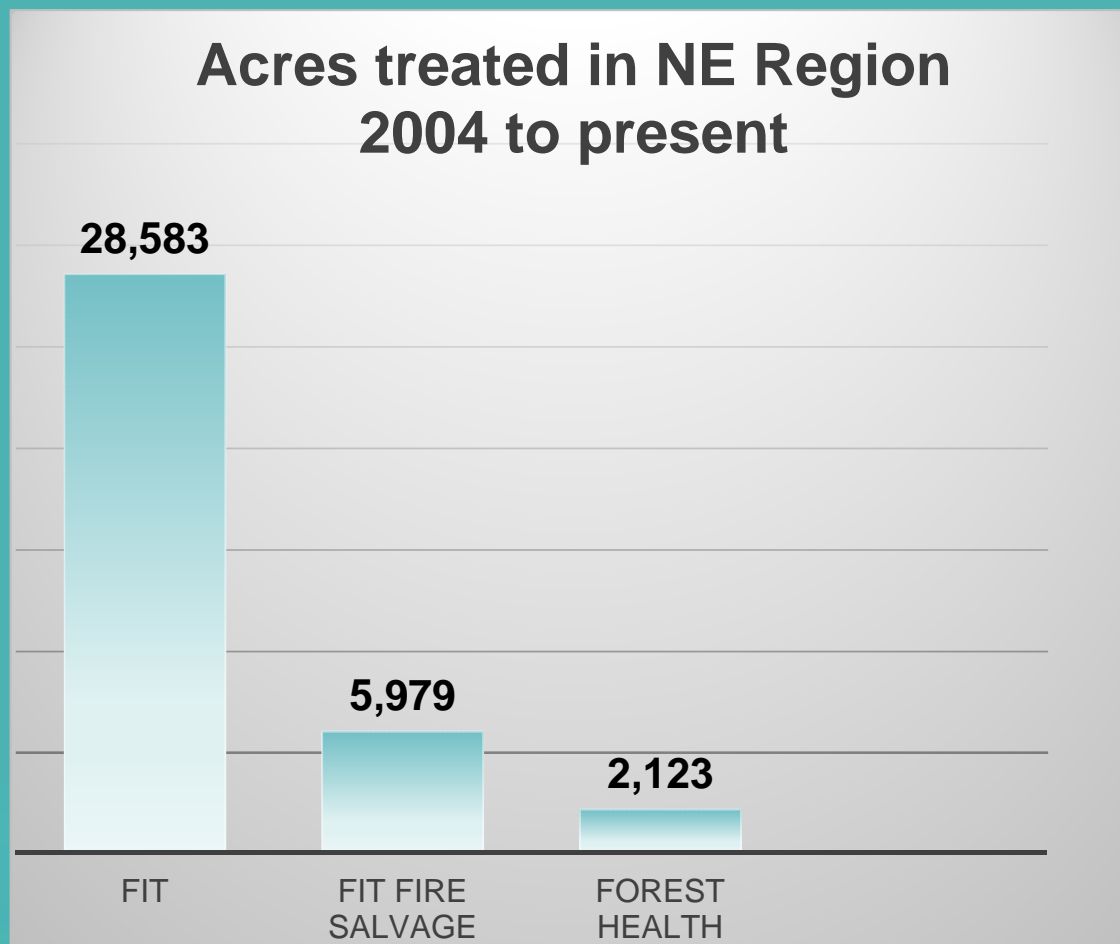
- Low value/high risk stands.

- Tens of thousands of acres have been treated.



