

DNR Timber Sales



Permanent School Fund Advisory Committee

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DNR- Division of Forestry



DNR Timber Sales Program

- ❑ Overview of Program
- ❑ Sales History
- ❑ Current Sales Rates
- ❑ Potential Areas of Improvement



DNR Timber Sales Program Staffing

St Paul

Program Supervisor and 1 Staff

Grand Rapids

Scaling Specialist 50%

Statewide

100 FTE's in field



Program Highlights

900,000 – 1MM Cords Offered

Harvested

720,000 M Cords

43,000 Acres

1,000 Permits



ADMIN REGION	STATE VOLUME	COUNTY VOLUME	FEDERAL VOLUME	Row Sum (Cords)
NW	418,000	251,000	95,000	764,000
NE	377,000	492,000	127,000	996,000
CR	128,000	10,000	0	138,000
Column Sum (Cds)	923,000	753,000	222,000	1,898,000



Data source: Minnesota Public Stumpage Price Review, CY 2008.



DNR Timber Sold

July 1-Dec 31

399, 670 Cords Offered

323,160 Cords Sold

\$6,417,221 Total Bid Value

81% Sales Rate



DOF Sold to Offer Statistics

ADMIN REGION	SELL RATE	wAVG PRICE
Northwest	86%	\$17.35
Northeast	67%	\$16.69
Southern	96%	\$25.05
TOTAL	81.0%	\$18.69



What's Happened?

Primarily Market Saturation



- ❑ **Distance to the Mills (Dead Zones)**
- ❑ **Wood Quality**
- ❑ **Access to Site**



Opportunities

- **Dual Certification: Access to Major Markets**
- **Increased Marketing**
 - DNR regional marketing plans
 - Exports- draw outside MN
 - Field tour with producers
- **Focusing on Saleable Tracts for 2010**
- **Biofuels**
- **Permit Security Requirements**



2009 Logger Survey

- **Diverse Clientele**
- **Variety of Species and Products**
- **Common Theme:**
 - ✓ **Good Wood Quality**
 - ✓ **Closer to Mills (90 miles or less)**
 - ✓ **Access**



Questions?

Comments?