DNR's Contract Harvest Program

- **Forest Health Improvement**



DNR's Contract Harvest Program

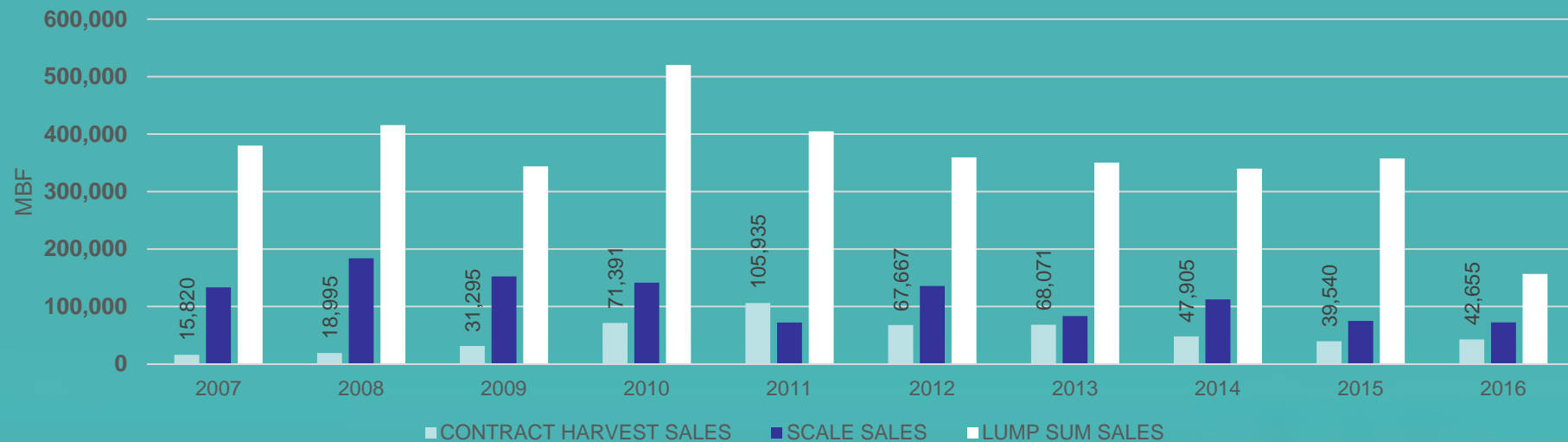
- **Harvesting Contractor**
 - Harvesters submit bids.
 - DNR hires the harvester.
 - Individual sorts are auctioned.
 - The winning bids are determined.



DNR's Contract Harvest Program

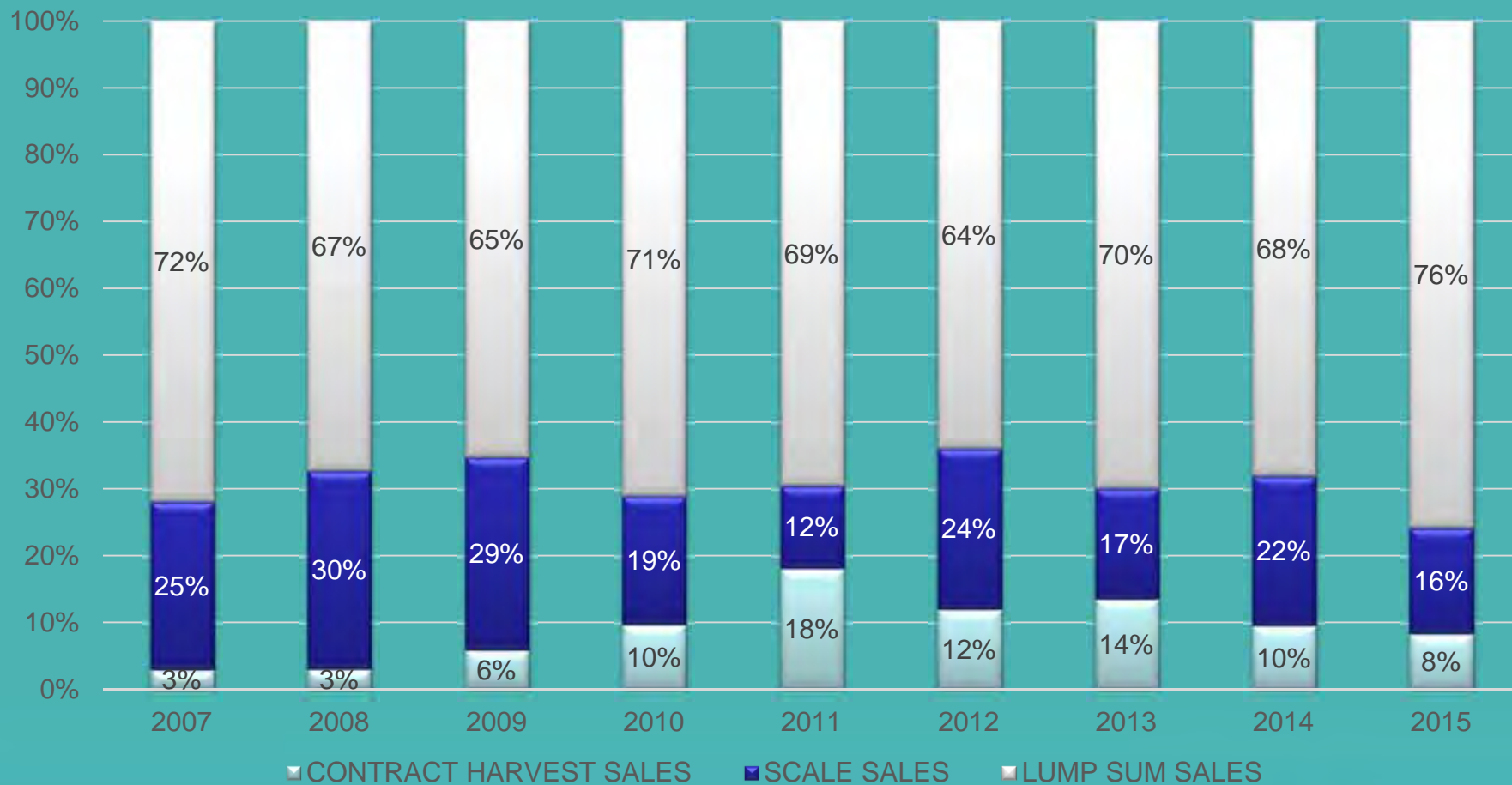
- Since 2007 more than 466 mmbf have been sold in the contract harvest program.
- Average of 54 mmbf sold each year.

Volume Sold by Sale Type



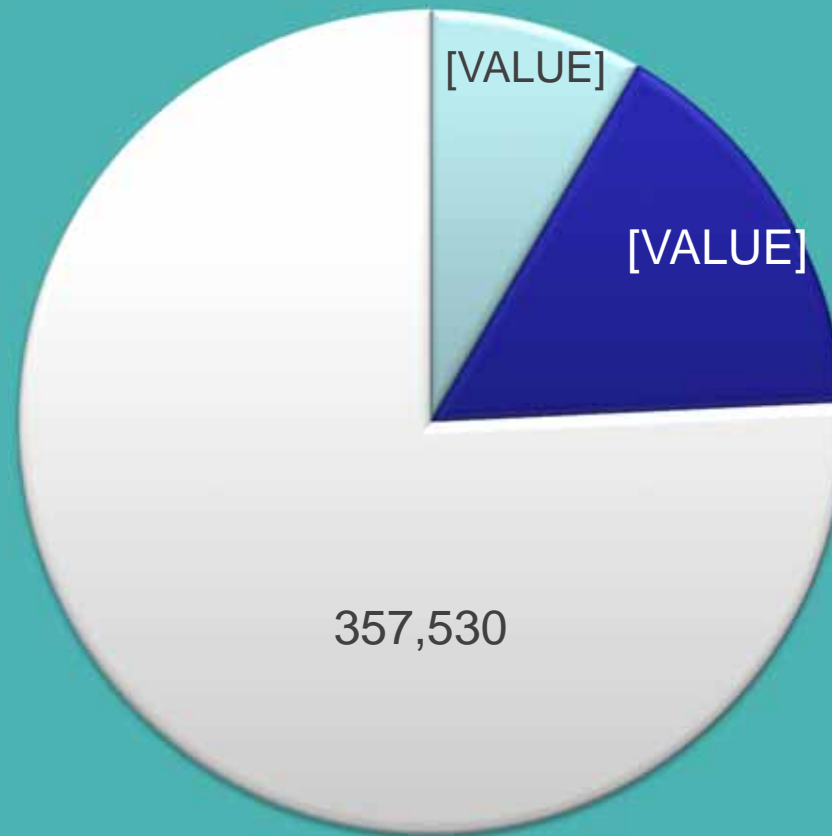
DNR's Contract Harvest Program

% of Volume Sold by Sale Type



DNR's Contract Harvest Program

MMBF by Sale Type - FY2015



■ CONTRACT HARVEST SALES ■ SCALE SALES ■ LUMP SUM SALES



DNR's Contract Harvest Program

Lessons learned:

- Time management and workload.
- Roles and responsibilities.



DNR's Contract Harvest Program

Lessons learned:

- Restructuring business technologies
- Monitoring log quality control
- Training



DNR's Contract Harvest Program

Lessons learned:

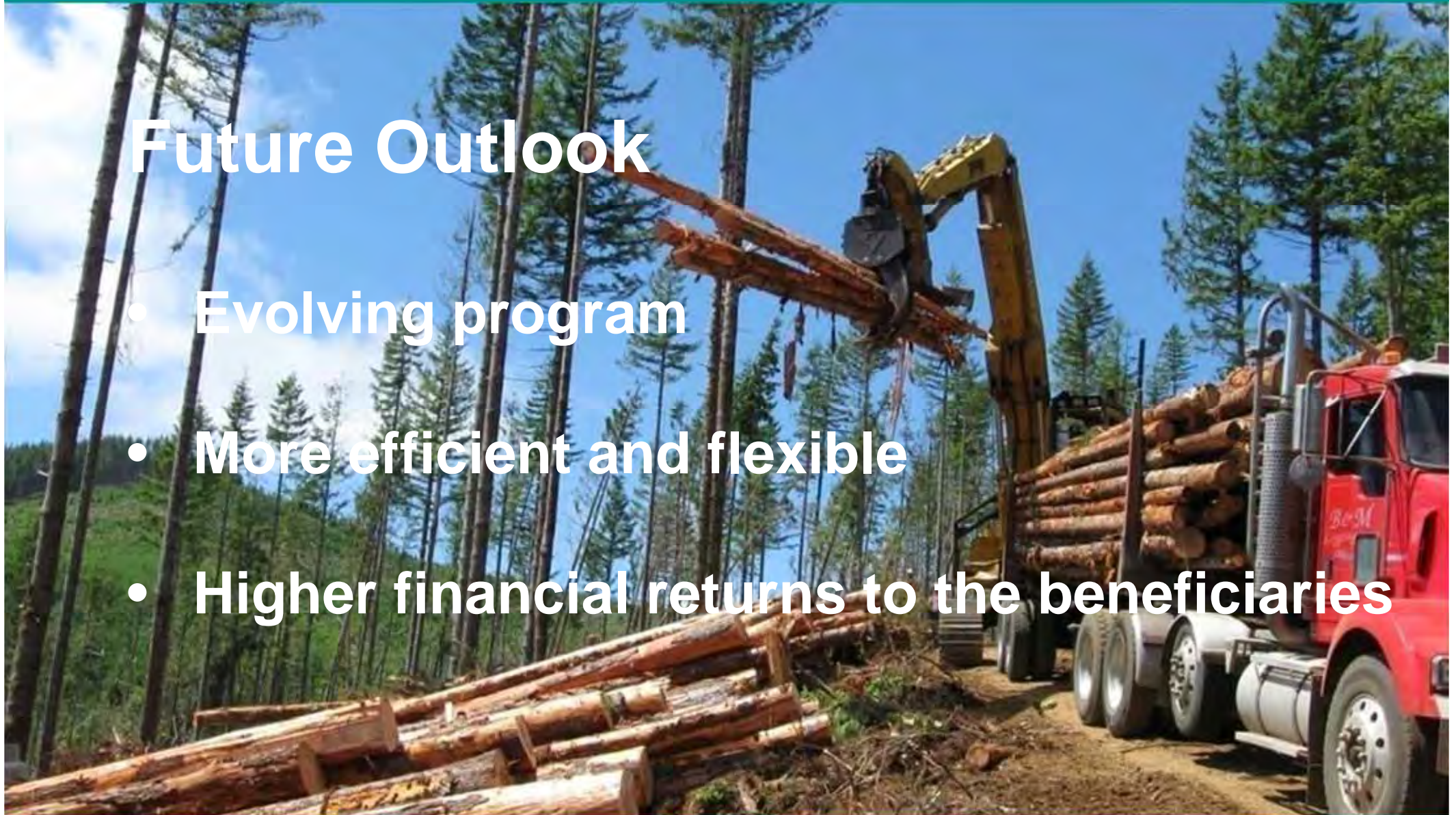
- Identify market driven log sorts
- Manufacture logs that optimize revenue
- Tighter cruises needed



DNR's Contract Harvest Program

Future Outlook

- Evolving program
- More efficient and flexible
- Higher financial returns to the beneficiaries



Questions ??

Contacts:

www.dnr.wa.gov

Product Sales and Leasing Division

Dave Richards

360-902-1365

David.richards@dnr.wa.gov



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